

SNEAK PEEK

IS YOUR  
ACCOUNTANT

AN

IDIOT?

“The beginning of happiness may be hidden  
in doubling your Accountant’s fees!”

JULIO DE LAFFITTE  
— MILLIONAIRE MAKER —

A 'SNEAK PEEK' VERSION

## Is Your Accountant an Idiot?

The beginning of happiness may be hidden in  
doubling your accountant's fees.

by  
Julio De Laffitte

## **Is Your Accountant an Idiot?**

**The beginning of happiness may be hidden in  
doubling your accountant's fees.  
(A book to set you free financially.)**

Julio De Laffitte

© 2021 Julio De Laffitte. All rights reserved.

**Published in 2021 by Julio De Laffitte**

All rights reserved. No part of this guide may be reproduced or transmitted in any form or by any means, digital, electronic, audible, or mechanical, including photocopying, recording or by any information storage and retrieval system, without permission in writing from the publisher.

For permissions: Julio De Laffitte - julio@justdolife.co

## Important Notice

This 'sneak peek' (compact version) of the book *Is Your Accountant an Idiot?* its content, the author, and any associated parties are not providing any financial advice whatsoever. The content contained herein is for general information purposes and is not intended as financial or investment advice and should not be construed or relied on as such.

Before making any commitment of a legal or financial nature you should seek advice from a qualified and registered Financial Adviser, Tax Adviser or Accountant, Lawyer, or other professionally qualified individual.

The author and any associated parties are not liable for any loss caused, whether due to negligence or otherwise arising from the use of, or reliance on, the information provided directly or indirectly by use of the content contained within this book.

This disclaimer is spelled out in plain English so anyone with common sense can understand that they are responsible for their own financial, investment and/or legal decisions, amongst other such important matters.

So, on that basis, and in agreeance, the author wishes that the content contained herein provide you with a new and fresh perspective that may help you in your journey.

If, however, you are still unsure as to the meaning of this disclaimer, it is this:

- This 'sneak peek' version of the book *Is Your Accountant an Idiot?* and its contents, are not financial advice.
- You should consult your financial and/or legal advisors before making commitments of a financial or legal nature.

## Contents

Important Notice .....	iii
Let's begin... v	
Why Hasn't My Accountant Shown Me THIS Before? .....	1
For the typical sixty-plus-year-old... ..	1
For the intelligent spouse... ..	2
For the typical fifty-plus-year-old... ..	2
For the typical thirty and forty-year-olds... ..	3
For the typical twenty-plus-year-old... ..	3
For the business owner.....	3
For the typical accountant... ..	4
The Basics of Financial Intelligence.....	6
Who is responsible for your advancement in life? .....	6
Do you have permission to be rich? .....	6
How can you increase your financial intelligence?.....	9
Helping to Create a New Financial Reality for You, and Most People You Know .....	11
It 'pays' to consider.....	11
We've already discussed some of this—however this is very important.....	13
Do not tolerate life without integration. ....	15
What does make an accountant a Wizard? .....	18

## Let's begin...

---

Not all accountants are made equal, and most people lead the interaction with their 'most trusted' advisor in an unprofitable manner. I believe that is so for both parties.

A key point of this 'sneak peek' version of the book *Is Your Accountant an Idiot?* is that disruption is not something that will happen to some businesses 'out there'—it is happening to everything, everywhere—and it will certainly happen to you!

If you are the one to 'disrupt' the way you engage with your accountant, you will have the chance to tap into know-how you haven't seen before, and that may lead you to engage with unprecedented opportunity.

My qualifications are simple—I am a serial entrepreneur. Even though I have experienced some big successes in business, I am not special. I have studied and worked—a lot.

I am a new Australian, and like many, I came with nothing, and this country has given me everything. I consider myself blessed, and have had the privilege of starting, failing often (too often), but also succeeding many times. Now I enjoy teaching my children that we live in an amazing country.

I always sought real change-makers—people with passion, conviction, and personal philosophy for their lives. I learnt that making money is not a mystery to them, and living their legacy, not leaving one, is their greatest pleasure.

### **I would like to plant a seed in your mind.**

Australia's population is set to grow from twenty-five million to thirty-six million in a very short period of time, and with that comes real opportunities.

