

\$ECRETS\$

of the Billionaire Within

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Secrets of
the Billionaire
Within

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Dreams are personal encounters fueled by personal convictions. No dream has a witness. Many people fail because they do not have the inner power to believe in their dreams in the absence of external witnesses.

CHAPTER 1

As the plane made its final descent into the airport, Yomi and Amina could not believe that they had been flying for about four hours. They had been talking about their lives and how far they had come and lost track of time. She talked about life in the orphanage and he talked about everything from life with his biological parents to everything that happened to him after their tragic death. It was hard to believe that these two had been married for nearly twenty years. They always had something new to talk about and they were the perfect match for each other.

They were received by the protocol team and taken to the VIP lounge while their luggage was being cleared and the immigration details were being sorted out. Once done, they were ushered to a waiting black S 500 Mercedes which was part of the four car convoy that picked them up. All the cars were black with tinted windows and anyone could have mistaken them for royalty or a president and his wife. Even though Yomi was not a president, they did live like royalty and were often guests to presidents of the countries that they visited. This was no different. The convoy was made up of security and protocol personnel from the Presidential Villa because once again they were guests of the president.

Ever since Yomi launched a youth empowerment program called Zero to Hero, he had been invited to different countries to launch the same. It was a program that equipped the youth in slums with entrepreneurial skills and then gave them small startup grants to start their own businesses. These were duly registered with Yomi's foundation which was a partner in all the new businesses. The Foundation provided everything they needed right from the tutelage, the legal services and financial services to advisory services. When the businesses grew and could stand on their own, their owners could then buy out Yomi and his Foundation for a fair market price. The model had worked wonders and had in four years provided employment

to over two hundred thousand young people. This was no mean feat as the present administration had come into power on the now president's promise to create jobs and had created only about five hundred thousand jobs in the same period. This made Yomi the darling of governments.

He still remembered the day that Frank Riverson, the global CEO of a multinational company paid a visit to the initial Zero to Hero program in the slums. Little did Yomi realize that a word from Frank was going to change his life forever. The CEO watched in awe as young people from the slums made presentations and talked about financial forecasts. He watched as they confidently pitched their business ideas. He, along with his team of fifteen could not believe what they were seeing. The crowning moment came when one of the young people making presentations told him that they did not need money but rather wanted trading partners and platforms to do their businesses. Frank was awed beyond anything he had ever witnessed. This was the first time he as an American was hearing any African tell him that they did not need money. He wondered how it was possible and then he heard Yomi's speech at the event and concluded that there was hope for Africa.

He had never met anyone more passionate about Africa. Yomi went on to lay out the vision. It was summarized in one sentence – Transforming Africa one mind at a time, making poverty and unemployment a choice and not a sentence. Frank listened intently as Yomi addressed the gathering. Looking directly at Frank he said, 'Frank, I always told these kids that if they had the mentality of the palace, the slum could never hold them back and now we have seen it in action.' Turning back to the rest of the audience he said, 'Poverty and prosperity are mindsets and whatever mindset you subscribe to will determine the quality of your life. A day will come when as Africans we will donate to programs in the developed world.'

Development starts in the mind and when your mind is developed, it is only a matter of time before your environment follows suit. There is a mental environment that causes things to happen and as Africans we must develop that mental infrastructure’.

Frank could not believe what he was hearing. He had never been this inspired in his entire life and this was coming from a slum in the heart of Africa. He concluded that the myopic view that America had of the world was the number one thing that would make it possible for America to be left behind. Things were happening. People were being transformed all over the world yet the American media only painted pictures of poverty and wars whenever they talked about Africa. Here he was listening to an African billionaire who could easily be in the top two percent of wealthiest Americans were he in America. Now this billionaire was doing what was unthinkable. He was in the slums empowering young people and as these young people spoke, they were not sounding like poor people. They were sounding like very informed and confident business people and the amazing part was that they were sounding like Yomi their mentor. There were about three thousand people in attendance and Frank could only imagine these three thousand young people unleashed with Yomi’s philosophy. Three thousand Yomis unleashed into the African continent! No wonder international news magazines had gone from depicting Africa as a hopeless continent to a continent that was rising. Africa was indeed rising and it was happening in the most unlikely places and in the most unlikely ways.

