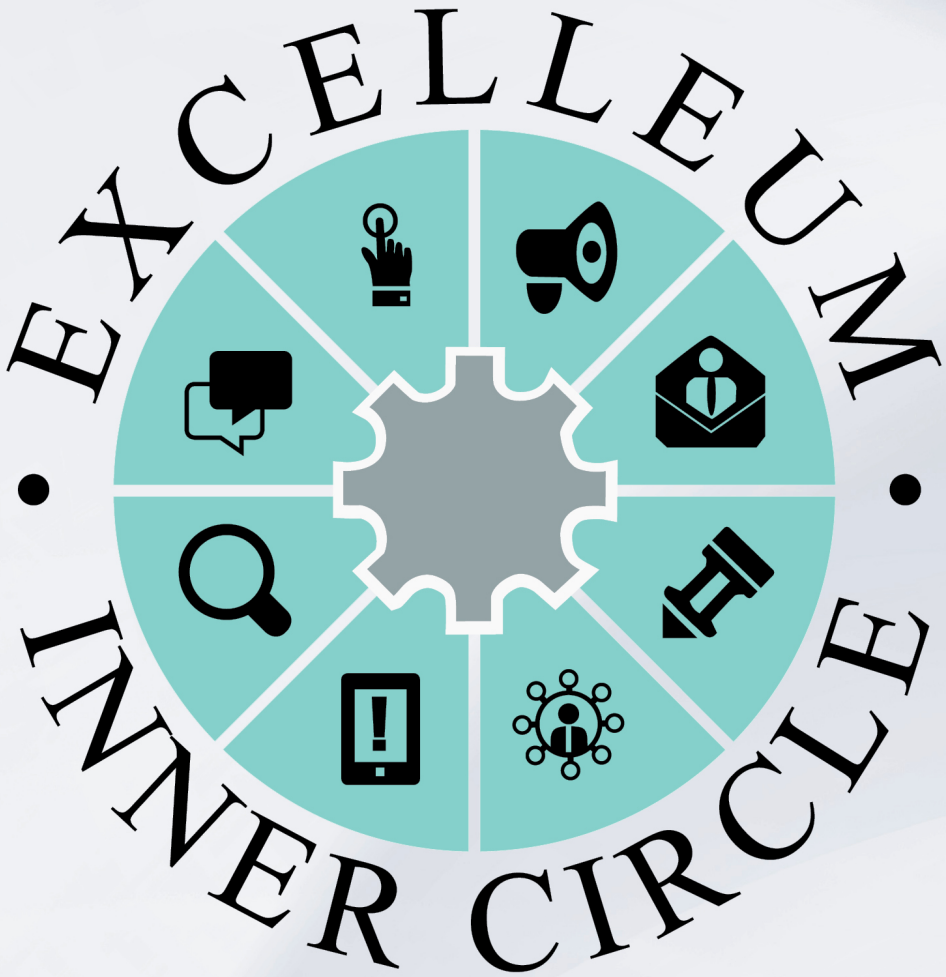


# GROUP *Coaching Calls*

**Ben:** Today, we're going to talk about money. It's the thing that our family never wanted us to talk about, it wasn't appropriate. We don't talk about money with our friends, right? Even in this real estate industry, most people talk about the money they gross, not the money they net. Do me a favor, jump into the chat box, write down your biggest question about money or wealth building that is going through your mind at this moment. We're going to spend our call today talking about what is wealth, what is money, and how do we make money and wealth be something that we use for our life, not something that happens to us. Jump into the chat box real quick there and let's just talk about this. Only got one person so far. So, this is going to be a really short call. Everybody, thank you for coming and I'll see you next time.

Deb asked a question, as you guys are thinking on this, because you're being shy. Deb asked a question: How much is enough? It's a question that I think about often, Deb, because I'm not extremely motivated by money. Money is good for what it can do, but it doesn't drive me to push any further. So, write this down, everybody: We need to make more money for three reasons. Number one – emergencies. Deb, you never know when you're going to end up in a car accident, when some child or spouse or family member's is going to end up needing medical care for cancer or for some something else traumatic, when there's a natural disaster that's going to happen in our area, a zombie apocalypse. Basically, emergencies.

