

Chapter 10

The Wager—Part 2

Remember how I mentioned humility? \$1,000 per hour is high but it is not the highest rate in the world. There are many people (like Bill Gates) whose hourly rate, the rate of money that they make in an hour, is so high, that I could never afford to pay them for five hours of their time.

Instead, I could make The Offer to Bill Gates and tell him this: “Bill, I am going to donate \$5,000 to your foundation, and if you want to know about my thoughts regarding your response to The Task, I’ll spend up to five hours discussing it with you. At the end of the discussions, you can pay me whatever amount you want, but no more than five times what I gave your charity, or \$25,000. If my ideas give you an idea where you can go and make an immediate \$50 million, I won’t expect anything more than \$25,000 because we want to intentionally set that as a maximum. This is an expression of our humility that we believe is a necessary personality trait for long-term wealth accumulation.”

Who may be a better target as a Real Advisers client than Bill Gates is someone in Bill’s life, someone he loves who has access to great wealth (maybe even

through him), but they remain unhappy and disaffected. They are unfulfilled and are one of those people who may be very rich in financial terms, but they are poor in spirit and isolated. These people may be excellent clients for Real Advisers and may be interested in The Offer.