

The 17 Myths That Steal Your Freedom and Keep You From Having The Life You Want

Josh Bulloc
The Bootstrap Coach
www.JoshBulloc.com

I call these myths but I believe these are lies. Some of these lies come from industries that want our money and some come from ourselves which we use to justify our lack of personal responsibility. If a lie is repeated enough times and long enough it will seem like the truth. If you try to go against these so called truths you will be attacked by people that are afraid of the real truth.

If you pay attention to successful people you will notice that they do not follow the herd. Warren Buffet said to say "Be fearful when others are greedy and greedy when others are fearful". He is saying do not follow everyone else. You have to make decisions for yourself.

If you decide to take control of your life and realize these lies for what they are, many people will tell you how you cannot go against the trend. Dave Ramsey likes to say (I am paraphrasing) "when a fat person is telling you your diet will not work you probably are doing the right thing" in other words, when someone gives you advice on a subject they know nothing about then you ought not take it. If you start doing the right things you will notice people will try to sabotage your progress because you are exposing their weakness when you are doing so much better then they are.

If you ever want to be a success in life you need to start bucking the trend, stop following the sheeple (sheep+people-people that follow others blindly), start thinking for yourself, and strap on your boots because you have your work to do (it is worth it).

This list is not comprehensive but it is a good start. I want you to take back the freedom in your life (time freedom, income freedom, debt freedom, lifestyle freedom, job choice freedom, freedom to spend time with your family, boss freedom, freedom to enjoy your work, freedom from waking up to an alarm, etc).

Please contact me (askjosh@joshbulloc.com) and let me know how I can help you take back your freedom or tell me what you want to know more about. Also, I am looking for any success stories on how you took back your freedom from everyone out there trying to take it from you.

Myth 1: Debt is a part of life

This myth comes from 2 sources. The first source are the companies that want to take your money. They realize that you spend more money when you use debt then you do when you use cash, (how do you think they are able to offer 0% financing, the interest is included in the price of the vehicle). Take a look at your credit card agreement, you will realize they can do almost anything they want including, increasing your rates or reducing your maximum balance. If you keep a balance on your credit card then you are charged huge interest rates, sometimes upwards of 30%. How would you like it if I took \$30 from you each time you made \$100? The worst of it are the fees, banks make a lot of money on fees. If you are late or over your maximum balance they will tack on a fee.

This should also debunk the myth that debt is a tool. What if your job was swinging a hammer and

it cost you \$5 each time you swung the hammer? You would have to do a lot of hammering for the cost to make sense. If you owned the hammer then with each swing you are making the hammer cheaper to use.

The second source of this myth is from people that are afraid of discipline. It is like the kid in the toy isle throwing a tantrum on the floor saying “I want it and I want it now” and the parent caves. Except in this case, you are the parent and the child and you are the one that caves.

You can save up for anything you want if you have self discipline. Here are some things that you may want to use debt for and I will show you that you do not need it.

House. You can save up for a house, it may not be easy and it will take time. You just have to stop making justifications why you need it now and do a little creative thinking.

Car. You can save up for a car, especially considering some of the car payments you guys are making. You just have to stop justifying why you need it. I have heard too many people use the excuse that “it might break down, or it has a lot of miles, or it is old, or it is unsafe” as a justification for buying a brand new car. You can buy a good used car with cash.

Grocery or other stores. It is convenient to use a credit card but you can also use a debit card exactly like a credit card. If you think using cash is too hard then you are just lazy.

Emergencies. Make a list of the emergencies that you could have and then have cash sitting to the side to cover those emergencies. First, you should have 3-6 months in an emergency fund. What could happen? Medical, you should have insurance. Job loss, you should have an emergency fund. Broken car, emergency fund.

Hotel/rental car. You can use a debit card the same way you use a credit card. If some companies will not take it then shop somewhere else.