I have a dear friend of mine who was a commercial agent, and very successful. He always made $500,000, $1 million a year, and he did that by selling his commercial properties. And commercial agents are kind of like rich agents, poor agents. Every once in a while they sell a really big one and they get a big check. But generally it's bigger deals. Well, for the longest time, he felt like his role in commercial real estate, that he owned a business. He went into the doctor one day and he had a back pain. So they decided to fuse his vertebrae. And he went off and he got his vertebrae fused, and he came back a month later because his back was still hurting. And the doctors did a larger CT scan or MRI or whatever it was. And it turned out that he had a tumor this big inside his spine. He immediately had to go in for treatment and they had to remove part of his actual spine. And he spent the next year battling cancer, and the following year learning to walk and be active and move again. What happened to his real estate business? It turns out it wasn't a business after all; it was actually a job, because when he didn't show up, those deals didn't continue.

So number one, we just never know. He was 40 something years old, four kids the old-fashioned way, two he adopted. Greatest guy, greatest heart, and a great friend. But life happens. So number one, Deb, I don't know. If we got cancer today, how much money would you need? I don't know, it's a lot.

Number two – opportunities. We walk by opportunities all the time, but we don't always get to take advantage of them, because we don't have the capital to make that investment or to take that risk. I don't know how big opportunities are to you, but I hate walking by a good one. Here's an example. We go into a listing presentation. We sit down and we say, "Hey, Sue and John, you want to sell your property? What would you want to get for it?" And they say, "It doesn't matter to us. It just has to sell tomorrow and we'll take $250,000. If it can sell tomorrow for $250,000, then we'd do it." And you think, "But Sue and John, it's worth probably $350,000." And they say, "I don't care. We have to sell tomorrow." Great. You break out your checkbook and you write them a check for $250,000, because you know that you're getting that good of a deal. And the reason we can't take advantage of those deals is because we don't have the capital set aside to do it.

Now, we've been hanging around in this thing called a good market for a while. What that does is it makes us all feel like geniuses. We're all smart, we're all doing better every year, we always exceed our goals. But it turns out, part of that could be market-driven. That's what I call the "genius disease" – when I think I'm super smart, but it turns out I'm not actually super smart, and the market shifts and I feel like a dumdum. We've got to have the money set aside to take advantage of opportunities. That would be to hire somebody if you found somebody talented, to invest in a business, to start a new business, to buy that piece of real estate. We need that. So that's the second reason you need to make more money, Deb.

Number three – Harvard did this study where they were trying to prove, does money actually make you happy or not? And my dad always said, "Son, money will not make you happy." Well, my dad never had any money, so I don't know if he actually knew both sides of the equation. But Harvard went out to prove, was Ben's dad right or wrong? And when they got done, they actually came back and they said, "Nope. It turns out that people with money are actually happier than people without money." I thought, "I always knew that." I remember being hungry as a kid and not having food in the house and relying on the food bank, or skipping meals or whatever. I wasn't happy. I said, "Well, maybe that's it." And it turns out that wasn't it at all. People with money have the ability to buy their time back, and when they buy their time back, they get to use that extra time with the people they love, doing the things they enjoy, creating memories and having experiences.

So Deb, our question is, do we have enough money set aside for emergencies, for opportunities, and to buy our time back so that we can spend our time with the people we love, doing the things that we love? If the answer's "Yes", then you actually have enough money, I thought. I just don't know if I do or not. Because of that, I want to come up with a wealth-building plan, where I can protect myself and put myself in a better situation every single year going forward, so that financially I'm more prepared for emergencies, I'm more prepared for opportunities, and I get to work less and less and less and do fun things and create memories and hang out with the people I love. That's my vision, and that's why we're talking about money here today.

So, I'm going to share my screen and we're going to walk through a couple of slides real quick. So, wealth building. What is wealth? Write this down: Wealth is the ability to do what you want, when you want, with who you want. Wealth is the ability to do what you want, with who you want, when you want. That is what you guys want. You want to be able to live the ultimate expression of freedom, which is choice. You have the choice to show up or not to show up. You have the choice of who you hang around with or who you don't hang around with. And you get to take control back in your life.

