

Chapter 1

Roy McDonald

Mentor of the Mentors



A handwritten signature in black ink, appearing to read 'Roy McDonald'. The signature is stylized and fluid, with a large, sweeping initial 'R'.

'If you want to change, then you must change.'

For the past 43 years Roy McDonald has been searching out, creating, and pioneering some of the best strategies for creating wealth and success in people's lives. He is the founder of OneLife International.

As an educator, author, business coach and strategic planner, he is a hands-on wealth creator. The programs that he teaches at One Life International have enabled hundreds of satisfied clients to increase their belief in themselves and therefore their belief in their ability to create wealth.

Roy is a self-made millionaire and director of 49 different structures and interests in more than 24 companies that turn over more than \$30 million a year (i.e., \$700,000-plus a week!); they include an accounting firm, a financial planning company, a real estate business, a development and construction company, a training organisation and other business including investment companies, trading companies, a travel company, farming and cattle breeding.

He has been educating people in wealth creation strategies for more than 23 years and now, with OneLife, Roy gives the participants of his programs a holistic and balanced approach to creating the life of their dreams.

Roy had made his first million dollars in 1973 at the age of 28 – estimated to be the same as \$10 million in today's money, so he actually does what he teaches.

At age 19 Roy was like most other Australians: he grew up the son of the typical 'Aussie battler' in Sydney's south-west and remembers on more than one occasion the power being cut off at home because they couldn't pay the bill. By age 28, life was very different; the 'boy from Bankstown' had beaten the odds and risen to the ranks of an elite few in Australia by amassing his first million dollars; his story is inspirational and an example to us all of how even those who struggle to make 'ends meet' today can be rich tomorrow.

Now 65, Roy has achieved something most of us dream of – he actually makes money while he sleeps; by strategically investing in property, shares and businesses, he has established streams of income that enable him to choose when he 'works', although now he actually only ever does what he loves to do.

Today, he is driven to help others experience the kind of success that has become a way of life for him; the information he imparts today focuses on lifestyle, relationships, health and wellness as well as financial freedom.

What were your beliefs about money when you were growing up?

I grew up in an interesting environment as a young boy in the working class suburb of Bankstown in Sydney's western suburbs.

My father had become an alcoholic and would come home and beat up my Mum and us from time to time.

Money was very short and most of his stress, strain and anger was over money; in fact every argument I ever heard my mother and father have was over money.

The power to our house was disconnected regularly because we couldn't afford to pay the bill, so my growing-up was one of a feeling of embarrassment and humiliation; a combination of poor clothes and my lack of reading and spelling skills, which went through every subject other than maths and technical drawing, meant my life was not looking very sharp.

I remember at eight years old being called to the headmaster's office and my mother came with me; he explained to my mother, 'Roy is not going to make it', and walking home I asked my mum, 'What does "not going to make it" mean – does that mean I'm going to die Mum?'. She said, 'You are just not going to make it, because you are not good enough at spelling and no one will employ you and you will never get a job'.

This was at least better than dying, but certainly disheartening.

In saying all this and – not to get anyone's sympathy – when you are little and you don't have many clues on what to do, what was needed then was a good mentor.

My mother and father loved me, and we did have good times, but it was very interesting; my father was more of a warning than an example for me.

Growing up I discovered that if I had some money people would like me and I thought that was the answer; I became focused on building my wealth, which I was very clever at doing, given the adaptation and strategies I needed to put in place for lack of my academic skills.

What I discovered as time went on was that money gave you emptiness, a false promise if you will, that as the shine wore off, it was hard to

determine who were your true friends; so my life had been a bit of a roller-coaster.

Who were your mentors during this time?

I came across three mentors: one was a partner in a business in one of two jobs that I ever worked in; he was really a father figure to me, the father that I didn't have; he was such a wonderful inspiration and probably taught me the very first few values that were important – about intention and integrity.

The second mentor was a real estate agent from Canada. I was looking to buy a home unit and after showing me many units over the course of a number of weekends, he offered me a job; in my suspicious mind I thought that he just wanted to offer me a job so that I would buy the unit; he was quite clear that this wasn't his intention. I worked for him for a number of years and he taught me skills that were extraordinary on how finance worked, how to position a building to sell it, how to price a building and what the market was about. So his mentoring was very much about tools and once again a real, deep, wise man in life; he had great balance with his family; he had four children who he travelled the world with and followed the market wherever it took him.