His trail of thought was disrupted by Yomi leading the audience in a declaration of their dream. He would say certain words and the three thousand participants would repeat what he said. It was almost like being in church. ‘I have a dream’ Yomi shouted. ‘I have a dream’ they all replied. This was a defining moment for Frank. Yomi then went on to give what Frank considered the greatest address he had ever

had concerning dreams and success.

‘A few years ago I woke up with a smile on my face. My wife asked me what had happened and I told her that I had had a dream that I had sold 500,000 copies of my book.’ She did not argue. She said a soft, ‘Amen’. Yomi looked at Amina and she nodded her head in approval. ‘I shared the same thing with my team and they also believed. Now, the truth is that no matter how much my wife trusts me or how much my team believes in me, they cannot independently verify that dream. They just have to take my word for it. Why? Because dreams have no witnesses.’ Frank could hear the gasps of awe from the audience who sat captivated holding on to every word that Yomi said. For Frank it was no different. Even though he had listened to the best motivational and inspirational speakers in the world, he had to admit that he had never quite heard it like this. This was an experience to live for.

‘Dreams are personal encounters fueled by personal convictions.’ Yomi continued. ‘Now, my big issue today is this. If I, like many people have no problem sharing a dream and I don’t need verification for a dream that I had while I was sleeping, why are so many people seeking verification for the dreams they have while awake? This is the place where a lot of people have lost their dreams. It is the place where the dreams have been diluted and eventually abandoned. There are people today living reduced versions of their dreams because they sought verification and affirmation from people who no matter how much they tried could never qualify as a witness for the dream.’ I remember seeing my daughter’s status on one of her social media platforms and it brought a huge smile to my face. She wrote ‘You say I dream too big, I say you think too small’. The audience burst out laughing. Yomi being the ever great communicator knew when to throw in a jab at his wife. He said looking at her, ‘my daughter learnt from the best’. The crowd loved it. He continued, ‘My wife Amina

knows a good thing when she sees it which is why she just could not resist me when I proposed to her over twenty years ago.’ Amina responded from where she sat, “You wish”. Their audience responded with a thunderous applause.

Frank had never met anyone who could digress from his presentation, make everyone laugh and then continue like nothing happened. This guy was indeed a master communicator. He dropped one wisdom nugget after the other and Frank like most people was having great difficulty taking notes. They just had to get everything from this embodiment of inspiration called Yomi who then went on to say, ‘when you subject your big dream to small thinkers, do not expect anything big to come out of it. Besides, you then put the dream at risk.

Never give your dream to people who can do nothing to take it forward for you. The responsibility of making the dream a reality falls on the dreamer not on the hearer of the dream. If the hearers are part of the dream team, they must be inspired to imbibe the dream; you cannot just assume that because they heard the dream they have imbibed the dream. The dreamer must build personal capacity for the dream. You may be in the slum but you must build your capacity for the palace. Where your mind leads, your body will follow. The problem is that most people feed their minds with junk and then they wonder why their lives are like junkyards. You must control what you allow into your mind. See the mind as a huge agricultural project. It is like a big farm. Each time you expose your mind to an influence, you are planting a seed. When you expose your mind to tales of woe and poverty, you are planting seeds of woe and poverty and harvest day will come one day. You cannot leave your mind to chance. Those who live by chance don’t stand a chance. Your life and indeed your destiny are too important to leave to chance.’ Frank was absolutely awestruck listening to Yomi and he wondered what the others were feeling if he as exposed as he was could be as inspired as he had been.

Yomi was not nearly done yet. He continued speaking. 'I once watched a documentary about some filthy rich engineer who loved cars so much and would take the engine of a Ferrari and put in a smaller bodied car. This smaller bodied car would then outperform all cars its size. The power is not in how cute it looks on the outside. The power is in the capacity. Some people are more concerned about looking cute than in building capacity. Cute is not what fulfills dreams. Capacity is what does. Of course it does no harm if like my darling wife Amina, you have the combination of both.' Laughter filled the room and it was very obvious that Yomi truly adored his wife.

