

TAJ KHAIR

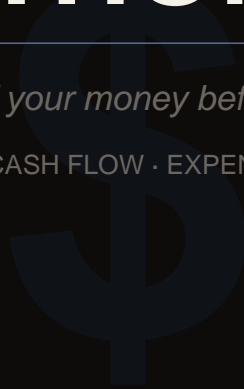
PRESENTS

5 STEPS TO

FINANCIAL AUTHORITY

Take control of your money before it controls you.

INCOME · CASH FLOW · EXPENSES · ASSETS



Most people don't have a money problem. They have a money management problem.

I've been on both sides of this. I bought real estate at 21 with minimal expenses and maximum intentionality. I also lived off credit cards, carried a business loan that didn't perform, had a vacant rental property and a lawsuit against my company — all at the same time. I know what financial rock bottom feels like from the inside.

But I also know what the other side looks like. One pivot — switching to midterm rentals — and the same property that made me \$5,000 in a full year made me \$30,000 in six months. Not because I got lucky. Because I finally applied the right strategy at the right time.

These five steps are not theory. They're the framework I've built my financial life on — learned from a multi-billionaire mentor, refined through real experience, and applied through seasons of both success and failure.

Do them in order. Don't skip to step five because it's the exciting one. The foundation is what makes the excitement sustainable.

"If you don't plan your money — your money will plan you."

— Taj Khair

KNOW YOUR NUMBERS

Income. Cash flow. Expenses. The foundation everything else is built on.

A multi-billionaire told me my senior year of college: "The biggest thing — no matter how much money you make — is to know your numbers."

Not investments first. Not passive income first. Numbers first.

Income. Cash flow. Expenses. Three numbers. If you can manage those three things to stay cash flow positive — personally and in your business — the world becomes your oyster. Because opportunities to make more money will always appear. And when they do, you need to know exactly where you stand to act on them.

Most people can't answer these three questions without opening an app: — What is my total monthly income from all sources? — What is my total monthly spending? — Am I cash flow positive or negative this month?

If you can't answer those three off the top of your head right now, that's your starting point. Not investing. Not side hustles. Not real estate. This.

I became obsessed with tracking my numbers after that conversation. And even now — with a more complex financial life than I had at 22 — that discipline is the foundation everything else sits on.

You cannot manage what you do not measure.

DO THIS NOW

→ Right now — without opening an app — write down your monthly income, your monthly expenses, and your current cash flow.

→ If you don't know them, that's your assignment for this week. Pull the numbers. Write them down. Own them.

→ Use the Big 4 Tracker (included in this package) to build a permanent home for your numbers.

"The man who knows his numbers can move. The man who doesn't is always reacting."

KILL CONSUMER DEBT

Not all debt is bad. Consumer debt — debt with no exit except consumption — will eat you alive.

I went from buying real estate at 21 to living off credit cards by 24.

Life got more expensive. A primary home. A wife. A family forming. And instead of adjusting the plan — I used credit to fill the gaps.

The cycle looks like this: you tell yourself it's temporary. You'll pay it off when the next thing works out. You're one good month away. And then the good month comes and goes. And the balance stays.

Here's the critical distinction you need to understand:

GOOD DEBT: Has an asset attached. Has an exit strategy. Generates income or appreciates in value. Examples: mortgage on a rental property, business loan tied to a specific revenue plan.

CONSUMER DEBT: Funds consumption. Depreciates immediately. Has only an interest rate and an excuse. Examples: credit cards for lifestyle spending, personal loans for things that don't generate returns.

Consumer debt is a slow leak. It doesn't blow out your financial life in one moment — it drains it quietly, month by month, interest payment by interest payment, until you look up and realize you've been paying for a vacation you took three years ago.

The elimination strategy: 1. List every piece of consumer debt you carry 2. Rank by interest rate — highest to lowest 3. Pay minimums on everything except the highest rate 4. Attack the highest rate with everything extra you have 5. When it's gone, roll that payment into the next one 6. Repeat until they're all gone

This is called the avalanche method. It saves the most money. It takes discipline. It works.

■ WARNING:

If you're using credit cards and paying them off in full every month — that's leverage, not consumer debt. That's fine. The problem is the balance that carries over.

✓ **THE MOVE:**

Use credit cards for points and convenience. Pay them in full. Every month. No exceptions.

DO THIS NOW

→ *List every piece of consumer debt you carry right now. Interest rate. Balance. Minimum payment.*

→ *Rank them by interest rate. Identify the one you're attacking first.*

→ *Calculate how much extra per month you can put toward that debt. Even \$50 changes the timeline.*

"Consumer debt funds a life you're borrowing against your future self to live today."

BUILD YOUR FOUNDATION FIRST

Three to six months of expenses in accessible cash. Before you invest in anything else.

This is the step most people skip. And it's why one bad month wipes out years of progress.

An emergency fund isn't sexy. It doesn't compound. It doesn't generate returns. It just sits there.

And that is exactly the point.

When my rental property went vacant after COVID — when the collection notices came for the business loan — when the lawsuit landed — the financial pressure was enormous. But I wasn't starting from zero. There was a floor.