I think all of us have a blinding flash and it was at that time that I experienced mine. My third mentor explained that whatever you do, property would be the end result.

In other words if you were a great restaurateur, or a great businessman, or a great whatever, you'd put your money into property, as that was where it ended; therefore I decided if that's where I am going to end up, why not go there? So I went into property, to begin with the end in mind and I started my first real estate company.

As I didn't have a licence, I got a retired licensee to be my licensee; I told him he could sign the trust account and that way he was in charge; he worked one afternoon a week – there was just him and me. I had rented an office for 13 pounds a week, one room with two doors running off, one door going to the garbage bin area and the other door going next door, but it was sealed; on the door to the garbage bin I wrote, 'Finance Department' and on the other door I wrote 'Administration' to make it look like I was a large organisation. I called my company Hamden Developments Pty Ltd, which I still have today, and on all my signs I

put 'Another Hamden Project', which looked like I was the builder and developer.

I made a massive amount of sales in the first three or four months, such that my older licensee almost had a heart attack; so I had to go and get another licensee. I built a large organisation over the next few years with some 15 people on my sales team and 20 part-time people, turning over millions of dollars in property. We moved from my single-room office to a larger building and then the next move was into the first commercial building I bought.

My first million dollars got me a front-page story in the Sun Newspaper; I bought 30 copies because I couldn't believe I was on the front page; I was only 28 at the time, so I was two years ahead of my goal of being a millionaire by age 30, and a million dollars in those days would be worth about \$10 million today.

When did you start personal development?

Back when I was 17 I couldn't get a job; my brother was a pool attendant at Bankstown baths; he was paid almost nothing and my major project was to be his assistant, so prospects weren't good.

I was inspired to be a success and thought that money was the answer, and that fast cars and fast women – a lot of silly, empty things – would fulfil my life. By the time I had made my first million and started consolidating and feeling the emptiness of this, numerous other mentors came into my life, mentors who were gurus around what truly makes a person a person, and finding oneself.

At the same time I started to notice how I was helping people to make money, but they would then lose it; so I discovered that making money was simple and keeping it was another issue.

I was led to personal growth or personal development and there were 'New Age Thinking' programs called Forum, Landmark and Insight, which had come out of California.

I moved from selling property to investing in property and from selling and investing to developing, and it wasn't long before I was involved in a lot of developments, so the majority of the properties that I was selling were mine.

I also moved into commercial properties, bought a property for \$184k and sold it for \$7.2m over 12 years – in those days, pre capital gains taxed asset and tax free, probably worth the equivalent to \$80m today.

Many transactions of millions of dollars passed through my hands and, although it was great on paper and felt good financially, there was something missing.

After years of this deeper search for an authentic life and wisdom, balance and harmony, I found it inside of me, the one place that I hadn't looked.

Looking back on that moment, what was clear was that one needed a vision of what one wanted, which was really a desire, and a passion, and I was very passionate about being successful.

I also realised that you need discipline, and I think the single most important thing that a mentor can ever give someone who has vision and passion, is discipline. In fact, what is really required is a disciplined plan and the tip that I would give everyone being mentored is that your mentor is to help you facilitate a disciplined plan that involves time management, your focus and strategies that keeps you on course and directed towards your true north.

More than just time management, as Jim Leohr and Tony Schwartz says in their book *The Power of Full Engagement* it's not just time management, the key to high performance, financially, health-wise and happiness, is energy management.

The four principles that they talk about in this are:

1. Full engagement requires drawing on four separate but related sources of energy i.e. physical, emotional, mental and spiritual.
2. The second principle is that because energy capacity diminishes with both over use and under use, we must balance the energy expenditure with intermittent energy renewal. What that is about is that rest and recovery is as important as being focused and pushing forward.
3. The third principle, to build capacity, we must push beyond our normal limits, training in the same systematic way that elite athletes do and they refer to becoming a corporate athlete.

4. Lastly, the fourth principle is positive energy rituals, high specific routines for managing energy, are the key to full engagement and sustained high performance.

We have rituals like cleaning our teeth, which we don't have to think about, we have rituals of spending money sometimes and we don't think about that, which are negative rituals and we also have positive ones like building a wealth account and strategic spending system.