Think about it this way—how many day care centres, hotels, architectural, engineering, dental and plumbing services, IT specialists, entertainment venues, airports etc. would you like with that growth?

Regardless of who you are, within this book you will secure the understanding to enable you to prosper. As you do, you will become an integral part of the prosperity of our nation.

Enjoy this 'sneak peek' of *Is Your Accountant an Idiot?* and welcome to the journey.

***Julio De Laffitte***

CEO

JDL Strategies

justdolife.co

## Why Hasn't My Accountant Shown Me THIS Before?

---

**This question comes up every time we run an event!**

Every time someone accesses justdolife.co or attends one of our seminars, our inbox gets hit with this question: *Why didn't my accountant tell me these things before?*

It happens every time people start in their adventure of getting ahead! So, this is a 'financial adventure book'! (If such a thing were possible, this would be it.)

### **Why hasn't my accountant told me THIS before?**

The '**THIS**' being:

- The better lifestyle you would have achieved earlier had you utilized a strategic frame of reference for your life and money.
- Financial freedom that is real and long-term.
- Integrated strategies to accumulate wealth.
- The taxes you could have planned, and thus avoided—legally.
- The money you could have saved—*not wasted like your best mate does*—for years!
- The tax deductions that investments bring—good stuff that you literally know nothing, or very little, about.
- The money back from the ATO to drive your debt down.
- How easy it is in Australia to access knowledge and money, and to invest and accumulate assets.

I have had literally thousands of people ask me this question: *Why hasn't my accountant told me THIS before?* Obviously the '**THIS**' means vastly different things to different people.

### **For the typical sixty-plus-year-old...**

It's the cold and confronting realisation that they are running out of time—that the idea that simply paying off the house by retirement would be enough was definitely *not* the best course of action.

**Too many sixty-year-olds are nowhere near where they should be.**

**The results for all the effort they have put in along the way are**

**inadequate at best.**

## For the intelligent spouse...

It's the realisation of the 'hypnotic state' of going with the flow, year after year, simply matching income with expenses, therefore never seriously getting ahead as they should have.

The penny drops upon gaining the insight that *most people they know* also do not have permission, or an actual plan, to seriously get ahead! Friends just like themselves are completely without a plan to get out of debt, pay less tax and build an asset base! Being stuck with friends who do not think, engage, and deliberate about such things is by far the biggest factor that keeps them in the 'hypnotic state' for years.

**Now you know why most parents did not prepare financially as well as they should have—they were fully trapped in the 'hypnotic state'.**

**Are we on the same track?**

**Regrouping and action are required if anything is to change.  
Learning financial intelligence is not only imperative—it becomes a conviction—and that is a beautiful thing.**

## For the typical fifty-plus-year-old...

It's the purest realisation that they have worked for money their entire lives, and never considered *money actually working for them*. In that context, they start to get the urgency that they need to do something about their financial future *now!*

However, they mostly have extremely limited ideas about what is actually possible until they fully understand asset accumulation like the JDL Strategies Chain Reaction.

The misalignment about the accountant's role is the biggest in this age group. They often expect their accountant to be a mix of accounting, financial planning, finance broking, lawyer, and marriage counselling.

It's tough getting through to them when they still have significant debt, not enough in superannuation, and now they must tackle their financial future and wealth concepts and creation. Unfortunately for most of them, this still is an 'out there' concept they 'don't have the time' to tackle right now!

Too often, people realise at our events that accountants normally do not give investment advice or formal debt reduction strategies. It is not their role! From that standpoint, they feel they have worked hard for what they have, and that they never learned leverage, risk mitigation and/or simple and effective investment strategies!

I must say, it is interesting to see the so frequent 'dissatisfaction' with their 'current advice', or the illusion that their accountant should have given some 'better advice'.

**It is a full misalignment of expectations, roles, and results. Accountants do have incredible wisdom—but often do not know how to provide/sell, while the client doesn't know how to acquire/buy it!**

### **For the typical thirty and forty-year-olds...**

It's that deep sense that, financially, they should be ahead of where they are right now.

**It begins the profound move from working for money to having money  
working for us...  
And that is investing. However, there is no such a thing as investing  
without risk.**

Regardless of anyone's risk aversion or appetite, it is almost impossible to save a million dollars for retirement. (A million dollars, if retiring tonight, is not going to be enough anyway!)

