

**THE** Richest  
Man Who  
Ever Lived

— King Solomon's —

SECRETS TO SUCCESS, WEALTH, AND HAPPINESS



**STEVEN K. SCOTT**

INTRODUCTION BY GARY SMALLEY

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## Praise for *The Richest Man Who Ever Lived*

“Truly amazing! Solomon gives us the master keys to success, wealth, and happiness. In this book, Steve Scott puts those keys in our hands and shows us how to use them. Whether you’re just getting started in business or [are] the CEO of a Fortune 500 company, I believe these breakthrough strategies could propel you to levels of success and happiness you haven’t yet imagined.”

—**David Neeleman**, CEO and chairman of the board of jetBlue Airways

“This is an exciting book. It will change your life to one of excellence and success. Though I, too, read a Proverbs chapter a day, I have never seen it all mapped out so clearly and practically. This will help so many—including me!”

—**Ruth Graham**, author of *A Legacy of Love* and *A Legacy of Faith*

“Phenomenal! Steve Scott has ‘cracked’ the Solomon Code. He takes the inspired wisdom of Solomon and transforms it into simple yet powerful steps we can take to solve any problem and achieve true fulfillment and extraordinary success, at home and at work. Most important, he shows how anyone can partner with the ultimate mentor. This book will turn a purpose-driven life into a purpose-accomplished life!”

—**Chuck Norris**, movie and television star

“Steven Scott knows God and he knows business. His new book, based upon the secrets of King Solomon’s success, is dynamite! It will blow the dust off your heart and mind and stir you to action. *The Richest Man Who Ever Lived* is one of the best books I have ever read. Don’t miss it.”

—**Dr. Jerry Falwell**, founder and chancellor of Liberty University

“I’ve always loved the Proverbs, and Steve Scott converts Solomon’s principles into specific, life-changing steps of action that anyone can take.”

—**Dr. David Jeremiah, Sr.**, pastor, author of *Sanctuary* and *Escape the Coming Night*

“Steve Scott’s uncanny discernment enables us to understand Solomon’s wisdom in a way that few of us ever have. More importantly, he shows us how to apply its life-transforming power to every important area of our lives—our marriages, our parenting, our jobs, and our faith.”

—**Michael Landon, Jr.**, writer, director, producer

“For over thirty years Steven Scott has been ‘hanging out’ with the richest man who ever lived. In this book, you will get to hang out with Steven. It will enrich your life.”

—**Gary D. Chapman, PhD**, best-selling author of *The Five Love Languages* and *The Four Seasons of Marriage*





**The Richest Man  
Who Ever Lived**





# The Richest Man Who Ever Lived

*King Solomon's Secrets to Success,  
Wealth, and Happiness*

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Steven K. Scott

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FOREWORD BY  
Dr. Gary Smalley



WATERBROOK  
P R E S S

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*Dedicated to:*

*My Proverbs 31-wife, Shannon Lory Scott;  
and Bob Marsh, Gary Smalley, and Jim Shaughnessy.*

*Your lives have provided me with a wonderful,  
day-by-day, lifetime demonstration of the wisdom and  
power of King Solomon's Proverbs.*

*My children, Carol, Mark, Zach, Devin, Ryan,  
Sean, and Hallie Rose;  
and my grandchildren, Madelyn, Julia, and Gracie.  
May the wisdom of Proverbs fill your lives with  
never-ending joy, purpose, and fulfillment.*

*My loving sister, Sandy; her wise husband,  
Dr. David Heinze; and  
my awesome niece & nephews, Bethany, Tim,  
Nathan, and Christian.*

*Two of the best lifetime friends a man could ever have,  
Tom & Marlene Delnoce*



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You are the best I've ever worked with ...  
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## Foreword by Dr. Gary Smalley

In 1974, as I was spending the night at Steve Scott's small home in Phoenix, Arizona, he told me of his career difficulties. Steve was a little discouraged at the time. He had just lost his sixth job since graduating from college four years earlier. It seemed to him that no matter how hard he tried, he couldn't keep a job for more than a few months. He had even tried starting his own business a couple of times, but both had quickly failed. He wanted to know if I could offer him any suggestions. I asked him to let me think about it overnight, and we could resume our talk in the morning. After praying about it, I had an idea. I gave him a challenge as we ate breakfast. I asked Steve, "How would you like to become smarter than all of your bosses?"

