



Self Made: Becoming Empowered, Self-Reliant, and Rich in Every Way

Nely Galan

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For readers of *#GIRLBOSS* and viewers of *Shark Tank*—a global revolution in entrepreneurship is under way, inspiring women to blaze a trail of financial self-reliance and become self-made. Featuring a foreword by Suze Orman.

What does it mean to be self-made? It's not just about having money, but financial empowerment is where it begins. It means getting out of survival mode, where you are one problem away from catastrophe. It means changing your mindset from instant gratification to goal orientation. It means being able to sleep at night without worry. It means being rich in every way: rich in money, rich in family, rich in love, rich in time—abundant!

For Nely Galán—entrepreneur, TV producer, and real estate mogul—helping women to become self-made is a movement and a mission. Galán pulls no punches. She is the straight-talking friend and mentor you've always wanted, and here she shares valuable, candid, no-nonsense lessons learned on her own path to becoming self-made (“There is no Prince Charming”; “Think like an immigrant”; “In your pain is your brand”; “Don’t buy shoes, buy buildings!”). You’ll read inspiring stories of women who started and grew businesses out of ingenuity, opportunity, and need. You’ll find exercises to help you identify your goals and your strengths. You’ll learn tips and tricks for saving money, making money, and finding “hidden money” that can help jump-start your self-made dreams.

When you become self-made, the change in you inspires change in those around you, because one of the greatest rewards of a self-made life is seeing how the sparks from your personal revolution can light a fire in others. So come, join the Self-Made movement. The revolution starts inside of you!

Praise for *Self Made*

“A much-needed and wise book that teaches women not to fear money but to see it as a means of reaching our dreams. Nely shows us how to become money courageous instead of finance fearful. I want to give this book to so many women (and men) I know. Thank you, Nely.”—**Sandra Cisneros**

“Nely Galán and I have traveled the country together helping women grow their businesses and live their dreams. I know firsthand that Nely is the ultimate self-made woman and your best girlfriend. Her generosity of spirit jumps off the page as she shares the secrets of her hard-won success and her contagious confidence.”—**Nell Merlino, creator of Take Our Daughters to Work Day and founder of Count Me In for Women’s Economic Independence**

“*Self Made* teaches women to unleash their spark and hustle. Nely inspires readers to use what they have to get what they want on their path to becoming self-made.”—**Tory Johnson, “Deals & Steals” contributor on ABC’s *Good Morning America* and author of the #1 *New York Times* bestseller *The Shift***

“You are not truly complete as a woman until you feel confident and empowered to make decisions about your money. Throughout my career, I have seen how a woman who takes ownership of her financial life is transformed and liberated, and how that in turn has a tremendous impact on her children. This is my belief

*and my personal experience, and it's why *Self Made* resonates so strongly with me.”—Maria Elena Lagomasino, CEO of WE Family Offices and member of the board of directors of the Walt Disney Company, the Coca-Cola Company, and Avon Products, Inc.*

Self Made: Becoming Empowered, Self-Reliant, and Rich in Every Way Details

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From Reader Review Self Made: Becoming Empowered, Self-Reliant, and Rich in Every Way for online ebook

Madeline Wright says

Read this book if you want to plan wisely for your financial future.

Alex says

Nely Galan gives her take on her successes and failures to becoming self-made in various areas of her life/career. With a voice geared toward women, Self Made is about becoming self-reliant with an emphasis on financial security by way of an entrepreneurial lifestyle. Galan states, "there is no true empowerment until you have your own money."

In a nutshell, it is basic career and financial advice with some poignant observations about relationships, such as when she breaks down her theory about "Prince Charming;" developing a mindset geared toward success, as she goes into detail in a section titled "Think Like an Immigrant." Some of this info was not new to me, however, there was a lot to gain from the perspectives she presented as the daughter of immigrants in the United States. She also, offers several perspectives from other women who have come to be "Self Made," interspersed throughout the book. Although most of this for me was a reiteration of things I've heard in most financial self-help books, there are a few little gems that make it worthwhile, as it is a short, easy read of only 200 pages.

Something that stuck out to me with this book is a small passage about hiring professionals. When you are not good at something, it's okay to try to get better at it by doing things to improve on your own, but sometimes it is more cost-effective to make the investment in a professional. It also builds your network. Little helpful tidbits like this are sprinkled throughout the book.

The meat and potatoes of this book, for me, is near the end. The beginning is basically about her life and her upbringing having immigrant parents. However, in the end she gets more detailed with her financial advice as she discusses topics such as the "golden triangle" of where the money is to be made in the U.S. She also discusses and gives real-life examples of how to break into that triangle. Most of the information is geared toward the novice entrepreneur and can be deemed as motivational. Yet I felt, this information toward the end would be helpful to even some seasoned entrepreneurs, as she gives advice on securing government contracts, and how to become a supplier, and how to benefit from diversity programs as women. She has a website as a resource for this book that gives targeted advice to women, based on race, which is both interesting, and appreciative acknowledging the different challenges that each may face.