**Not investing at all only brings the certainty of not being ready  
financially.**

Another massive distinction for the thirty and forty-year-olds during our events is that they could work very closely with their parents when it comes to investment—for the benefit of both generations. It is astonishing for us how little families know about how to work together for massive advantage, leverage, gains and building security for the entire family.

### **For the typical twenty-plus-year-old...**

It's the realisation that what they have 'been told' to do financially is a recipe for a shockingly average future. I get to watch as they get to witness all the realisations of all the other age groups!

I love it when young people come to our events.

They are in a powerful position due to their flexibility, the non-formation of old bad habits and the ability to group. They also easily get the concept of rent/invest from a numerical and philosophical perspective. That is—to stay renting (sometimes indefinitely) for the purpose of building a greater property portfolio. We call it 'Nice Street'.

### **For the business owner...**

It's the fact that they focused mostly on growing their business and neglected most other strategies to grow their actual wealth. They get frustrated, and even angry, when they fully understand the wasted opportunity caused by such profound neglect. They could have had a property portfolio to go with it... and they did not!

**96% of business owners we have met had not enough in super, and no debt reduction and/or finance strategies!**

### **For the typical accountant...**

It's that their wisdom is worth more than gold!

And that...

- Accounting and integration are two vastly different things.
- Their clients actually want much more than executed tax returns.
- Their advisory service is key to the future—clients want their accountant's integrated wisdom!

We have helped accountants across Australia (and the world) to deliver such integration. Once accountants see their greater value it is very gratifying to all involved. Clients become better clients, and accountants become the wizards they are meant to be.

**Yes—I am 100% serious when I say the beginning of your happiness is to double your accountant's fees! (This will become more obvious as we go along.)**

Our events are about a two-decade commitment to raising the financial intelligence of people—with proven and legal strategies to aggressively reduce debt and tax while accumulating assets—using the 'system' to build our clients' real wealth.

We seek to provide attendees with the thinking, tools, and 'permission' to go against the 'grind' and create real wealth in this wonderful country of ours! *(The integration we do for our clients with accountants and other professionals is the exciting piece!)*

**Why hasn't your accountant told you all of THIS?  
Because currently—it is not your accountant's job (that may be the shortest answer).**

I want you to be absolutely clear that most people cannot, will not, and *have no chance to access* the genius inside of their tax advisor because of the following three main considerations:

1. Their very perception around the accountant's role.
2. A too-common misalignment around roles, direction, and integration on both parties—the client and the accountant.

3. A complete lack of education around taxation, investment, and finances, regardless of the level of education, profession and/or business acumen.

**I imagine you invested in this book because you want to get ahead, pay less tax legally, get free from debt fast, improve your lifestyle and leave something to your family and the next generation.  
Is all of 'THIS' your accountant's job?**

I wrote this book to work with you at this very question, to help you see in real terms what you can achieve if you get the alignment right. I promise you the content will confront some stupid things intelligent people do because they do not know better.

In my view, accountants are often overworked and underpaid for what they can bring to the equation of your life. I equally see that many accountants are nowhere near having the ability to deliver what clients actually need or want from them. Going forward, finding a wizard accountant will be imperative, and my book, *Is Your Accountant an Idiot?* will give the ultimate perspective and ability to find them.

**I am serious when I say the beginning of your happiness may be as simple as paying your accountant double.**

*justdolife.co*

## The Basics of Financial Intelligence

---

### Who is responsible for your advancement in life?

I know you're busy. However, as an adult living in a high-tax environment, I believe you should consider your financial endgame and work closely with your accountant to get there.

Start doing it now! Consider teaming up with your accountant (and your other specialists) to get ahead in life, because at the end of the day, the only person responsible for your advancement in life is you.

**It is not enough to simply be tax compliant and keep hoping for the best.**

### Do you have permission to be rich?

It may seem a strange question. We also know that rich means different things to different people. Even though most people would like to be financially independent, most do not have a financial target they are working towards.

**Financial wealth checks are brilliant ways to get in touch with what you want and need financially.**

This book is designed to give you the strategies to put your money into action, so it works *for you*. You will know it once you have, and execute, a continuous and consistent plan for getting ahead.

Let me show you something amazingly simple, yet powerful.