Now, I've been through the economic downturn of 2008. In 2008, I had a net worth of negative $500,000. We have a lot of on-ramps in the area that I live on and there's always homeless people or beggars on the on-ramps. And there's a guy sitting there and he has his hat out, and inside his hat he's got 67 cents. And I think to myself as I drive by this guy, "This guy is worth $500,000.67 cents more than me today", because I made bad decisions 10 years ago or 12 years ago in the downturn. And because of that, that's when I created my body by Häagen-Dazs, and stress and pressure, and it caused relationship issues. Money is one of the ugliest things out there. That's why I don't love it. I think it makes people kind of ugly when they have too much and it makes people ugly when they don't have enough, and they make bad life decisions. I just don't want to have that pressure for myself. So, we want to have that freedom.

I read this the other day and it was a really kind of profound sentence, so we'll just think on it for a second: People who are living far below their means enjoy a freedom that people busy upgrading their lifestyle just can't fathom. Let's read that again. People who are living far below their means enjoy a what, ladies and gentlemen? A freedom that people busy upgrading their lifestyle just can't fathom. That's a powerful statement, isn't it? Freedom. Freedom equals living far below our means. And then I look around at the people that always have to have the bigger house and the nicer car and all those things, or they're always throwing every dollar they make into building their real estate business bigger and bigger and bigger, instead of focusing on profit. They wake up and the market shifts and it's all gone.

I had a builder friend who had 2,500 lots and six or seven golf courses, and by 2010 he was driving a cab. From a hundred million to zero in two years. A lot can change. But it won't change and it won't affect us if we can find a way to have the freedom, because we live below our means. What we need to be able to do is we need to have monthly or weekly conversations with ourselves, our spouses, partners or children, around money. That's what responsible individuals who want to make change in their lives do – you schedule it. You schedule the money talk every Sunday for 15 minutes. You guys review these things. You're looking at your personal expenses, your annual expenses, your annual taxes, your leftover profit, your liquid reserves, what's the value of your real estate investments, all that kind of stuff. And you try to come up with a vision of what 2020 is going to be like and how it can look differently in your life financially.

If you were to write down for a second on a piece of paper and just asked yourself, "At the end of 2020, if my financial world was a little bit different, what would be different?" Type it into the chat box if you have a great answer. If financially your world was different at the end of 2020, what would that look like? How would you actually feel? Where would that show up? Come on, type. Type quicker. Type quicker. You're with me. Come on. Hello? Is there anybody out there? Out there in the cold, getting lonely, getting old? Can you hear me?

Some people said, "I can afford a house", "I'd be free to enjoy time with my family", "I would actually have a cushion in my savings, which would allow me to breathe easier." I'd have less anxiety. I wouldn't look like I ate Häagen-Dazs every day. I would have less stress. I would have more opportunities with my family, less anxiety. We wouldn't have the roller coaster of rich agent, poor agent. I call that spring and summer, compared to fall and winter. Some people love the holidays. I hate the holidays; from November through February it's the worst my business could be. Some people would say, "I know because I'd pay off my car and I'd have savings, and I'd take my brother and his kid on relationship, and I'd have more great relationships with my family." I wouldn't ever have to need somebody else in my life. I'd be able to be free and make those decisions. Maybe I could step out of selling homes myself. I would own some investment properties that cashflow. I wouldn't have to give all my investment opportunities to everybody else. I'd invest more in personal growth. It would provide the freedom to capitalize on the opportunities that present themselves. I could run my business from afar.

Wow, these are all amazing answers. That would be fricking awesome! At the end of 2020, if finances were no longer an issue, Erika, we would take a trip. It would be awesome. The cool thing is that it's in your control. Money is something that we can all change if we're willing to make some sacrifices. I write about and talk about often this idea of the "buckets of wealth". The buckets of wealth are how I divide my excess income, and I put them into their own separate business accounts. And I use these buckets to invest and change my life. When I started these buckets, everybody, I was literally putting $25 to $50 a

month in each one of them, because I was underwater. I owed too much money and I had made financial mistakes.

I read an article the other day that said if you could live off 90% of your income and you could save just 10%, and you made the average income in the United States – that's like $66,000 or something like that – you lived off 90% and you saved and invested the other 10%, you would have over $3 million in your retirement account in just 20 years. But we don't do that because we feel like we've got to have all this big stuff in order for us to start chipping away at becoming more financially sound.