So a mentor must work with a client to really embrace those four principles and see to it that the focus on the energy will keep their vision, passion and disciplined plan in balance and harmony.

If you put together vision, a disciplined plan and passion, what you get is action – all wealth ultimately is precise action.

The role of a mentor is to keep a person focused on what they do best to become the greatest person they can possibly be, delivering consistent, precise action towards their intentions.

'A burning desire is the greatest motivator of every human action. The desire for success implants 'success consciousness' which, in turn, creates a vigorous and ever-increasing 'habit of success.'

Paul J. Meyer.

What drove you to be successful in those early years?

Looking back at my childhood, the disappointments and challenges that I experienced and, probably more importantly, the humiliation I experienced around my poor spelling and feeling accepted, made me stronger and made me really step up and be successful.

I am always grateful to that headmaster for telling me I wasn't going to make it and to my teachers who made fun of me, because it made me want to prove something; in one sense that was probably ego-driven, but it probably made me who I am and gave me the strength to be successful.

It took some years to temper that drive for success, to get balance and harmony and to make me a better man, and I see this still as a work in progress.

I went to as many different places as I could, from seminars to churches, to learn from experiences and figure out what was going on – my mind was very active.

It was at an Anthony Robbins program that I had completed; there was a room of people in the space of openness and acceptance, and I remember hugging people and it was like a lightning bolt hit; it was my first experience of unconditional love; I had never experienced that before, not even in my family did I feel accepted for who I was; in fact I thought love was having sex.

When you experience something like this, you know what it looks like for the first time, and you know what you want to get, so I was looking for more of that; I remember going home and sitting quietly and feeling the enormous joy in my heart knowing that I could be a wealthy person and have this – that they weren't separate.

A lot of the feedback I received was that you were wealthy and not nice or you were spiritual but poor; at that moment, I realised that money amplifies you and, if you are a good person, you will be even better and more of a giver, but if you are a nasty piece of work and you have more money, you will be probably be nastier.

I also experienced poor people who are nasty and poor people who are nice, as well as wealthy people who are nasty and wealthy people who are nice; so it wasn't about whether they had money or not, it was who were they being in this.

I believe that a mentor's role is all about the beingness and bringing out the very best in someone on their own journey.

**'Unless we think of others and do something for them,
we miss one of the greatest sources of happiness.'**

Ray Lyman Wilbur.

What is OneLife International?

We are a university of life delivering primary and advanced educational programs teaching people property, real estate, share trading, internet and business strategies. Our core values are connection, being on purpose, passion, abundance and empowerment.

Sixty per cent of the people doing our programs choose property as their number-one vehicle, while 20 per cent choose share trading and 20 per cent choose business. While OneLife offers educational programs on all of these strategies, I always recommend that each of our clients starts with the education that they feel most comfortable with.

It is interesting that a lot of seminar programs that are focused, say, on property talk down share trading and those doing share-trading talk down property. My view is that first you pick the one that resonates for you, and then add value to that and leverage yourself – keep conscious control over what you are doing; have your mentor guide you where your heart will sing and where you will be inspired.

For me personally real estate has been such a huge leveraged business and has helped me make millions of dollars, but it is the businesses that have created the income flow that have developed my ability to build wealth.

An epiphany for me was that banks are not asset-lenders: 95 per cent of the population think they are, but they are actually income lenders, or lend on cash flow and take certain assets as security; unfortunately, most '95 per-centers' think in terms of buying a house as an asset when really it is a liability, and they get confused into thinking the bank is lending on the asset, where really they are lending on the person's job and income, using the asset as security.

Given that the transaction doesn't technically work by itself, in other words, the rental income is lower than the mortgage payments, banks do a lot of enquiry on how stable someone is in income.

What I discovered was that businesses can create massive cash flow and, properly mentored, anyone can have a business that can work for them, as long as they don't make the mistake of working in the business, which often creates just another job.

Back the business with some property, particularly commercial where the business can run from, and all of a sudden you have a magic formula of success that the banks love – a business income that is consistent and an asset supported by a business that is growing, because the rental return on that commercial property is seven per cent, eight per cent, nine per cent or 10 per cent. This becomes quite a simple, magical formula: firstly, by turning income from the business into a tax deduction; secondly, the rent becomes an expense for the business; and thirdly, the building grows in value delivering an end result of capital gain.

What is your greatest success story as a mentor?