'Capacity demands toughness' he continued. 'It means being ready to do the things you do not like doing like reading more books and to sometimes stop doing the things that you like doing like sleeping more. In fact, do you realize that if you sleep for eight hours every day, by the time you are seventy-five you would have slept for a total of twenty five years! How do you stand before your maker and the only thing written against your name for twenty five years is that you slept? Have you not read the passage in the bible in Proverbs 20:13 where it clearly states that you should love not sleep lest you come to poverty? My dear friends, in case you do not know it, there is a correlation between sleep and poverty. When you sleep when others are working, you will cry when others are laughing. I once read a book with a very funny title 'Why Do Some Dream of Success While Others Wake up to achieve it?' I am happy to announce that I have a copy of this book for every single one of you.' This news was received with claps and shouts of joy. Frank was taking it all in and thought to himself, 'This man Yomi is also a giver. Anyone who can give up to three thousand books at a go must be driven by something.' It was as if Yomi could read his thoughts because the next thing he said was, 'You are clapping and are happy but what you do not know is that I am not just giving these books to you because I want you to prosper. I have an ulterior motive. Every time I give, it signifies

that I am totally free from poverty. The hand of the giver is always on top. Whatever you do, you must also become liberal. People like Bill Gates and Warren Buffet have given so much away yet they still continue to make more money and are still at the top of the world's richest. You need to always remember that a flame is not diminished by the number of candles that it lights. Some people are not able to live their dreams because of fear. The fear that stops people from giving is the same fear that stops them from stepping out.

They have imagined everything that can go wrong and so they are paralyzed and live in the fear of failure. If when watching television a program comes on that you do not like what do you do?' They all answered in unison, 'Change Channels'. 'Excellent,' Yomi replied. 'Now, you need to learn that our fears are programs that play through our mind. The good thing is that we have control over our minds. We can 'change channels'. We need to give more airtime to our visions than to our fears. The more airtime we give to the vision, the more options will begin to show up. Stagnation is a function of a mind that gave up. Two very important questions you need to keep asking are, WHY and HOW. Every time you ask yourself the question 'why do I want my dream to succeed', your mind is forced to come up with reasons. These reasons become the motivation for the dream and the great thing about this is that motive has a way of overriding logic. All the excuses you can give will fade given the right motive. Asking HOW then forces your mind to come up with methodology. I came across another book with the title *Creative Thinking for Phenomenally Effective people*. Since I am totally convinced that you are all phenomenally effective people, I have also brought a copy for every single one of you.'

At this point, everyone was on their feet. The energy was electric. People were charged and rearing to go and live out their dreams. Yomi concluded the address by saying, 'remember that at the end

of the day the only person that you will be able to validly blame for the failure of your dream is yourself. Why? Because dreams have no witnesses.'

After the event, Frank walked over to Yomi to congratulate him and told Yomi the words that totally changed Yomi's thinking. He said, "Yomi, this is a model that can be replicated all over the world. Make sure you do not keep it local". And with those words, he sent Yomi into a whole new world. The Zero to Hero program had started as a small program to just give back to society but now it was the main focus of Yomi's life and this was what had made him the guests of Presidents and Government leaders.

Here he was in a foreign country, in a convoy sent to receive him by none other than the president.

If the voice of your past is louder than the voice of opportunity, you will never be able to seize the opportunities of your present. Many people have allowed their past to define their future. This thriller is a book about recreating and personal re-engineering. It is a book about dreaming and success. It provides the nuggets required to alter mindsets to dramatically shift from mediocrity to excellence.

Many are those who have reached a point of personal stagnation because they have allowed events and circumstances to determine the course of their lives. They did not allow their minds to grow beyond their circumstances.

About the author



Wale Akinyemi is a leading light and voice of inspiration in this generation. He is respected and trusted by both corporate and political leaders around the world and he is a mentor to many of them. He challenges thinking wherever he goes and is regarded by many as the apostle of transformation for the African continent. His singular dream is to transform Africa, one mind at a time - by making poverty and unemployment a choice and not a sentence. He has consulted extensively for the United Nations.

Some of his other books are: The Billionaire Within, Why do Some Dream of Success While Others Wake Up to Achieve it, Help My Chocolate is Melting, Creative Thinking for Phenomenally Effective People, Wale and Mental Independence. He is also a well read after newspaper columnist in Kenya where he resides with his family.