Without that floor, every financial crisis becomes a catastrophe. You're forced to make bad decisions under pressure — liquidating investments at the wrong time, taking on more debt to cover the shortfall, making emotional decisions instead of strategic ones.

With that floor, a crisis is just a problem. And problems have solutions.

The rule: — Calculate your monthly expenses (use the Big 4 Tracker) — Multiply by 3 (minimum) or 6 (preferred) — That number goes into a high-yield savings account — It does not get touched for anything except a genuine emergency

What counts as an emergency: job loss, major medical expense, critical home or car repair.

What does NOT count: a sale, a trip, an investment opportunity, a business idea.

Build the foundation. Then build on it.

DO THIS NOW

→ Calculate your 3-month emergency fund target right now (monthly expenses \times 3).

→ How close are you? What's the gap?

→ Set up an automatic transfer — even \$100/month — specifically labeled 'Emergency Foundation.' Build it before you touch any investment.

"Wealth built without a foundation is wealth one emergency away from collapse."

AUTOMATE WEALTH — PAY YOURSELF FIRST

Before you spend a dollar. Before the bills. Before anything. Pay yourself first.

The reason most people don't build wealth isn't income. It's sequence.

They earn money. They pay bills. They spend what's left. And they save whatever remains — which is usually nothing.

The wealthy flip the sequence. They earn money. They save and invest first. They live on what's left.

This sounds simple. It requires a system to actually work.

Here's how I think about it:

Every paycheck, before you see the money in your spending account, a portion should already be moving: — To your emergency fund (until it's fully funded) — To your retirement account (401k, IRA, Roth IRA) — To your investment account or real estate reserve — To your short-term savings goals

Automate it. Make it invisible. You can't spend what you don't see.

The specific percentages depend on your situation — but a starting framework: → 10% minimum savings/investment → 10-15% toward debt elimination (if carrying consumer debt) → 5% toward short-term goals → Live on the remaining 70-75%

As your income increases: keep your lifestyle flat. Pour the extra into the savings/investment percentage. This is how you build margin that actually compounds.

I increased my income several times in my career. The times I inflated my lifestyle at the same rate — I felt broke at a higher number. The times I kept my expenses flat — I built real momentum.

Don't inflate your lifestyle when your income goes up. Inflate your wealth-building instead.

THE SEQUENCE THAT BUILDS WEALTH:

1. Earn → 2. Save/Invest First → 3. Pay Bills → 4. Live on the Rest

DO THIS NOW

→ *What percentage of your income are you currently saving and investing automatically?*

→ *Set up one automatic transfer this week — even if it's \$50 — to a savings or investment account that triggers the day after your paycheck lands.*

→ *Calculate what your savings rate would be if you kept your lifestyle flat for the next 12 months while your income grew.*

"You don't accidentally build wealth. You automate it."

PUT MONEY INTO INCOME-PRODUCING ASSETS

Things that work while you sleep. Real estate. Index funds. A business. The asset does the heavy lifting.

This is where it gets exciting. But only if you've done the first four steps.

I see people skip straight to step five all the time. They're excited about real estate, about investing, about building passive income — and they jump in before they know their numbers, while carrying consumer debt, with no emergency foundation, saving nothing automatically.

And then one vacancy, one market dip, one unexpected expense — and everything unravels.

Do the first four. Then build here.

Income-producing assets I've worked with and believe in:

REAL ESTATE I purchased my first investment property at 21 as a student buying from my landlord. It has generated income ever since — through different models, different strategies, different seasons. The key lesson: the asset itself isn't the strategy. How you use it is.

After COVID cleared my rental and I was making \$5,000 a year on it — I pivoted to midterm rentals. Same property. Different model. \$30,000 in six months.

Real estate rewards the person who understands cash flow, is willing to manage it actively, and adapts when the strategy stops working.

INDEX FUNDS / RETIREMENT ACCOUNTS Not every dollar needs to be actively managed. Low-cost index funds in a tax-advantaged account (Roth IRA, 401k) are one of the most powerful wealth-building tools available — and most people underuse them because they're not exciting.

They don't need to be exciting. They need to compound.

YOUR OWN BUSINESS / SKILLSET The highest-returning investment I've made is in my own skills, knowledge, and ability to generate income. Your career earning potential is an asset. Invest in it

strategically.

THE RULE: Every dollar you invest should be going into something that either pays you cash flow, appreciates in value, or both. If it does neither — it's not an investment. It's consumption.

Build the asset base slowly. Consistently. Without stopping.

THE ASSET TEST:

Does it pay you cash flow? Does it appreciate in value? If neither — it's not an investment.

DO THIS NOW

→ *What is one income-producing asset you want to acquire or build in the next 12 months?*

→ *What would you need to know, save, or learn to make that happen? Write it down.*

→ *Are you currently investing in any income-producing assets? If not — what's the first step this week?*

"The goal is to build things that work while you sleep. Start with one. Build from there."

THE SYSTEM IS SIMPLE.

Doing It Is the Work.

Know your numbers. Kill consumer debt. Build the foundation. Automate wealth. Put money into income-producing assets. In that order. Consistently. Without stopping.

TAJ KHAIR

Faith · Family · Finances