There have been a lot of successes at different levels; it is interesting to notice the success stories that are in the Millionaire books; I have mentored a number of those in property, real estate and business.

I have had Geoff Bignell go from working as an installer of cables in offices with his two friends, form a company and go public with it and some five years later sell it for \$30 million, so obviously that is an enormous success story.

I had a lady come along to my program whose only assets were in her car and, as she said, you can't fit much furniture in your car; she was starting a new life after the death of her husband and within three years was producing some \$600k income from real estate transactions, in which she was joint venturing with money partners, as she had no money to start with.

Then there is Sue, a lady who hadn't worked for six years because she had children and couldn't get the time off, and lacked confidence; her number-one goal was to earn \$20k in her first year and she did that, then went on to \$200k the following year, \$400k the year after that and \$1 million the following year.

Given that her commitment was to only work three days a week and not to work in the holidays because of the children – in other words a maximum of 100 days – it is an extraordinary income.

Last year Sue earned \$1.6 million working not three, but two days a week, which is enormous leverage of her time and life.

Having said all that, I would think though that the person I respect most and, in fact, has the greatest and longest consistent result would

be Harry Charalambous – my hope is that he will be in some of these books in the future.

Harry was a young electrician working 76 hours a week and, once the children were put to bed, Harry and his wife would work on the books; he was considered a successful business operator with a \$300k turnover and two young men on the road; but after 14 years as an electrician, he looked at his tax return and came to realise that he only earned \$40k, this was after expenses and to be divided between himself and his wife. Within 12 months, Harry had taken his business from \$300k to \$970k, tripled his income and cut down to working 35 hours a week; at the end of that year he sold his business and also produced another \$1 million in income in real estate transactions.

He did a transaction every month and, over the last seven years, continued to make in excess of \$7 million and has also given away a similar sum to his joint venture partners. Harry now runs his own real estate advisory group and has more than \$30 million in real estate under his control within half an hour walk of his home.

From where he started with a modest home and a reasonable sized mortgage, Harry has increased his wealth and now lives a very balanced life with his young family, takes regular holidays and has developed a portfolio of commercial property, a residential trading real estate development company and construction arm, as well as advising a number of our clients on joint venture matters, as well as mentoring his own direct clients and ours at One Life.

Harry is now leading our \$10 million Club, which is OneLife's elite 12-month property program under the leadership of Harry and guidance of Roy McDonald exclusively for property investors building a \$10million property portfolio.

What inspirational words come to mind when you think of mentors, and what would you advise someone who is thinking of being mentored and wanting to become a mentor?

That is a really important question and I think the single biggest thing anyone can do is get out of their ego and surrender; that's a big call I know and, when someone chooses a mentor, they really have to choose someone they respect and that they truly feel they can learn from and trust.

Trust is always based on two areas: the person's character and their competence. The person's character is broken down to two things, their intention and their integrity; so you are looking for a mentor that has great character and is competent in the role you are requesting them to be involved in; if they have great character, but are incompetent, it won't work; if they are competent, but don't have good character, in other words don't have good intention or integrity, they are not going to be right for you.

The second thing to consider beyond the respect and their competency and character would be that their work resonates with you.

In other words there is a feeling about the surrender that happens in this advice for them to coach you, because there will be some times when push comes to shove that you will need to give up your position to go to the next level.

This is when arrogance can come in from someone who thinks they know what to do but looking to be coached.

There is a rule around this that says if you want to change, then you must change, otherwise you have to send everyone else to a psychiatrist, so that you can become better.

The final point I would make on this and I'm sure there could be many more, is that wherever the mentor is coming from, that they understand where you are at.

In Roger Hamilton's work with his profiling, it is not advisable to try and move a Deal-Maker into an Accumulator and it's not advisable to move an Accumulator into a Trader – so we all have different ways of doing things, and what's important is to understand how teams work and how we can leverage one's life, and particularly to add value to that leveraged position.

So, in summary, what I am saying is that it's not one size fits all and it's very important that while the mentor is advising the client on their pathway to success, they bear in mind that each client has different needs, interests and abilities.

What is a mentor and what is the difference between a coach, mentor and teacher?

A mentor is a very special person, really someone I would regard as a

facilitator, and it involves both coaching and teaching; but there is an aspect of leadership, which is driven from wisdom.

What is wisdom? Most people would say is experience and knowledge.