Another article I read said... Remember when the iPod came out? When you bought your first iPod, it was like the size of my face, and it had that big round dial on it. What did your iPod have on there? I bet you had Poison, Every Rose Has Its Thorn. Maybe some Pink Floyd, Another Brick In The Wall. Some Police maybe. Paula Abdul: "Cold hearted snake, look into his eyes, oh oh." Who knew that I could sing all the lyrics to Paula Abdul? I had the biggest crush on Paula Abdul. Back to the iPod. I apologize, Kim. Back to the iPod.

If you would have bought the iPod that day, when it first came out, it was $339. Instead of buying the iPod, if you would've took that $339 and bought Apple stock with it and just never touched it, it'd be worth something like $86,000 today. And people think, "Well, I'm just going to start investing once get ahead a few thousand dollars, or once I hit $100,000, or once I do this or once I do that." No, it's about making a choice. Do I buy the iPod or do I buy the stock?

Another friend of mine, she reached out and she said, "Ben, have you seen this show?" And I said, "No, tell me about it." And she said, "Well, it's like an army show and they shoot a bunch of people." And I said, "I'm in. I'm a guy, I love that kind of stuff. I want to watch it." I said, "How do I find it?" And she said, "It's on Hulu." And I said, "Ah, that's too bad. I don't have a Hulu account." And she responded back with, "It's $10 a month, Ben. I'm sure you can afford it." And I responded back with, "If I invested $10 into an account every month for the next 30 years, that'd be worth about $65,000. Just out of curiosity, is that show worth $65,000? Is it that good? Because I'm willing to check it out. Is it $65,000 good?"

People fall into this trap of thinking that $10 doesn't matter, but $10 matters. I picked up a penny the other day from the ground and I put it in my pocket. I always pick up the penny. Do you guys pick up the penny? Do you put it in your pocket? I found a quarter beneath a urinal the other day and I looked down there and I thought to myself, "Dang, dang, dang, dang, dang. I don't like germs, but dang, that's a fricking quarter. That's a quarter." What would you guys do? Would you pick up the quarter? Amy says, "No, don't do it." "Don't do it", she says. I did it. I did it. I washed my hands though, Marla. I washed my hands right afterwards.

So, back to the buckets of wealth. I want you guys to create some buckets, and your buckets are going to be divided into four or five. If you want to use my ideas, then use my ideas. We can have five buckets. Your first bucket is cash. Extra cash reserves in a bank account, other than your personal account. Let's pretend that you guys sell enough real estate that you can have an extra $1,000 a month that you can save. Let's just say it's $1,000, that's it. I would want you to put $200 into an account that was for cash reserves, emergencies. Or cash equivalent – that'd be like bonds or gold; something stable and liquid.

The next account – real estate. I would want you to put $200 into that account that you're going to use

for investing in real estate. That would be like your next home or an investment property, that sort of thing. And then I want you to put $200 into an account that you would use to invest in businesses. That can be a title business or escrow business, or say your friend's business, or a new business that you're going to start for yourself, whatever that might be. And then I want you to put 20% into an account that you're going to use for financial instruments. Financial instruments would be stocks, bonds, 401k, IRA, all that kind of stuff.

And then the last bucket, I call it the "giving bucket", but it's not just a giving bucket. I would want you to take $200 and use that to pay off your student debt or pay off extra credit cards or whatever that might be. Once those are all paid off, I want you to use that money to help your family, your parents, your kids, whatever that might be. And once they're in a good place, use that money to donate to your community or to the world. And these are what I call the buckets of wealth.

Now, what you do is you come up with a financial plan on how to use each one of those buckets. My point is, Vanessa, 20% of whatever you can save every month, or 20% of whatever you can save every week – you put it into these buckets. The reason is because if it's in your personal account, you're going to spend it. I'm going to spend. I'm going to go to Cabela's, I'm going to buy some camo s**t. I'm going to do something like that, because that's just me. That's just who I am; I like shopping. And if I knew I had money, I would spend it. So I take the money out of my personal account and I only allow money in my personal account to be the money that I spend, or to pay my mortgage, the car, all that kind of stuff. And then I take everything else out, so I don't even think about it. Just automatically. So you're coming up with these buckets of wealth. Let's talk about each one of the buckets real quick, and then we can come up with a plan.

