

# The Farmer of Golden Hens

by *Matthew S. Chan*

(Excerpt from "The Intrepid Way")

There are primarily two ways of creating income: personal labor, and the creation/management of your accumulated assets.

- Active labor >> Lump-sum income
- Assets >> Streaming Income

When I decided to begin this journey ... when I had no income-producing assets ... I realized that every income layer would be extremely precious to me. I viewed my first income layer as a very important stepping-stone.

Today, each income layer I create requires a small amount of additional management and maintenance responsibility.

Actually, I view myself as a farmer of golden hens. My assets are my golden hens. The income layers that are generated by my assets are my golden eggs, and I am the farmer overseeing this production.

Today, my business is to buy (or breed) more golden hens that I can raise and nurture. In turn, my golden hens lay golden eggs for me. I can always stop watching my golden hens or simply sell a hen to someone else for money ... but then my golden eggs would stop coming.

The friends I spoke of earlier prefer to continually go out and work to kill fresh meat to eat instead of learning how to acquire hens to produce golden eggs for themselves.

In my hen house, I have different types of golden hens: mature golden hens,

active golden hens, newly hatched golden hens, and un-hatched golden eggs.

Like a careful farmer, I tend to each type of golden hen. I learn their different personalities and temperaments - but in all cases my goal is to try and get them to become mature golden hens. Some will never become a mature golden hen where it lays eggs easily, effortlessly, and without needing much attention. But it doesn't mean I still don't want them. At the end of the day, if I have a golden hen, I am willing to take care of it and nurture it. You see ... by nurturing even the more challenging hens, they will also lay golden eggs ... while my farming experience and expertise expands.

Good farmers know that it is much easier to take care of golden hens and feast off the golden eggs rather than finding fresh meat to feast off of. Finding fresh meat each and every day to feed yourself is too much work. And if you stop hunting fresh meat to feast on, then you ultimately begin to starve.

My income layers fall into the following categories.

There are some income layers that require relatively little management from me ... such as my real estate. They have been set up and structured in such a way where they require relatively little of my time. Another income layer that requires little management from me is the online rental, commissions, management, and referral fees I receive. My websites do the work by virtue of being on 24 hours a day. These are my mature golden hens. They lay golden eggs reliably and require relatively little attention from me.

I have income layers that are more management intensive ... such as with my online sales business. It requires me to occasionally do some order processing - such as forwarding drop ship instructions and order fulfillments. These golden hens also lay golden eggs. Although they do require a little more of my attention and

time, I value them as income layers nonetheless.

Then there are income layers that I am still developing and nurturing. These are newly created or acquired assets ... and they still require my attention. Some will require my attention for only a short time before they mature, while others will require much more patience and nurturing. Yet, some may also simply die off during the nurturing process and never lay any golden eggs at all. It is simply part of being a farmer.

This book ([The Intrepid Way](#)) is an example of an asset that is being nurtured. If I do my job well as an author and marketer, this book will be valued and become popular - which will then become an income layer for me. If I don't, then I will have to continue nurturing it until it matures into a golden hen or I retire it.

As I go through the developing and nurturing process, I find some hens lay only small golden eggs and will always stay small. Others will lay small eggs now but will eventually lay larger eggs. And then there are those that lay the largest of golden eggs right from the start.

Finally, there are those golden eggs that currently exist only in my mind. These are the golden hens that have not yet hatched. These are the ideas I have, but have not yet made them into reality. But I also value those because one can never tell if an un-hatched egg will one day become a super golden hen that lays super golden eggs.

That is my wish as a farmer of golden hens. To have super golden hens that lay super golden eggs to propel me further and upward in my life.



**Matthew S. Chan** is the author of several business books including "The Intrepid Way" and the "TurnKey Investing" Book series. In addition to being an author, Matthew currently oversees the management of his Internet

business, property management company, and publishing firm.

Matthew's educational background includes a Bachelor of Science in Business Administration from University of Central Florida and a Masters of Business Administration from Webster University. Matthew can be found at [MatthewChan.com](#) and [AscendBeyond.com](#).

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