**Just imagine a world where, because of your investments, you can claim back most of the tax you would otherwise have to pay. That very money that now comes back to you from your tax return, you use to drive your personal debt down. And then you do it again, and again and again.**

Simple! Powerful!

I want to unpack this here so you can work closely with your accountant to implement these strategies when you go forward with your financial life.

This assumes that you have investments! The general public has a delayed relationship with the concept of 'investments'. That is, people in general terms know they should invest.

However, it is never the right time! There is no urgency for them. The notion of 'money working for you'—that is, bringing you dividends—is foreign to most people.

After years of education, 96% of people are conditioned that they *work for their money*.  
When is it always possible to get most of your tax back? When you always have deductible investments!

**Let's say you invest a small amount of money from every pay cheque you receive. When the amount you have invested gets big enough, you leverage it through borrowings, so you are now driving a much bigger capital base. This will give you deductions and depreciations against the total amount you have borrowed—which means you can significantly and legally reduce your tax.**

For example, imagine you kept investing until you got a deposit for a property investment. A \$100,000 deposit could get you into a \$500,000 small dwelling. Here's the facts: You showed up with \$100,000 and your accountant will work with \$500,000 worth of value for taxation purposes! This will mean around \$10,000 back on your tax bill. And that \$10,000 can go straight to reducing first any personal debt, and later your investment debts.

**The compounding impact of this remarkably simple strategy is phenomenal!**  
**When was the last time you did your financial wealth check so you could see these figures for yourself?**

The magical point here is that the tax you receive back is no longer seen as a bit more income, but as money to pay your debt down fast. Be aware, however, that to the uninitiated any money back from the ATO is indeed seen as a bit more income! So, like all the other income, it gets spent.

Once your strategy is in place, use your new tax money back to drive debt down and you'll experience compounding working in your favour, not against you. Australian tax laws are amazingly set up to allow you to prosper!

Setting an investment strategy in place will mean that seeing your accountant once a year will be a much more exciting experience for both of you. For you because you will see a diminishing tax bill and a growing asset base. And for your accountant, because he/she will have great ways to do your tax planning and get you paying very little tax. Two sides of the same coin.

**Money back from the ATO through property tax and investment planning will save you years off your mortgage.**

A financial wealth check on an individual earning \$100,000, with two property investments, a

small share portfolio, some franked credits and a superannuation strategy would show that person paying only a nominal amount of tax!

This person could be getting around \$22,000 back in tax, which should go straight into repaying their mortgage. That is over \$100,000 worth of debt reduction power over the next five years!

**The less debt you have, the more you can invest.  
The more you invest, the less tax you pay.  
The less tax you pay, the more you can drive your debt down!**

***That is the JDL Chain Reaction ideology.***

So, when it comes to your interface with your accountant, you should go in with a clear intention of becoming one of their better clients. Definitely not 'just another' client.

You should set out to achieve the investment strategy I have outlined above and thus become one of their better clients. And when you meet with your accountant, you should straighten out any confusion you may have and ask questions—heaps of questions.

**Accounting fees are wise investments when you have an investment strategy. They are 'fees' only when there is no asset accumulation.**

If you are prepared to take responsibility and insist on paying for the extra time with your accountant, you will have addressed the white elephant in the room and both you and your accountant will gain heaps from the experience. Again, your accountant is paid for the time he/she spends with you.

Here are some questions you could ask for starters:

**What do your most successful clients do?  
What are the investment/tax implications of property and shares?  
How exactly do franking dividends work?  
What should I be asking you if what I want is to get ahead in life?**

May I take this a step further? Well, just drop the attitude (yes, most people have it!) that the tax system is unfair and/or unjust. It is what is! In Australia, the investor has great tax deductions available, and they are powerful—yet they are on the investment side of the equation and not the accounting side!

To prosper (and stay within the law) you must know that IT IS NOT YOUR ACCOUNTANT'S SOLE ROLE TO GIVE YOU INVESTMENT ADVICE. It is *your role* to pull together your team of

specialists, be clear about your targets and commit to becoming a student of financial intelligence, always learning and applying what you know and learn.

Like most things, it's easy when you know. I have talked about what your accountant can and can't do for you. Let's switch tack now and talk about financial intelligence.

## How can you increase your financial intelligence?

Our key objective at JDL Strategies is to raise the financial intelligence of our clients. We teach them how to invest, how to reduce their tax legally and how to use their new (after investments are in place) 'tax benefits' to drive their debt down and start accumulating assets that will deliver them income.