Number one – cash. Pretty simple. It's just extra cash that you can use for emergencies – the car breaks down, life breaks down, whatever. Or if you need extra money for one of these other buckets, you can use it in the future. It's just an extra cash account. Your real estate investing account is an account that you use primarily for investing in real estate. A lot of us think, "Gosh, I can't save up enough money to invest in real estate." That's why most of us need to buy owner occupied. We need to house hack. We need to buy a house, owner occupied, put our 3.5% down FHA, use our commission, which is 3%, which means we only have to put half a percent down, right? Move into it, save up money. In a year or two, do it again. Move out of the old one, move into the new one. When you move out of the old one and you move to the new one, and you rent out the old one and then you live in the new one, now you have two houses. One of them is paying the mortgage off. You have renters, maybe some cashflow. Do that five times. If you do that five times at the average home price in America or above that – actually it's about $300,000 – if you bought $300,000 homes five times over 10 years, at the end of 30 years, you'd have a net worth close to $8 million. Ladies and gentlemen, $8 million. You'd be a baller. It's a lot of fricking money. $8 million. All you have to do is buy five houses, never sell one. Just pay them off. $8 million. Did I mention how much that was? $8 million. That blows me away. It blows me away.

I helped my assistant think about this, and over time what she did, she bought her first house, and the mortgage was a little high for her, so she rented out each bedroom in that house. And all the three other bedrooms in the house actually covered entirely her mortgage, so she lived rent-free. She was able to take that excess money she was paying for rent and put into her buckets to save up money to buy her next home, which she bought in a couple of years. She's been with me 14 years. She bought her first house a year or two after working with me. You look at those 12 years; she's on her sixth or seventh property. Has millions of dollars in real estate, and all she did – never bought an investment property,

always bought owner occupied and moved to the next one. My first one was a duplex. I lived in one side, rented out the other. The other side paid 100% of my mortgage, which meant I lived rent-free. So I was able to save more money and to buy my next property. I'll give you guys some worksheets that you can use to work through this as you get forward.

Businesses – it's simple – we're going to invest in great businesses. It's the hardest bucket to think about, especially depending on where you're at in your life. So, maybe in the first couple of years, use that extra money to grow your business. You save that money up so that you could hire your next piece of leverage, like an assistant or a showing agent or something like that. Oh, look at what Anne said. Anne said...

> When Ben first said about buying five properties for $30,000 and have a net worth of $8 million after 30 years, I couldn't believe it. So I went home and did the math, and of course it works. And that's with a conservative appreciation of 4% per year.

Yeah, this is no bulls**t, everybody. I'm not trying to sell you some DVD on how to get rich quick, some Bitcoin thing or some crappy stock or something. No, I'm just trying to give you a plan on how you guys can change your life.

The next box – the financial instruments. Here's the only thing you need to know about financial instruments. Warren Buffett said when he was 16 years old, if he would have put $10,000 into a stock account and invested only in the S&P 500, and he never took that money out – every year when it paid dividends or it did splits or whatever it did – if he just kept that money in there, in that same account, he never traded it, that two years or three years ago when I went and saw him speak, it would have been worth, I think it was like $52 million. $10,000 put into an account, invested in the S&P 500, a mutual fund that represents the 500 companies that are in the S&P 500. $10,000 once, never added another dollar to it, never touched it. Mind you, he's older than s**t now, but just left it in there – he would have had over $50 million of net worth. You want to change your children's life or your grandchildren's life – put $10,000 into a retirement account or a savings account, invest it in the S&P 500 and tell them they can't touch it for 50 years.

We don't have to be experts in all these areas. We have to pick a quick and easy model. For me, all I invest in for my retirement accounts is index funds like the S&P 500. And I find one that charges very, very low fees. And I don't touch it, I just forget about it. By the way, S&P 500 went up about 25% last year. That's a pretty good return, ladies and gentlemen. It's pretty good return. It's not as good as real estate though. Let me explain.