He replied, somewhat sarcastically, "Yeah, right."

"No," I told him. "I can promise that if you'll just do one

thing, within two years you'll be smarter than all of your future bosses. And I'll bet you'll be a millionaire within five years."

He thought I was nuts. Then he asked what he would need to do. Here's what I told him: "There are thirty-one days in the month, and there are thirty-one chapters in the biblical Book of Proverbs. Every day, at the start of each day, read the chapter in Proverbs that corresponds to that particular date. Read two chapters on the last day of months that have only thirty days. Do that every day, month after month, and I guarantee that within two years you'll be smarter than all of your bosses. Do it for five years, and I'll bet you become a millionaire." I told him to read it with a pen and paper at hand so he could make notes about the knowledge and wisdom he would be learning. I believed that the wisdom Steve would learn from Proverbs would change his life. What I didn't know was that he would then use his newly acquired wisdom to change mine.

Steve took up my challenge and began reading a chapter of Proverbs every day. Within two years, he had followed Solomon's advice to find a business partner, and together they launched a start-up marketing company. Within a few months, their company was making a million dollars a week. Steve did become a multimillionaire in fairly short order, but that's *not* the end of the story.

Two years after he and his partner started their business, he called and asked me if I'd like to write a couple of books on marriage. I had never written a book and had been praying for ten years for the opportunity to write a book on marriage.

Now here was Steve asking me to write two—one for men and one for women. Together we wrote my first two books in near-miraculous time, two months. Steve wrote and produced a commercial with Pat and Shirley Boone talking about the two books, and as a result, *If Only He Knew* and *For Better or for Best* became international bestsellers, changing the lives of millions of families. But that still isn't the end of the story. Years later, Steve asked me if I'd like to create a video series to help millions more. Together we produced *Hidden Keys to Loving Relationships*. Steve then wrote and produced infomercials featuring John Tesh and Connie Sellecca to put those videos into millions of homes and tens of thousands of church libraries. It is safe to say that without the launching of my first two books and the *Hidden Keys* video series, there would be no Smalley Relationship Center today.

Steve Scott has not only helped me achieve my dreams—for more than thirty years, he has been one of my closest friends. The wisdom he received from the Book of Proverbs has changed his life, my life, and the lives of millions who have benefited from our life's work. When I first heard his CD series *Lessons from the Richest Man Who Ever Lived*, I was blown away by its content. I ordered forty sets, one for each member of my family and every employee on our staff. For two years, Steve and I have talked about the need to put this material into print. I am thrilled that the world is about to become acquainted with the incomparable wisdom and incredibly practical insights, advice, and warnings of Solomon. As you read this book, Steve will take Solomon's

teachings and deliver them with a life-changing power and practical simplicity that I believe can bring about dramatic changes in your life. I hope that this is only the first of many books that Steve will write on the Proverbs that have so radically changed his life and mine.



**The Richest Man  
Who Ever Lived**







## How the Richest Man Who Ever Lived Can Make You Happier, More Successful, and Wealthier

Imagine going from a below-average wage to a personal income of more than \$600,000 per *month!* Imagine losing nine jobs in your first six years after college, and then, on your tenth job, building more than a dozen multimillion-dollar businesses from scratch, achieving sales of billions of dollars. Imagine doing all of this by following specific steps taught by Solomon in the Old Testament Book of Proverbs. In a nutshell, that is my personal story. Now think about it:

**Before:** Earned less than half of the income of the average American wage earner.

**After:** Income rose from \$18,000 per year to more than \$7 million.

**Before:** Diagnosed a hopeless corporate failure with a success rate of 0 percent.

**After:** A twenty-nine-year career success rate of over 60

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percent in an industry where the average success rate is under 1 percent.