So, when people come to our events, join the Just Do Life education platform, and talk with our people, they start to clearly see our strong commitment to educate them. Why?

Simple—it is much easier for us to work with people who understand what is going on, know what they want, and most of all, are prepared to learn and apply what is necessary to make it happen.

JDL stands for Just Do Life and we aim to give all our clients a financial educational platform. When you stand on this platform, you see everything that's possible for you financially.

And more than this—by creating a wealth creation strategy for you and your family, over time you will certainly become more affluent.

A rich nation is a country full of wealthy individuals who can further create other opportunities, commerce, investments, and therefore more jobs and more prosperity that goes all around. It becomes an up-swinging circle.

The wealthier people become, the more they can also give to others and community. In addition, and just as important, they and their family get permission to be guilt-free about their wealth and thus get involved in helping others do the same without ego.

**Emotional tax is the level of discomfort (guilt) you feel when you start to seriously prosper and your friends and family don't.**

**Distortion (jealousy and other nonsense) is when there is no space to speak about it and teach others (without guilt or obligation) the steps.**

Guilt-free monetary performance comes from the simple understanding and application of compounding working for you, not against you as it does in a typical mortgage. This 'magic' starts to operate in the background once you start to invest. Magical?

**Compounding works all the time—it's just that it may be working *FOR* you or *AGAINST* you.**

The lesson our clients learn and pass on to their children is that it's okay to be wealthy through honest gains. When that becomes a family tradition the whole family benefits, and Australia as a country benefits as well.

***justdolife.co***

## Helping to Create a New Financial Reality for You, and Most People You Know

---

What if some of the experts know about investing, debt reduction principles, integration, and yet they do not have it for themselves?

What does this tell you?

It tells us a great deal of difference between a common accountant and a wizard one. It tells me, stronger than ever, that personal wealth is indeed a matter of personal permission about being wealthy. It is also the desire to learn and implement what is necessary, so be clear that your accountant does have clients who are getting ahead. You must find out what are they doing.

**I will tell you here—they are accumulating capital over time, using other people's money in the form of rent, and the government's in the form of tax deductions, to pay for the assets they will own in the future.**

Your numbers have no feelings, you do.

It is common for me to hear from accountants and other advisors, *'We know all this.'*

I often gently ask them, *'Do you have it in place?'*

The most common (honest) answer is, *'No.'*

**Not having a Chain Reaction in place produces the same results as not knowing!**

Just to clarify, a chain reaction of investments is:

**A system where houses buy houses, and when they become cash flow positive those houses buy all other types of investments, with debt and tax minimising processes always running in the background.**

### It 'pays' to consider.

When you went to your accountant with no debt reduction strategy in place, did he say to you, *'I will help source the money for you, and would you like me to get you a debt reduction strategy as well?'*

Did that happen? Chances are, it didn't.

What we notice is the conversation about debt reduction must be with you. You are the one who needs to push it, to say when you apply for finance, *'I want to get rid of the debt as quickly as possible.'*

And when they say, *'It's for twenty-five years,'* you need to say, *'No way, Jose, I want to do it in a maximum of ten years!'* Then sit, relax, and watch what happens! They go back to the calculator and change it from twenty-five to ten years—causing the monthly repayment to go through the roof!

That is because they have no idea of the Chain Reaction. Very rarely have I seen people buy investment properties as a key component of their overall debt reduction strategy.

**'What about having investments and using them as deductions and using the tax credit to drive debt down?' you ask!**

Truth is, you bought your mortgage from people who don't have a strategic approach to debt reduction either, so you got locked in to paying off your mortgage *after tax* and after compounding, just like your father, teachers, dentist, accountant, and finance or real estate guy.

You are now fully aware of the social agreement that most people buy into. That is why the hypnosis is so strong!

What happens when someone like me comes along and says:

**Hey! There is a better way of reducing your debt—where you can accumulate assets and wealth at the same time.**

**You should have many houses, where other people pay your debt by paying you rent. You can then pick up tax benefits across those houses, and thus minimise your tax, and use that money to drive your debt down further.**

This is integrated thinking.

I find it bizarre that when we openly discuss with some accountants and other advisors that this is what we teach and implement, they say, *'This is not what our clients are interested in.'*

Really? Is there a bit of projection in this because they haven't done it for themselves?