If you were to put $10,000 into your S&P 500 account, and it went up 25% in one year, which was ridiculous, by the way – you'd have an extra $2,500 in that account. That's an amazing return, right? But if you were to put $10,000 and buy a $300,000 home, and the market went up 4%, which is what the average has been for the last 30 years – you would end up with not 4% of the $10,000 you put down, but 4% of the purchase price, because properties appreciate based on initial value, not initial down payment. So, 4% of $300,000 is $12,000 - that's the increase in value that it goes up. That doesn't include principal reductions or tax benefits or anything else. That's 120% return – that's pretty good. That's why home ownership is so amazing, because you get the benefit of appreciation on the initial value, not on the down payment.

But you don't want to get stuck in a world where you have all your money in real estate and none in a retirement account, or all your money in a retirement account, or all your money in one stock and not in real estate, or all your money in your business and none in those other ones, or have all your money in these assets but no cash, because you can get into a bind. So you want to have buckets of wealth. Ideally, what you're trying to do, ladies and gentleman, is you're trying to flip the triangle.

The vast majority of the world lives where they have income, but they don't have any assets that create cashflow. And because they only have income, personal income, they exchange time for money, which means if they want to make more money next year, they have to work more hours. But there's a certain limit to how much we can contribute. That's why real estate agents hit the same ceiling over and over again, because they don't have more time to actually go and invest. That's why I encourage team-building and hiring showing agents and hiring admin and doing all that kind of stuff in the real estate industry, because I want you guys to increase your hourly rate, increase how much you make, without increasing how many hours you spend.

But back to the triangle. We need to take our income, live on 80% of it or 90% or something. Use that money to buy assets like houses, rental properties, invest in businesses, invest in stocks and bonds and that kind of stuff, that create cashflow. Over a while, you want the triangle to flip. You want to have more assets than you actually have in income, because there'll be a point where you actually can't work any more time. Maybe you're retired or maybe you're sick, and you're going to need your assets to generate a cashflow of how much you need to live on.

Now, if you did it the old way, which is put all of your money into a 401k, you're going to be a little bit depressed by learning how much money you would actually have to put in your retirement account, so that that retirement account would last you during your retirement. Do me a favor – grab your calculator real quick. This'll be fun. Take an amount of money that you would like to live on annually and type it into the chat box quick. We've got to go quick though. Time's a wasting. An amount. So, you're in retirement. How much do you need every single year to live? Somebody wrote in $400,000, $500,000. Who else? Keep typing. $150,000, that's awesome. $350,000. Going once, going twice. $100,000, $240,000, $500,000. Going once, going twice. $150,000, $225,000, 250,000, ladies and gentlemen. I got $300,000.

Okay, take that number, type that into your calculator. I just typed in 300,000. Take that and divide that by 0.04. And hit "Enter". You would need $7.5 million in your retirement account to live on $300,000 a year and have that $300,000 last for 30 years. If you're not on track to have $7.5 million in your stock and retirement 401k account, we've got a problem.

Let's do another. Let's do $150,000. $150,000 divided by 0.04. You need to have $3.75 million in your retirement account for it to last 30 years. You want to retire at 65; you need it to last at least till 95. You could either die younger… You can go out in a splash, I guess, just freaking go for it. And then once you run out of money, just peace out, walk into the woods or whatever you want, right? So, you could either do that or you could take a different approach where you're going to say, "I'm going to have some money in my retirement account, and that's going to give me 50 grand a year. And then I'm going to have rental properties, and that's going to give me 50 grand a year. And I'm going to own some businesses and I'll ask them to give me 50 grand a year. And I'm going to have some cash savings and that's going to give me some."

You've got to have a more holistic approach, and you've got to have assets that create cashflow. And then another thing that you might do is you might say, "When I retire, I'm going to have my house 100% paid off", because then you don't need to live on that much money, because you don't have a house payment. And then you might say, "By the time I retire, I'm going to have my car paid off", and you're just going to hope that your car is going to last you a really long time. You can find ways to live on less, but no matter what, we have to have a plan on how we are going to change our financial trajectory in the long term, and change our financial stress in the short term.