And just as convincing to me is what happened when I acted *contrary* to Solomon's advice. On three occasions, I violated three of his warnings and lost millions of dollars through bad investment decisions. Had I followed Solomon's advice, I would not have lost a penny. I ignored his advice on relationships and watched one of the happiest marriages in America fall apart. Then, following Solomon's advice on relationships, my marriage was restored and today is happier than ever!

If following Solomon's advice had worked only a few times in the course of my life, we could call it coincidence. If ignoring his advice and warnings had resulted in a few minor setbacks, we could call it chance. But when following his advice has created such significant personal, business, and financial success year after year for me and for countless others, and failing to heed his warnings has caused heartbreaking personal and financial disasters, even the heartiest skeptic must admit what wise men and kings and queens the world over once acknowledged—that Solomon was the wisest man who ever lived.

***Just as there are physical laws that govern the physical universe, Solomon reveals “laws of living” that invisibly govern all aspects of life.***

Every time you step on board an airliner, the physical laws of gravity and aerodynamics govern your ultimate destiny. If your pilot and the airplane operate in accordance with those

laws, you will safely arrive at your destination. If for any reason whatsoever they do not operate in accordance with those laws, you will return to the ground, one way or another. It doesn't matter how you feel about these laws, whether you love them or hate them, whether you choose to ignore them or not; they *still* exist and they *will* govern your flight. Fortunately, pilots, aeronautical engineers, and aircraft designers fully understand these laws, and thus they are able to use them to great advantage. They are able to build and fly aircraft that move us quickly, safely, and comfortably to our destinations. If they were ignorant of these laws, no airplanes would be able to fly.

Just as there are physical laws that govern the universe, there are laws of living that are just as sure and true. It doesn't matter if you love them or hate them, they *still* exist, and they *will* govern your life. Solomon reveals these laws in the biblical Book of Proverbs, and more important, shows us how to use them to our advantage. The laws of gravity and aerodynamics have always existed, but until they were learned and understood, they kept the entire human race on the ground; once they were discovered, they became the very basis for achieving human flight.

The laws of living are as old as human life itself. Being ignorant of them only restricts your ability to achieve genuine happiness, fulfillment, purpose, and success. Many people act in accordance with some of these laws coincidentally, without knowing or understanding them, and they gain a level of success or happiness by doing so. But more often than not,

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ignorance of these laws creates insurmountable barriers to sustained success and fulfillment. On the other hand, those who learn these laws and how to use them in their flight through life will achieve a level of purpose, success, and happiness that others can only dream of. The purpose-*driven* life will become the purpose-*accomplished* life.

### ©© The Prayer of Solomon

Solomon was born around 974 B.C. and was installed as King of Israel by his father, David, shortly before David died. Solomon was twelve years old. Solomon was terrified of ruling Israel, afraid that he didn't have the wisdom to do so. According to the Old Testament, God appeared to Solomon and asked him what he wanted. Solomon answered, asking only for wisdom and knowledge so that he could rightly judge the great people of Israel (I Kings 3:9; II Chronicles 1:10). God then told Solomon that because he had not asked for riches, wealth, honor, the life of his enemies, nor a longer life for himself, He would give Solomon more wisdom, knowledge, riches, wealth, and honor than any king before him or any king that would come after him. What was promised was delivered. Solomon's wisdom, success, and wealth increased beyond imagination. In terms of wealth, some have suggested that in today's dollars, he may well have been a "trillionaire." In addition to his gold reserves worth hundreds of billions of dollars in today's market, he owned 4,000 stalls for his horses and chariots, and kept 12,000 horsemen on his payroll. Rulers of nations throughout

the world sought his advice, and paid dearly for it. However, by the middle of his life, he began to violate the laws of living, its principles and strategies that he so wisely articulated in the Book of Proverbs; as he did, his success and happiness vaporized. Fortunately for us, he recorded many of his laws for living in the Book of Proverbs.

### ©© **Cracking the Solomon Code**

Although each Proverb provides an obvious insight, often the real treasure of a Proverb is buried deep beneath its surface. Solomon implores us in chapter 2, verse 4, to search for wisdom and knowledge as we would search for silver or buried treasure. To do this, we must often look deeper beneath the surface, at the background of the Proverb, its context, and even nuances of the Hebrew words that make up the original text of Proverbs. In many cases, we can find added treasure by looking at the converse meaning of a Proverb. And last, but not least, we must look at the broader spirit of the Proverb and not just the narrow meaning of the literal statement. As we do this, we not only discover Solomon's laws for living, we find the silver and buried treasure he talked about—treasure that will last beyond our lifetime.