Let's get back to the question: *Who do we trust to help us with our financial strategy?*

We trust our advisors for their particular capabilities and expertise. Accountants are accountants, finance people are finance people, real estate agents are real estate agents. If you asked your real estate agent to come up with a finance strategy for you, he'd be thinking, *'What the heck?'*

I would like you to say the following to your accountant every time you guys meet: *I want to be richer next year than I am this year! Am I on track or off track?*

Isn't that the truth? Don't all of us want to be richer next year than we are this year? Then state it. Keep track of it. And above all, keep asking how.

**My dear Accountant, I am planning to get ahead in life.  
Are you up to having me as your client if that is what I want to do?  
I want financial intelligence, know-how and a long-term blueprint that I  
can implement.  
Will you come on a journey with me?**

**We've already discussed some of this—however this is very important.**

Now let's take this a step further. Let's just say your cousin introduced you to a financial planner. The financial planner sets up an investment strategy for you, but has no idea about your accountant, and your accountant has no idea about the financial planner.

By the way, the typical financial planning strategy has to do with super or taking some equity out of your house and gearing that equity, then giving it back to you as a sophisticated plan.

Now, when you take that plan to your accountant, you will typically ask him the following question: *What do you think?*

Be clear that this is the most unkind and unfair question you could ask your accountant! Why? Because your accountant has nowhere to go. It's not his role to say to you, *'Do it,'* or *'don't do it.'* If he falls into the trap of saying, *'Go ahead with it, I think it's great,'* and later it doesn't work, he's liable. Equally, if he says to you, *'Don't do it, it's dangerous,'* and actually it would have worked, he's also liable!

That is the main reason all a typical accountant could say to you is, *'Be careful!'* In these circumstances, the only thing your accountant can do is give you a 'non-liable' answer and still try to address your question. Not bad advice, but totally incomplete and inconclusive.

I honestly think that is a very unfair position to impose on your accountant.

But what does it mean to you at that point in time? Your personal wealth goal is important, not as a matter of a 'vision of your future' but much more like a set of steps to literally get ahead. You must have a way to address the implication of doing it (even with risk) and not doing anything (which can also be risky!). It is called opportunity cost.

If you watch the news and read newspapers, you may see lots of examples of incredible investments and others that didn't work. It's just the nature of the market. There is no such thing as investing without risk. If you are going to invest, there is risk.

**There is no such thing as investing without risk.  
If someone tells you, 'There is NO risk,' it's a lie!**

Did I just bring your fear back? No one wants to lose the money they work so hard for. So where does that leave you?

You might say, *'I'm busy. I don't have the time to know these things, much less to implement them.'*

So, it keeps coming back to:

- Who can you trust?
- What should you do?

You need to trust yourself! Thus, you need to learn! Did your financial planner say this to you when you met with him/her?

**I want to have a one-on-one meeting with your accountant to make sure that what I recommend for you is integrated with your accountant, so that when you guys lodge a tax return and tax comes back to you, we can use it as debt reduction.**

Chances are this did not happen, particularly if the financial planner does not know your accountant or is from a bank or an institution. Why? Because it is not their role—it is your role.

When you go to your financial planner you need to say something like this:

**What I want is this: I understand you're going to put together some products for me, but that's not only what I want. I understand I need products like shares, managed funds, and insurance, but what I want as a net result is to minimise my tax, reduce my debt and accumulate capital. Are you in a position to integrate with my other key advisors? I would like for you to work closely with my accountant. Is that ok with you?**

This is where it would be so much easier for people if there was a company where all these things could be integrated for the client, and so the richer the client becomes, the more these things get integrated.

**Trust yourself with your money working for you. Grow your financial intelligence.**

When will that be? The moment you start to study and start asking better questions.

*Is Your Accountant an Idiot* offers you a solid perspective on the lack of integration that most people face in their lives and prepares you with good questions to ask to help you connect with the different professionals in your life.

As you grow your know-how, you also need to hang out with people who know and want to learn more about financial intelligence.

And that's why we created Just Do Life and the WealthGoal software ([justdolife.co](http://justdolife.co)) to give you the opportunity to benefit from the experience of people who have been there and done it for themselves, and to help raise the financial intelligence of this country.