One habit that I want you guys to get into is tracking your net worth on a monthly basis. How do you go and track your net worth every single month, so that you can see the trends that are happening over time? When I started tracking my net worth, I was negative $500,000. The next month, I was negative $499,820, because I had paid down a credit card. The next month I was negative a little bit less, and a little bit less, and a little bit less. And I woke up in four or five years, maybe it was three years, and I was back into the zeros. I was back positive. That was a big day for me.

But if you don't track it, you can't change it. Remember that the lack of accountability means the lack of accounting. Sorry, I screwed that up. Remember, the lack of accounting means the lack of accountability. If you aren't accounting, if you aren't tracking your numbers, you're not really being accountable. And for us to change our financial situation, we have to start with accounting. We have to start with being accountable. How much is my business making? What's my net profit? How much do I have personally?

So, I want you guys to fill out a net worth tracker. I made one, and it's for free. You guys can go to WinMakeGive.com and click the button that says "Download Resources". It's a spreadsheet. It has a real estate calculator in there, it has an asset tracker and debt tracker and a net worth tracker. You can go and you can fill these out, and it'll help you calculate your net worth. That's your homework. I want you guys to go figure out what is your net worth. I updated mine last weekend, literally I did. WinMakeGive.com. By the way, it's an event I put on in May. All the proceeds go to charity and we teach people about health, wealth, leadership and legacy. So it's about really money and leadership and how to be a better person. It's not real estate related, just business and money and that kind of stuff. WinMakeGive.com. Okay, end commercial. We have all these charts that it creates, and you can start seeing how your net worth changes over time.

And then you'll start feeling like you're making progress. We need small victories that we can celebrate on a regular basis, and the only way to do that is to be looking at these numbers regularly. See, in order to increase our net worth, we must spend less than we earn. I want you to take your bank statements, your credit card statements, your financial statements. Sit down with a piece of paper printed out, grab a red highlighter, a yellow highlighter and a green highlighter, and I want you to go through it on a monthly basis and see what you can get rid of.

Red – you cancel right away, or you stop doing. Yellow – you negotiate, you try to find a replacement, you try to go without for a while. Green – you know have to keep. You sit down on a regular basis with your credit card statements and your bank statements, and you literally go through there and you start asking, "Is this red, yellow or green?" The first time I did this exercise, I found out that one, I had two Netflix accounts; I didn't know. Number two, I had two GoToWebinar accounts; I didn't know. These things happen. I do this for my business and I do this for personal on a monthly basis. Sit down. I don't just look at my P&L or my statements from my bookkeepers; I look at each individual expense, and I

scrutinize it and I ask myself the question, "Can I live without this thing?" Because with any excess leftover, we must pay off our liabilities, our debt, and reinvest the rest.

When can we stop? We can stop when the investments we make create an annual income needed for your desired lifestyle. And a lot of you wrote really big numbers in there. If you're not on track for that, you're going to need to increase your net worth by spending less than you earn. With any excess leftover, you must pay off liabilities and reinvest the rest. You can stop when those investments create the annual income needed for your desired lifestyle. The goal, ladies and gentlemen – to work when we want, on what we want, for who we want, or really to not work at all. We're going to go fly fishing or go for a hike or go enjoy our lives.

This is step one in this year of financial education that you're going to get, because you guys are members of Forward Coaching. People don't talk about money because they don't understand money. People talk about gross income because they're gross and they don't make any net income. We are not going to be that type of coaching organization. We are going to talk about how you all increase your net worth. How do you increase your life and set yourself up into a position where it can be the best possible life, or your retirement is the best possible retirement, and money is no longer a stressor?

Version one, Class one, Intro to Money. How many of you would come back next month if I did another call on money? Hello? Out there in the cold, getting lonely, getting old. Can you feel me? One of my friends on the call here today, he owns a company called REProphet. It's a tool that you can use to track your business expenses and put them into accounts. It's got a really cool iPhone app and it's on my phone. I think it's something you guys should check out. You're welcome, Matt. Free commercial, because you have a really cool product.

You guys are awesome. I really appreciate you coming today. I hope today was an awesome call and I hope it gets you thinking. Go have the money discussion with somebody. Go talk about finances and net worth. Let's change the conversation. And send me special requests for karaoke songs that I can sing for you guys on the next call. REProphet – if you guys want to check that out, throw a Google on there. And I will see you guys on the next one. You're pretty awesome!