Credit score. If you are saving up to pay for everything then you do not need a credit score. A good credit score does not mean you are good with money or that you have money, it means that you are good at paying debt back (which costs you money). If you want to take out a loan on a house then find a company that does Manual Underwriting. That is the way banks used to do it. Now they try to make it easy so anybody can give out loans (which makes it easier for them to take your money)

It really comes down to self discipline, a little creative thinking, and you deciding that you are sick of everybody taking your money. Draw that line in the sand and say “no more debt for me”

Myth 2: You need to go to college

There are 2 reasons that you go to college; either for the enrichment and/or for a piece of paper so someone will give you a job. You need to define why you are going before you go. Too many college students wrongly believe that they will make a lot of money just because they will have a diploma. For some reason we teach our children that they are nothing unless they go to college. In the real world, they find that there is little market for their education and they could make better money working on an assembly line. They could have went straight to work on the assembly line, not taken 4 years of their lives, and not paid that much money (or they have debt) to the college.

How many people do you know that are in this situation.

You get paid for the results you produce not the school you went to. In some instances you do need a college degree for jobs like a doctor or lawyer. Some large companies are too lazy to learn if you can produce so they will take the easy road and hire you if you have a degree. Having a college degree by no means shows you are competent. It just shows you were able to show up to class and take tests well.

Education is very important and you should be learning for the rest of your life; but you do not need it from a classroom. If you want to learn how to start a business go to the library, read, and then start a business. You will learn a lot more about how things really work by doing them not just sitting in a class. There are so many free or inexpensive resources out there that you can use to learn (libraries, mentors, free classes on the web, iTunes U)

Now many of the large universities are posting their class materials online for free. You can get the knowledge without the cost.

When I hire people (and this is how most people hire) I focus on if they can do the job, not if they have a degree. Not all companies do this but you will have a lot of opportunities if you are able to prove you can do the work without the degree. Plus, if you are hired based on a degree but you cannot do the work you will not be there for long.

Myth 3: You need a lot of money to start a business.

This is total crap, especially with today's technology. You do not need money to give advice about a topic you are an expert on. If you are good at baking pies, go bake pies and give some of them away. If you are good at speaking (the most lucrative career in the world) then go speak for free. After a while you will build a following and people will want to start paying for your services.

What you really need is time, hard work, and a lot of study of the people that went before you. By taking investors or loans you are giving parts of your business or income away.

Once again, with today's technology you can make radio shows, videos, and websites for little to nothing. You can go and speak at your local chamber, or rotary club, and you could give away your services to build relationships.

Myth 4: You need to own a house.

Our society tells us that we have to own a house (I think some of the people saying this are the ones trying to sell us debt). We act like it is a sin to rent. Yes, owning a house is good, if you can afford it. Afford it does not mean creative financing. You are not less of a person if you do not own a house.

Part of owning a house is earning the right to own a house through having the money, responsibility, and the work that went into that money. When you truly earn home ownership you will consider every hour that went into that ownership. You will take care of the house and be fully responsible for it.

If you want to own a house set some goal on how much you want to spend, where you want to live, how much for a down payment, and then set a date when you will have the money saved. Then focus your energy on reaching those goals for owning a reasonable house.

Myth 5: If you find a good job you can take it easy.

This is wrong, if you take it easy the world will pass you by. Everything is constantly changing. If you take it easy the guy working next to you will soon be your boss, your job will be outsourced, or a machine will be made to replace you. You need to stay limber, job wise. This is not your parent's job where you were expected to stay there 30 years and retire. You are on your own and your company only sees you as a number. You have to write your own ticket. You need to learn and grow every day. That job will not be there forever so be prepared with knowledge and willingness to grow.

Myth 6: I do not have to change.

The world is changing and if you do not change with it then you will fall behind. The world is changing at an ever increasing rate. To keep up you need to grow and learn.

