

Wealth Dynamics:

What's your wealth profile



What is all the buzz about this system called Wealth Dynamics?

How many times have you been offered advice on wealth creation? Maybe you have been involved in education or workshops for increasing your business skills.

How well the education and training has worked for you however, will depend greatly on understanding and playing the game that is best suited to your talents, passions and who you are.

What I have come to understand is that learning and earning is a game.

Business is a game and it's only when we understand the specific game that matches who we are, and then play according to its rules, that we can maximize the success of what we do.

Wealth Dynamics is a wealth profiling system designed specifically for pragmatic action. It enables individuals and teams to find their optimum path and maximise their ability to create wealth and contribute, both in business and by making a difference. Wealth Dynamics has been in use now for five years, and it's the only profiling system designed specifically for entrepreneurs.

More than 100,000 people have taken the Wealth Dynamics profile test and gained the insights needed to accelerate their wealth creation.

Wealth Dynamics takes the entire world of confusing, contradictory and convoluted information on wealth creation and puts it into a coherent and comprehensive system.

Wealth Dynamics reveals the optimum game each of us should play and decodes the rules for playing most effectively to create our wealth. It gives each of us clarity on our path of least resistance to wealth creation: what our strategy should be, who we need in our team, how we should apply ourselves, when we should take action and — more importantly — when we should not.

The system works by defining the path each individual should take depending on the outcome of their profile test.

The profiling systems states: "There are eight paths to wealth creation, not seven, not ten, but eight." Each of these eight profiles requires an entirely different mentality, a different team, different mentors, and a different wealth

network. Ultimately, the ongoing success of each profile comes down to the sustained focus in that specific area of wealth creation.

The basis of the wealth dynamics profiling system goes back to the same roots as Jungian psychometric testing (tests such as Myers Briggs and DISC). These are based on natural laws that are found in western physics (quantum mechanics and chaos theory), Indian philosophy (mind-body-spirit, chakras) and prominent ancient Chinese systems (the I Ching, Feng Shui), which have all been around for centuries.

The modern day adaptations of wealth dynamics profiling can be traced back to German psychologist Carl Jung and his book "Personality Types". Jung believed that we have inherent traits that are with us from birth and this is what ultimately defines our path to wealth creation.

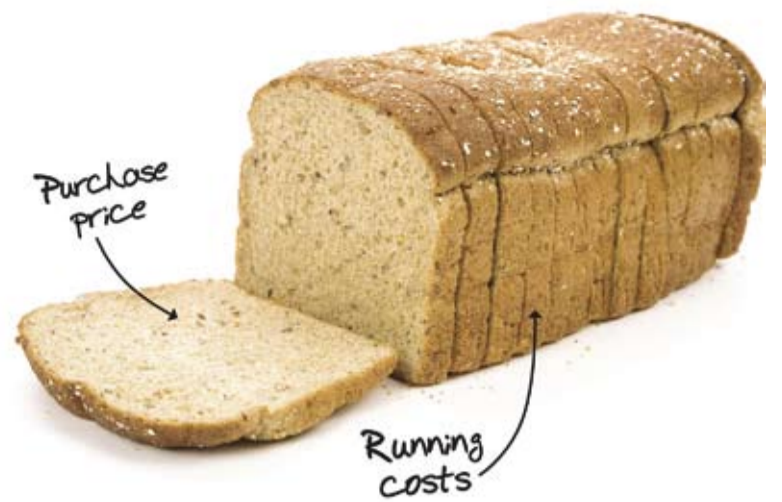
Wealth dynamics helps you realise that what you do most naturally is also what creates the least stress and the most enjoyment. And this is entirely the point of wealth dynamics — if you're doing something that feels like hard work, you're already doing the wrong thing!

Once you have clarity regarding your path of least resistance, you are able to gain a much more comprehensive insight about the direction that you, personally should take as an entrepreneur. This clarity includes what sort of team to build around you, the next steps you should take, and the core focus that you should have.

For information on completing your Wealth Profile please email me — sarah@saraho.co.nz



Be your best in business, Sarah O



Cutting printer costs can save more than you think

Printing is a cost centre that is frequently overlooked by organisations which may look at printers and copiers as capital expenditures, ignoring the significant associated running costs.

The fact is, printers and copiers represent a significant part of ongoing operational expenses — typically one to three percent of revenue on average, according to industry experts — and there are significant advantages to properly evaluating how that money is being spent.

Using a very simple cost per page analysis, it may be possible to save 50 percent or more of your ongoing printing expenses.

If your organisation is like most, then you're probably spending far more on printing than you need to. If you've ever gone for the "cheap" option when buying printers, if you've ignored long term costs when making purchasing decisions, if you allow printing costs to be buried in stationery budgets — then there's a very good chance that you're wasting a good deal of money.

The truth is that the cost of feeding a printer, copier or multi-function device (MFD) over the course of its lifespan is likely to far exceed the cost of buying it in the first place. In fact, it's likely that the initial purchase cost of a business printer will represent only a fraction, in some cases as little as 10 percent, of the money you spend on that printer over the course of its life.

For companies that see printer purchases through the lens of capital expenditures, this can be a big problem. They try to solve budgetary pressures by buying cheaper products or continuing to use older and less efficient devices, but all they're really doing is shifting the burden of costs from IT to other departments who then pay for a printer's higher running costs.

It's an open secret that printer companies often rely on a "razor and razorblades" sales model. Some printer vendors will sell products cheaply and then, once the customer is hooked in, make large profits on the sale of aftermarket accessories, especially toner cartridges and drum replacements.

The key to solving this problem is to factor running costs into printer ownership. It's very useful for comparing new printers, but even comparing your existing printers, you may save money by replacing older, inefficient printers with newer models.

Calculate Total Cost of Ownership (TCO)



Determining a printer's cost per page is a relatively straightforward process. For a simple mono laser printer with two consumable components (a toner cartridge and drum), the formula might look something like this:

$$CPP = \frac{\text{Toner replacement cost}}{\text{page yield}} + \frac{\text{Cost of drum}}{\text{Page yield of drum}}$$

With a cost per page, TCO can now be determined by a relatively simple formula. For each printer, copier or MFD in the fleet the TCO can be expressed as:

$$TCO = (\text{monthly duty cycle}^* \times \text{expected printer lifespan}^* \times \text{cost per page}) + \text{printer purchase cost}$$

Alternatively, Kyocera provides the chance to compare Total Cost of Ownership on their website www.kyoceramita.co.nz/tco/ the only free and regularly updated TCO calculator, which compares their products overall costs with most major competitors and their current and older models.

Quick Biz Tips
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