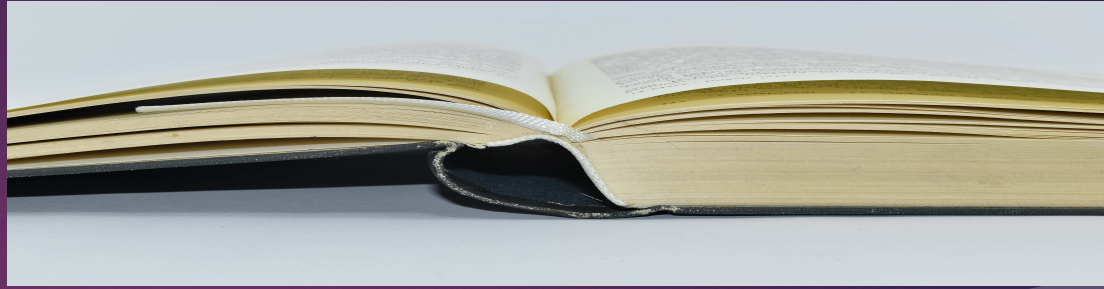


INTRODUCTION

- ▶ **TITLE OF THE BOOK:** **THE RICHEST MAN IN BABYLON**
- ▶ **AUTHOR:** **GEORGE S. CLASON**
- ▶ **YEAR OF FIRST PUBLICATION:** **1926**
- ▶ **NUMBER OF CHAPTERS :** **ELEVEN**

ABOUT THE BOOK



PURPOSE OF THE BOOK:

**TO OFFER GUIDANCE TO PEOPLE WHO ARE AMBITIOUS FOR FINANCIAL SUCCESS
TO ACQUIRE MONEY, TO KEEP MONEY, AND MAKE THEIR SURPLUSES EARN
MORE MONEY;**

QUERY:

What can a book written in 1926 tell modern investors about how to make money today?

ANSWER:

- ▶ The laws of money are universal and unchanging.
- ▶ As they were in the 1920s, so they remain today in the 2020s!

THE GRASS IS NOT ALWAYS GREENER ON THE OTHER SIDE

- ▶ Chapter one is about the story of 3 characters who were friends.
- ▶ They were BANSIR, KOBBI, and ARKAD. Bansir was a chariot builder, Kobbi was a musician, while Arkad was acclaimed to be the richest man in Babylon.
- ▶ Babylon was the wealthiest city of the ancient world because its citizens were the richest people of their time.
- ▶ They appreciated the value of money and practiced sound financial principles in acquiring money, keeping money, and making their money earn more money.
- ▶ They provided for themselves incomes for the future.
- ▶ But Babylon was an irony.
- ▶ It was a mixture of grandeur and squalor, of dazzling wealth and direst poverty.
- ▶ There you would see the rich chariot owners as well as the barefooted beggars

THE GRASS IS NOT ALWAYS GREENER ON THE OTHER SIDE contd.

- ▶ Bansir was very hard working in his chariot building business, yet he had not much to show for it.
- ▶ He had wealthy customers, yet he could hardly provide three square meals for his family.
- ▶ Kobbi, his friend, believed that Bansir had been so blessed when he saw all the beautiful chariots built by Bansir.
- ▶ So, Kobbi approached Bansir to lend him money and promised that he would surely repay Bansir.
- ▶ Apparently, Kobbi did not know of the financial predicament of Bansir.
- ▶ Bansir was however in a gloomy mood and responded to Kobbi by saying if he had the money that Kobbi was asking for, he would not have lent it out not even to Kobbi, his best friend.
- ▶ Kobbi was surprised that Bansir did not even have the little money he was requesting for.
- ▶ So, Kobbi enquired if a calamity had befallen Bansir which swept away his fortunes, that he looked so gloomy.

HARDWORK ALONE DOES NOT BRING PROSPERITY

- ▶ Bansir responded by saying he had had a dream in which he thought he was a rich man and was spending money lavishly, but when he woke up and found that his poor condition had not changed, he became gloomy and rebellious against himself.
- ▶ Bansir wondered why Kobbi too was so poor despite his hard work as a musician, that he would come and borrow from him.
- ▶ Bansir encouraged Kobbi that they, as childhood friends, should both think of how to get out of their poverty so that their children too would not be living in the richest city in the world without a taste of its wealth.
- ▶ When Kobbi asked why Bansir was talking they way he did, Bansir lamented that because he was hard working, he had thought that the gods would one day recognize his hardwork and bestow on him great prosperity.
- ▶ Alas, he realized that the gods did not give him the expected prosperity and they will never do, so his heart was sad because he wanted to be a rich man.
- ▶ Kobbi, too, narrated his own experience, how he made sweet music better than anyone in Babylon, yet he had to struggle with life and could barely make both ends meet.

SEEK KNOWLEDGE OF HOW TO MAKE MONEY

- ▶ So, at this point, Kobbi suggested that they should both find out how others acquire their gold, that is, their wealth.
- ▶ Bansir agreed saying there might be a secret that they could both learn if they seek knowledge from those who knew.
- ▶ This was how the idea of consulting Arkad the richest man in the city came about.
- ▶ Kobbi, had, earlier in the day, seen Arkad while riding in his golden chariot.
- ▶ Arkad sat resplendently in his chariot and waving and smiling friendlyly at those who passed by him including Kobbi.

WEALTHY PEOPLE DEPEND ON STREAMS OF INCOME

- ▶ As naïve as Bansir was, he exclaimed that he wished he could meet Arkad in the darkness of the night and snatch his fat wallet from him.
- ▶ Kobbi however reproved him telling him that a man's wealth was not in the purse he carried.
- ▶ He also made the point that a fat purse will become empty if there was no stream of income to refill it.
- ▶ Arkad was wealthy because he had streams of income that constantly kept his purse full no matter how liberally he spent.
- ▶ That is it ! Bansir woke up to his senses, and lamented that he wished he had streams of income that could keep flowing into his purse whether he was at home working or travelled abroad on a leisure.
- ▶ Both Bansir and Kobbli then agreed that it costs nothing to ask wise advice from a good friend and Arkad was one.
- ▶ They then both resolved to approach Arkad to ask how they could acquire streams of incomes for themselves.

SEEK AND YE SHALL FIND: Matthew 7:7

- ▶ Bansir and Kobbi also realized that the reason they didn't have wealth was because they never sought wealth.
- ▶ Now listen to this:
- ▶ While Bansir laboured to build the best chariots in Babylon, Kobbi strove to be the most skilful musician in the city.
- ▶ They both succeeded in their endeavours as the Gods made them to be what they wanted to be.
- ▶ But because they never sought how to make wealth, the Gods did not give them wealth.
- ▶ Now, they have seen a light, bright like that from the rising sun. It biddeth them to learn of how to make wealth so that they might prosper more.

A background of red, draped curtains with a blue spotlight illuminating the center. The text "The End" is written in a white, cursive font across the spotlight.

The End