However, if that was all it was, then you wouldn't have the other two words, so there is another aspect and that aspect I believe is reflection; wisdom comes from experience, knowledge and reflection on the past to alter, change and become different in respect to that which you wish to become; it is the true depth of the leadership driven by wisdom that makes a mentor be extraordinary.

'A lot of people have gone further than they thought they could because someone else thought they could.' *Unknown.*

How should one start their day for the journey to success?

This is probably the most important question and I will share my process: the first thing I do is meditate and get aligned with the planet, and create my intention for the day.

The second thing I do is my *1-31 Card*, which is a goal-setting card.

The third area is doing the *Five Tibetan Rites* exercises including push-ups, sit-ups and squats; wherever I am on the planet I do them because they require no equipment.

The next thing is a wholesome breakfast and then I begin my planned day.

I use a time management system called One Life Time, which is a program you can buy online at www.onelife.com.au then go to our retail shop to complete the purchase.

This begins with a 12-month, quarterly, then monthly and down to weekly and daily planning process; on a daily basis it starts the intention to create the week and the month accordingly.

The intention for the day is broken up in 15-minute sections and includes my meetings, my clients and personal situation in working on the business; it also has my personal goals and input and tasks that I intend to complete.

To download my latest advice go to www.onelife.com.au where there are multiple downloads in the library to choose from.

I would like to leave you with two thoughts: firstly, all success is based on decisions and precise action; you would not be reading this book if you weren't a person of action and what we just need to do is put those actions into precise outcome by making decisions – as in your decisions is your destiny.

Secondly, OneLife is built on a foundation of generation 'G', which stands for generosity; we are now entering the next phase of 'G', which is all about free love and random acts of kindness; ask yourself how you can be part of this generation.

Can you share your 'Power Questions' with us?

Every morning and evening I ask myself a set of questions after affirming to myself that I am the master of my mental, emotional, physical and financial destiny; the questions are based around showing up, stepping up, giving back and, in the morning, they might include: 'What am I grateful for? Why am I so happy? What am I responsible for? Why am I here? And, Who am I?' The evening questions might include: 'What did I express gratitude for today? What was the coolest and most-fun adventure today? How has today added to the quality of my life? And, 'Who did I demonstrate love for today?'

Roy, you mentioned a goal card, what is that?

About 30 years ago I developed the S.M.A.R.T.I.E.S system of Specific, Measurable, Attainable, Realistic, Tangible, Inspirational, Emotional, leading to Success; it's a system we call a *1-31 Card*, where every day you read the card and just tick the box to keep check of your own personal progress in the areas of health, family, business/career, finances, social, spiritual and intellectual.

We do a new card every month with our number-one goal as the most important and we have short, medium and long-term.

It's one of our 12 major success formulas that we use along with the *Wealth Account*, *Strategic Spending*, and *Seven Year Plan*, etc. If you would like details on that and how our goal system works, go to www.onelife.com.au and visit the library to download your *1-31 Goal Card*.

'Setting goals is the first step in turning the invisible into the visible.' *Tony Robbins.*

What would be your parting thought?

I love what I do and I enjoy every moment; my vocation is my vacation.

The driver for me is the children; that's the legacy that we leave.

My whole life is around making a difference to people's lives for the purpose of passing that on to the children, the grandchildren and those children that aren't born: not only are they the legacy, they are the new mentors.

The last thought I would leave you with would be that my own personal journey gained from the inspiration and experiences of others has really helped me get clarity about who I am in this.

I think we are all mentors and we are all teachers and coaches of each other – the question I always ask myself is what is my purpose in this and how can I best contribute.

In John Booth's sensational book, *A Passion to Excellence*, he has the B3, which is being grateful, being outstanding and being generous, and I think the B3 is the summary of how I live my life.

If you feel inspired by my chapter I offer you an invitation to make contact with me at roy@onelife.com.au. I would love to connect with you and assist you to become part of our vision to leave an abundant legacy for all people who choose this pathway, especially our children who are tomorrow's leaders.



Roy McDonald is generously offering readers of *Millionaire Mentors* a FREE copy of his book *How to turn \$1 into \$1million in 7 years or less.*

For details about how to get your free book please visit www.MillionaireMentorsBook.com/moneymakers



Books authored by Roy McDonald

- *How to turn \$1 into \$1million in 7 years or less.*
- *Property Secrets.*