Self Made is about making the transition from being an employee to an owner. It's about "having your own chips" vs managing someone else's who can take them away whenever they choose. It's not an all-inclusive guide, there are not specific rules or steps given here, but it scratches the surface of most things that one will consider on her journey to entrepreneurship and being self-made, and it sets the tone for developing the mindset to being successful. I would say this book is a primer, but inspiring nonetheless.

Yoric says

Nothing exceptional here, but there are still some nice pieces, such as:

Money should never be an end in itself. But until you are financially self-reliant, you are not truly free.

I am going to show you how to think like an entrepreneur

Self-made is about having a dream, and the desire and discipline to work toward that dream.

I have to tell you: One of my favorite words is “sacrifice.”

Self-made is a state of mind, and it’s about thinking even bigger than getting a good job.

When you embrace the self-made mindset, you will not feel victimized or disappointed, because you’re taking power into your own hands, and you understand that no one else can do it for you.

I finally saw it for myself. I’d been looking for fulfillment in the wrong place. I didn’t need anybody to rescue me. I was my own Prince Charming.

Angela says

Excellent very empowering and encouraging.

Kimberly Wilson says

MY NOTES FROM THE BOOK.

5 Men or Women in life with whose qualities I'd like to emulate myself& why

Bravest Person I know:

Speaks to people in a respectful and powerful way:

How can I model myself this way?

What do I want out of life? Happiness, fulfillment, skills, care for others,

Goals: To be Healthier, Feel acceptance, feel worthy of others admiration, friendship, acceptance

Where am I stuck? Overcoming Comfort

Biggest Fears about the Future: Not achieving anything worthwhile, Letting my family down.

Greatest Dreams: Not worrying about hospital bills, Dr. Trips, time to volunteer at schools, To see family whenever we wanted, vacation time when needed and not "counting days"

WHAT AM I WAITING FOR? COURAGE

What do I need to do to take personal responsibility for my own happiness? AM I willing to change my relationship with "Prince Charming" whoever or whatever it may be in order to become self made. Look into finances, overhead, pride - nothing to lose by being confident, competitive edge, what will I sacrifice for my dream? AM I in it for the long haul? I WANT TO GET MY OWN CHIPS!

FOMO- FEAR OF MISSING OUT

DO I want to spend my life watching what other people are doing? Or do I want to do what other people will watch.

Most women give up on their dreams in the 2nd year of entrepreneurship

Look more into Warren Buffet- Figure out my own voice

What are my skills? Natural Abilities? - How can I make \$ off of them?

Is there a business I can start on the side to make me \$

What do I love to do that I would do for free?

Can I cultivate this, my mission while making \$?

AM I READY TO BECOME SELF MADE?

How am I going to let go of my rescue fantasies?

Think about if Fear has shown up lately? Is it Guiding me? Have I pushed myself to confront this fear?

Discovering who I am? Thinking like an owner? Acknowledging I'm ready to be self made.

Opportunity to take power that I've been reluctant to act on? Why? What's holding me back?

Invest in self: How am I growing? Who is my support team? Who can I add?

Commit\$ - What can I do to make \$? How much can I put away?

Am I cultivating what I LOVE, Embracing sacrifice? Sewing, scrap booking, movies, chores

Go after Hidden \$ - Look into the Golden Triangle, Government, Small Business, Administration, Government Tax Incentives, Nonprofits - corporations need Female owned companies

Take Advantage of Emerging Opportunities, Invent a Company or Product, Disrupt an existing Business, Franchise, Buy existing Business, Partner with Friends, Brand Online to monetize

No other option than to choose yourself, declare my intentions, forge the self made path so that I can live a life that is rich in every way. Map the Trajectory of life - what has my past experience taught me?

"Pain is the gateway to your most authentic brand" Unique problems to solve - how to turn this into a business. - Find an audience, show your solutions

In order to keep growing we have to clean out the past - Marie Kondo's theme

Stephanie Thoma says

This book was oozing with inspiration for women aspiring for more in their careers. Not the kind of inspiration that makes you roll your eyes or gawk, but a truly, I-can-do-this sort of kick-in-the-pants that I'm

still buzzing from.