I'm not the only person who has achieved his impossible dreams by following Solomon's strategies. I love reading biographies of those who have achieved extraordinary accomplishments, both in modern times and throughout history. As I have studied their lives, I have discovered that their

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successes, too, were realized by actions and attitudes that reflected Solomon's teachings, even though some may have never read his writings. George Washington, Thomas Jefferson, Abraham Lincoln, Henry Ford, and Thomas Edison were all readers of Proverbs in their youth. But even in looking at the lives of modern icons such as Bill Gates, Sam Walton, Helen Keller, Steven Spielberg, and Oprah Winfrey, we see that they have achieved their impossible dreams by doing the very things that Solomon advises each of us to do. I've also seen disasters befall men, companies, and nations when they acted contrary to Solomon's admonitions. Adolf Hitler was able to bewitch an entire nation because they ignored Solomon's warnings. America was caught off guard at Pearl Harbor. Recently, the executives of America's seventh-largest corporation drove it into the largest corporate bankruptcy in American history. All of these events were brought about by violating a handful of Solomon's admonitions.

### ***What Can Solomon's Wisdom Do for You?***

So what can Solomon's insights and teachings do for your career, your relationships, and your personal life? No matter what you *think* they can do, they can do infinitely more. Here are just a few of the rewards Solomon says you can look forward to when you follow his advice.

### ***The Benefits of Solomon's Strategies***

- Knowledge
- Discretion

- Good judgment
- Preservation and protection
- Success
- Better health
- Longer life
- Honor
- Financial abundance
- Favor of those in authority
- Commendation and promotions
- Financial independence
- Confidence
- Strength of character
- Courage
- Extraordinary achievement
- Personal fulfillment
- Great relationships
- A truly meaningful life
- Love and admiration of others
- Understanding
- True wisdom

***Solomon gives us powerful strategies and life-changing tactics for achieving extraordinary outcomes.***

Don't make the mistake of thinking that what you're about to read is simply a collection of general principles and poetic platitudes. Solomon was far too wise to waste his time and yours with such meaningless generalities. His writings provide precise steps that can be taken in your personal and

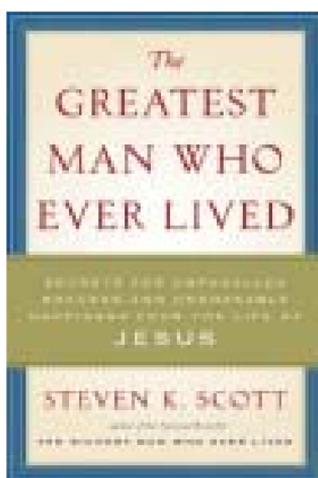
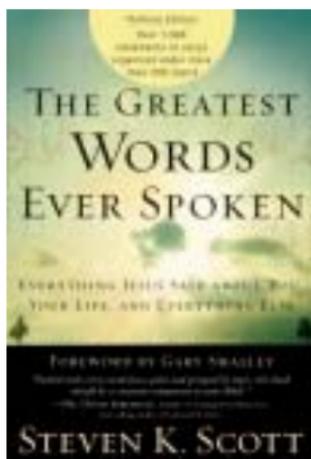
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professional life to produce astounding results. In this book, I focus on the strategies and steps articulated in the biblical Book of Proverbs that I have applied to the business, personal, and financial areas of my own life. After we examine Solomon's advice in each chapter, I will then offer some simple techniques that I have used to implement his advice in my daily life.

At the conclusion of each chapter, I've added a section called "Knowledge to Wisdom," with specific exercises to enable you to apply Solomon's advice in a practical and powerful way. Do this, and you will begin to experience a greater level of success and personal fulfillment than you have ever imagined. No matter how successful you may be right now, your future is about to get a whole lot better. Let the adventure begin!

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