

The Education of Millionaires

by Michael Ellsberg

A printable to-do list of the most effective habits from this book. Check one off each day you do it.

MON TUE WED THU FRI SAT SUN

⁰¹ **Write your one-sentence value proposition**

Craft a single sentence that says: who you help, how you help them, and what result they get. Post it publicly somewhere - LinkedIn bio, website, email signature - this week.

MON TUE WED THU FRI SAT SUN

⁰² **Have one real sales conversation**

Pitch an idea, a service, or yourself to one person who could benefit. Practice articulating value, handling a no gracefully, and asking for what you want without apology.

MON TUE WED THU FRI SAT SUN

⁰³ **Identify and reach out to someone ahead of you**

Name 3 people who are 10 years ahead in the direction you want to go. Send the most accessible one a specific, genuine, non-needy message today - not a request, an offering.

MON TUE WED THU FRI SAT SUN

⁰⁴ **Map your mentor gap**

List every domain your success depends on. For each, ask: do I have a living practitioner guiding me? The biggest gap is your most valuable next investment of time and relationship-building energy.

MON TUE WED THU FRI SAT SUN

⁰⁵ **Commit to 90 days of public output**

Choose one platform and publish something genuinely useful every single week for 90 days. A short essay, a lesson learned, a case study. Build the reputation no degree can grant you.

MON TUE WED THU FRI SAT SUN

⁰⁶ **Design a self-directed learning sprint**

Choose one book per month recommended by a practitioner ahead of you (not a bestseller list). Read it with a specific real problem in mind. Apply one idea within a week of finishing.