Anyway, here are some takeaways:

1. "When we rely on someone else to make our dreams come true, we actually give up on our dreams."
2. Are you waiting to be rescued, or handed opportunity? The idea of prince charming (a cushy corporate job, well-to-do man who says you won't need to work, etc.) being the thing to take care of you is actually limiting your potential. These things give you an opportunity in one sense and also limit them. Being an entrepreneur and owning at least one stream of income is a surefire way to kick the prince charming complex and own your ambition and the results that can come in time.
3. "Do I want to spend my life watching what other people are doing? Or do I want to do what other people watch?"
4. In your pain is your brand
5. "Don't buy shoes. Buy buildings." Galan advocates for investing in real estate, insisting you'll make a profit renting/Airbnb it out within 20-25 years of ownership. Up-and-coming areas are key.
6. Make a list of every job you've ever held and what you liked, didn't like and skills learned. Circle what's in common across categories and it'll drive you closer to your purpose.
7. Hidden gems for entrepreneurs: gov't gigs found on state, federal and municipal websites. They're always looking for contractors but don't market it well and can take a year to get cleared.
8. Tax incentives are published every August, so save big-ticket spending for around then. There could be an incentive or write-off for dryers/washers/specific types of cars the IRS wants you to buy.
9. Look out for contests targeting female entrepreneurs: "Make Mine a Million" is one example

LadyL says

this book was definitely to me a motivator to get something going. Nely is a very intense woman and for those who are feeling just as intense as her, this is the book for you. she tells many stories of people who are self made from different walks of life. I love that she made absolutely everything work no matter the circumstance. Although some of the things she does and did , i don't necessarily care for, i was able to see the valuable lesson through all her experiences.

Gio says

If you think that success or entrepreneurship are only for a lucky few, this book will make you change your mind. The daughter of immigrants, Nely Galan worked her way up in the entertainment industry, set up her own business, and successfully invested in real estate. She's self-made and in this book she now shares how she did it.

But don't expect a step-by-step guide. Although there is plenty of practical advice, most of the book is about how to develop a mindset that sets you up for success. For example, she urges women to stop waiting for Prince Charming to save them and start thinking like an immigrant instead.

If Nely's story is not inspirational enough for you to convince you to give her tips a go, the book is also full of stories of other women who have become self-made. Everyone can do it, if they're willing to make sacrifices and focus on the bigger picture instead.

Nely talks to you like a friend does. She's caring and compassionate but also serious when she needs to be. She's the entrepreneur friend you can turn to when you're thinking of starting your own business or are still in the early stages to give you all the motivation you need to fulfill your plans. If you've grown out of that stage and need more practical tips, you won't find them here. But chances are you love success stories and this one is well-worth a read.

Riana says

Galán tells the story of her journey in the entertainment industry from an unpaid intern as a teenager to the president of Telemundo. She gives advice from everything she learned along the way, as well as stories of other women who have become self made. I like reading about successful women so I really enjoyed the "inside perspectives" that this book offered. I felt that parts of Galán's experience were based on luck (like buying her first building when the previous owner just so happened to need to move across the country) but I found this book motivational nonetheless.

Lucy Eudave says

Inspirational and motivating. Brought some blind spot awareness to my career as an architect looking to launch on my own. Gave some great tips of what success is and how to achieve it. I will be adding this book to my top favorite books.

Shoshanna says

This was a really quick read, and Galán made it interesting the whole way. I thought she gave very practical and realistic suggestions ~ starting a side hustle on eBay, driving for Uber, and also really great tips and resources for female entrepreneurs. You can start where you're at, wherever you are, and apply what she was talking about.

I also really like there is no Prince Charming. I can personally relate to that; thinking that I need some guy to take care of me, rather than take care of myself. Putting all the financial pressure on him because he's supposed to be Prince Charming. Totally not fair to do that to anyone. Glad Galán talked about that often unspoken truth.

All in all, great read!

Holley Archibald says

Hear first hand stories from Immigrant Women who became Self Made. If you're an entrepreneur this book will give you tips on how to get your business up and running, maybe even give you before hand tips before you even know what you want to do with your life.

Lynnluis Colon says

A great book for any women who needs a reminder that she can experience success no matter where they come from. I really enjoyed the snapshots of diverse women who have set the stage for others. Inspiring and loaded with great advice.

M. says

I remember watching Nely Galan on the first Celebrity Apprentice and wondering who she was, this book explains that. Even she didn't think she was a "celebrity" at the time but she seized the opportunity to promote herself and her business. I liked the book. I am already "Self Made" (although I never thought the words until I read them) so I read it from a possibly different perspective. I would say it is more motivating than informative. It is meant to help kick start your brain into thinking how you can get to the step of being self made including some journaling activities. It leads you to break down your experiences and skills to try and come up with what can you do. Full of lots of inspirational stories. I won this book in a contest and I was happy to read it!

Chessaria Moriarty says

I found this book to be really inspirational. As a female entrepreneur struggling to make my business successful, it's nice to hear about other women who have struggled and succeeded. It's really great to read about other's stories. It's also nice to read something so down to Earth. I felt like this book resonated with me.