Myth 7: I am done learning after I leave school

This may not be said but this is how people are acting. This myth goes inline with Myth 6; many people want to complain because they want a higher paying job, they want to spend more time with their family, they think everyone else is lucky. No, you need to keep learning. If you want to be better than where you are now you need to learn how to get there. If you want to change anything in your life you have to learn how others got there before. You do not need to keep going to school use the web, the library, and others that are willing to teach you what they did. You need to keep learning or your job will not be yours for long.

Myth 8: The web is a good place to do job hunt.

Have you ever gone shopping on Christmas eve? Have you noticed that a lot of shelves were picked clean and there were many people just like you trying to grab the last whatever. It is just like this when you are job searching on the web, but a lot worse. For some jobs there are thousands of people applying. How can you stick out? You cannot. There are people (not computers) looking at your application/resume and those people are going to get sick of looking at hundreds or thousands of applications (just like you or I would). They are just skimming and tossing in the trash.

Finding a job is a sales process and you need to treat it like one. You need to stay in control of the situation. You need to make the phone calls, you need to talk to the hiring person directly (even if it means waiting outside their place of work when the person gets there in the morning). You need to show them how much you care. You need to create a relationship with the hiring person, you need to let them know there is a face attached to that resume. Do not go through the HR person; the HR person does not care, they are just trying to review resumes and fill slots. The hiring person is looking for someone that will help them in their area. They have a vested interest in who they hire. Your resume is important, but not that important. When the hiring person is talking to you they are asking themselves "Could I work with this person?" In order for them to answer that question they need to know you and know that you are motivated. The internet does not do this.

Also, instead of looking for a job opening why don't you look for a job where you would love to work. Most of the open jobs are not advertised so decide where you want to work and go get a job there.

Myth 9: Technology makes your life easier

Technology can make your life easier but too many people use it as an excuse to think less. While you are thinking less, there are other people that are using the same technology to free their mind for higher level thinking, the type of thinking that computers cannot do and cannot be outsourced (like creativity). If you are not using technology to raise your level of thinking you are going to fall behind rest of the people that are willing to think.

Myth 10: Multitasking

Multitasking is you doing multiple things less effectively than if you focused on one thing at a time. When you multitask your mind has to switch gears multiple times. Switching gears takes your ability to think deeply about a topic. For instance, if you are spending time with your family and texting to your friends you may think that you are giving both sets of people plenty of attention. Ask your family if they think you are engaged in with them. You are taking away from your family time by doing this. They do not feel that you are truly there with them. Physically, you are there but mentally you are not. How would you like it if they treated you the same way?

If you take time to focus on one thing at a time you are not losing mental capacity by stitching your focus. You are able to get into a project and make good significant progress. Then when you complete the project then you get a mental boost from accomplishment.

Myth 11: Systems are too restricting

Systems are like technology. A system is a method of putting boundaries around your mental tasks so that you free your mind for higher level thinking. With these boundaries in place you free your time, your mind, and your ability to focus on the things that are really important to you.

Think of a homeless person. This person is free but consider what they are unable to do that you can do. Are they really free? They are not free to go to the movies, to have a nice meal, to have a roof over their head, etc. By following the systems of our society you are able to have increased freedoms.

My implementing systems into your life you increase your personal freedoms.

Myth 12: Goals restrict your potential

Living without goals is like driving without a destination. You are not restricted to a certain road but when you stop driving you will be nowhere. With a goal, you have a destination for your life. Also, nothing says that your goal cannot change.

If you want to end up nowhere then don't set goals, but if you want to grow as a person and have more freedom in life then start setting some goals.

Myth 13: I can do it myself.

Anyone who has been successful at anything has done so with the help of others. The help could have been as significant as money or as inexpensive as encouragement from a friend. You can ask any successful person and they will tell you they got there with the help of others. We are social creatures and we are meant to be surrounded by others and work together. Everyone has a different skill set and the successful people realize this. If you are not good at something find someone that is good at it and let them help you with that.