### **Do not tolerate life without integration.**

Real estate agents are also professionals of great significance. They are the people who help you buy your own home (the biggest asset for most people). Yet during the agent's professional development days there was generally no teaching of integrated wealth creation, debt reduction or tax minimisation strategies.

You see, the real estate agent probably has an accountant who makes sure he claims his/her expenses—relating to his car, uniform, mobile, etc. But I wonder if between the two of them they have a property purchasing process, and a tax minimisation and debt reduction strategy? If they do, they would be the rich ones!

Most real estate agents don't have a chain reaction for themselves. I know this because I often ask real estate agents how many properties they own, and the number is often lower than those of my clients who are chain reacting! It's a bit like the baker who doesn't eat bread.

Perhaps it might be different if they had a finance guy who said:

**Dear Real Estate Agent, let me show you how to get rid of debt fast so you can buy another house, and then get out of debt on the second one so you can buy another house and a few shares to go with that. Oh, and how to keep getting out of debt so you can buy yet another investment.**

The real estate agent would then have a view of the Chain Reaction—how to invest, how to minimise debt and how to minimise his/her tax position in an integrated way.

Most 'unenlightened' finance guys want to increase your debt, not help you reduce it. Why? Because they make money on a thing called a 'trail'. The trail of finance—your finance guy gets a trail fee on your debt of \$300,000.

He gets you the finance for your home, and then your accountant says to you something like, '*Yeah, you should have your own home, because you don't pay capital gains tax when you sell it.*'

But what about all the tax you pay just to have the money to pay the compounding interest?

Interesting, isn't it?

What if your finance broker realised that you buy more as your debt goes down? It then becomes a different game, doesn't it? Especially if he can trust you and you can trust him.

Insights inside of insights. So, who should you trust?

I beg you—the next time you have a conversation with any of these guys, spend an extra ten or fifteen minutes and ask them (but make sure you listen attentively to the answers!):

**Finance guy, what do you know about aggressive debt reduction?**

**Real Estate Agent, why is this a good purchase for me, from an investment perspective?**

**Financial Planner, do you like property? If not, why not? Is it just that you have an approved list of products that you can sell me? I believe direct property is not part of that list—is that right?**

You see, the market is segmented. It is up to you to see that every single person is trying to sell you their fish. From this perspective, there's no integration.

**The game changes entirely the moment you integrate, by wanting to get rid of your debt, minimise your tax and increase your asset base all at the same time!**

Yes, you need the expertise of these guys, but they need to operate from a frame of reference in which *you and your objectives are the centrepieces* (and definitely not the product or service they want to sell you). The problem for most people is that they don't see themselves as the centrepiece. Instead, they operate on a knee-jerk, needs basis.

**Oh, I need a car, so I need to see a finance guy... and I will buy that car because I can afford the \$78 per week!**

**Oh, I need a house, so I need to see a finance guy and a real estate agent... etc.**

**Back into the hypnosis we go!**

Just before I finish this chapter, take a moment to digest this:

**'You are in the best country in the world to prosper.'**

Everything you see here is brand new! Every building, every curb, street, or city is less than 200 years old! We have highly sophisticated banking, stable government, low corruption, and the freedom of ownership. Our current population is expected to grow by over ten million to thirty-six million by 2050!

What do you see now?

**A country of growth and opportunity!**

**Welcome to Australia.**

Call your accountant. Say, 'I love you!'

*[justdolife.co](http://justdolife.co)*

## What does make an accountant a Wizard?

**Simple:**

**A genuine desire that you personally should prosper, and an agreed understanding of how rich (without ego) you want to be.**

So, do you really want to know what makes an accountant a Wizard? Of course, you do—because you don't know what you don't know otherwise, right?

**What do you do now?**

Purchase the full version of *Is Your Accountant an Idiot?* and study the teachings to determine for yourself, once and for all – Idiot or Wizard?

I'm confident it'll be a big eye-opener, could save you paying thousands in unnecessary tax and may just be the best game-changing opportunity you have ever explored.

Now is the time to set yourself and your family up for the future you've probably only dreamed of until now.

What are you waiting for?

**JUST DO LIFE**

Visit our online Academy of Learning of Financial Intelligence:  
[www.justdolife.co](http://www.justdolife.co)

**Julio De Laffitte**

CEO

JDL Strategies