The first step is to get help is to read books, blogs, and find mentors which will help you reach your goals.

Myth 14: You have to do everything your company/boss says

This myth frustrates me the most. It is because many people think they have to blindly follow their company's rules/systems because everyone else does. Many people do not stand up and say "I can make this better" or they are unwilling to tell their boss there is a better way to do something. Heck, there is a huge problem with people thinking they have to work a ton of over time and give up their family life because everyone else does. If people would start taking control of their lives and sticking up for what they think is right we would have a better work situation.

This goes back to not having debt and not having an emergency fund. We live in fear of losing our jobs because we have backed ourselves into a corner. Living in fear is no way to live.

To have the confidence to counter what your boss or company says get out of debt, get an emergency fund, and know what you are good at. If you do this and are let go you are ready to take an even better job following your passions.

Myth 15: You have to go to work to be at work

Our current working model came out of the industrial revolution where everything was based on an assembly line. On an assembly line everyone had to work on the line or be close to support it. Also, you had to be there when the assembly line was running (i.e. 9:00-5:00). Now many of us are knowledge workers and we need computers not assembly lines. Computers are not tethered to a building now that we have the internet. Also, many of the projects we do are not based on how long we work but on when they are completed. This means that you can work at night as long as you meet the deadline. You could work 2 hours to meet the deadline where it takes others 8 as long as you complete it on time. You could take a long lunch to take your kids for a walk and then go back to work. Too many people that think they need to watch over you to make sure you are working. This means that they do not trust you. If you worked from home then you would spend less time in traffic, less time being bothered by pointless discussions at work, less time dressing, less money on work clothes, less money on gas. You would be more free.

Start studying telecommuting and consider recommending it to your boss. If you are not in a position where you are a knowledge worker then start thinking of the knowledge skills you have and could be marketable.

Myth 16: Overnight Success

You probably have heard the saying “he was an overnight success”. The interesting thing is that it is not true. When someone is said to be an overnight success it discounts the time, learning, energy, and work that were put into becoming a success. Success takes many years of work and learning to reach the top. Don't ever believe that you require some special talent to be a success. Talent can be helpful but without the work and time behind it, talent is nothing.

Myth 17: Work is not supposed to be fun

For some reason we have been telling ourselves this for so long it has become the truth. Why would you want to wait 40 years to do something you enjoy. The more we are burdened by work the more we wear it like a badge of honor, almost like a martyr. It is not honorable if you are unwilling to do anything else to change your situation, it is laziness.

Each one of us is passionate about something. Some of us have not been taught that we can dream or we are allowed to go after that dream. We are taught to be employees and that is the only way. If you study highly successful people you will learn that they enjoy what they are doing. When I mention this I always get the argument “not everyone can enjoy their work”. I do not know the answer to that, but I am not talking about them, I am talking about you. Everyone may or may not be able to to enjoy their work, but you can. You just have to figure out what you are passionate about. Then study it until you become an expert. Then get people to pay for your expertise.

These are not all of the myths we are taught but it is a start if you want to know how to change your life. To take control of your life you have to be willing to ask questions. Why do we have to do something a certain way? Is there another way to do this? Does this make sense? Just because something has been repeated many times does not make it true. If something does not feel right or does not make sense then it is your responsibility to look into it. Don't just follow along with everybody else because you will end up being like everybody else (broke and unhappy). Many of these steps are not easy but if you are willing to learn and put in the work you will get what you want.

Please tell me how I can help you.

If you are interested in learning more about taking your freedom back then visit my site (<http://joshbulloc.com/default.aspx>) and review the resources. I also offer one on one coaching to walk you through the process of taking back your life (<http://joshbulloc.com/WorkWithJosh.aspx>). For a free newsletter that teaches you about the path to freedom <http://joshssimplelife.wordpress.com/>.

Please pass to any of your friends that are interested in taking their freedom back.