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Who is Nick Tang?

I hate long stories but for anyone that is interested here is a short glimpse of my blissful life.

I was born on December 16, 1981 in Saigon Vietnam.

At age 7 my mom, dad, sister and I escaped to America. On our journey to America we had to escape Vietnam and sneak into Thailand. On our fishing boat ride into Thailand we were captured by pirates. The pirates took everything from us. They were gonna kidnap my mom and sister and sell them as prostitutes. My mom begged them and prayed to god in front of them to let us go. They let us go and somehow we made it back to the mainland and tried again. We eventually made it into Thailand and lived in a refugee camp for about a year. If you don't believe in ghosts you should consider staying a night at a refugee camp.



At age 9 I arrived in nj. My mom and dad knew little to no English so it was hard for them to get a job. My dad worked selling hot dogs at the green in Morristown NJ for about 4 years while going to night school and college to get his degree. My mom worked as a waitress at a Japanese restaurant in the evening while being a stay at home mom. We lived for 5 years in a 1 bedroom apartment located at 12 prospect street in Morristown NJ.

My parents and I didn't know it at the time but I was diagnosed as being autistic. We didn't know because we didn't even understand English well enough to know what it meant. This being so I grew up super shy and was in special education classes all my life.

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Regardless of how slow I was, whatever I was into I was able to out do anyone in it. Art, computers, graphic design and programming... was my thing and everyone at school knew it

Fast forward years later..

My dad got me into programming by telling me that if I learn how to do it I can make my own video games. He in essence tricked me into it. In the end I fell in love with it.

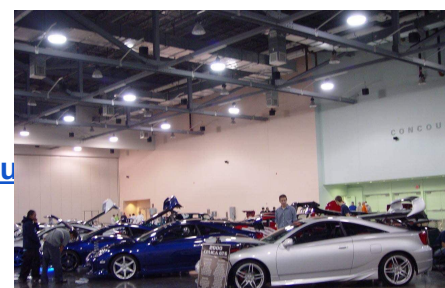
At age 14 after understanding how to do visual basics, c and html i asked my dad what was next. He told me that I should go out and get companies to hire me to program for them. I asked him how do I do that? He said you need to make a flier telling people what kind of service you can provide, I will then print them for you and you can go hand them out and someone will call you. In the end I did just that and I ended up getting a client that did hire me. At that time I was so young I didn't even know how much I got paid or what money even was. All I did know was that I got the job done.

At 16 my dad gave me two thousand dollars to invest in stocks. I started off slow and did really well with buying Priceline right after it went ipo. I shortly lost it all with the tech crash but it's an investment strategy that I love even more than real estate to this day.

At 19 I rented out night clubs to throw parties. I asked my mom for the startup capital of course. My biggest party had over 2000 people in attendance and my average was about 800 people.

One of my greatest memories from throwing parties was when these 3 girls at the club asked me to get a drink with them. They were also standing next to the club owner and a security guard. I said to the girls I'm not old enough to drink and the girls were like what?!! No way!! The club owner told me dude get a drink with them on me haha

At 21 I out grew throwing parties and got into doing import car shows around the country. Yes I use to rent 100 to 200 thousand sqft convention centers and pack it with import models, people and yes cars a well haha. It was all 100% me an autistic kid that was in special education all his life. I did it all with literally no help. I also had no idea what I was doing. I just came up with the idea and did it.



At 23 I lost all my money. One of my greatest memories from losing all my money was this one night I laid in bed thinking how unfair my life is... I thought about how I wasn't gonna be able to get a good college degree or career because I didn't really know how to read or write very well. Nonetheless I went to school and tried to get my degree to make my parents happy

At age 25 on my third year going to college I met a classmate who was trying to flip houses with no money.. i was like yeah ok this is probably some sort of scam... we are both night owls so he always ask me to help him go out to post up bandit signs and I remember telling him he is crazy for wasting his time doing it.

6 months later he drove up in a new infinity g35 and was living in a luxury apartment vs his parents house. Once I saw that I knew it was real and I dropped out of school and gave it a shot. Within the next 6 months I did my first short sale and flipped it for 50k spread. Right after I told my friend I'll do all his short sales and next thing you know I had over 200 short sales on my desk.

At age 27 I knew how to do short sales really well and worked with a guru to teach classes. I later found out the guru i was working with didn't know what he was doing and was just a great salesperson. He was charging people 10k for mentorship but never did it himself. I was his entire back office.

Another one of the biggest life changing moments for me was when one of my friends at the time asked me, ``Are you going to do something about this?"

I wanted to but I was afraid because I am shy. I have been shy all my life and I had major stage fright and I didn't know what to do... It was hard but I decided to not work with him anymore and get into the education business to put a stop to him. How did i do it exactly? As i worked to figure out how to pack the events whenever i was about to go on stage.. Especially in my first 10 to 20 sessions... I would take a shot of hard liquor so I could get comfortable... At first I just focus on getting comfortable speaking. After a period I got the hang of it and I stopped taking shots because i wasn't an alcoholic. Shortly thereafter I focused on making sure people actually understood what I was sharing..

My first year doing classes I had over 150 students that paid me 1k each to take my class. From those classes my office started to process over 200+ short sale flips a year. My biggest short sale flip at the time was 150k net.

In 2011 I got kicked out of a real estate investors association because I was accused of selling my real estate education programs to their members. My good friend Frank Ballerari, the ex-president of the REIA called me to kick me out. I told Frank you know I'm gonna start my own club if you kick me out right? He was like I know how you are and I want to join as the first member hahaha

Fast forward to today I run the largest real estate clubs in ny, nj, and pa. Our club in ny has over 13 thousand members on meetup. Our NY club has over 14 thousand, nj club has over 9 thousand and our pa club has over 8 thousand members on meetup. Not only am I over the fear of speaking on stage I now love doing it! Since discovering this **I now look for fears to face because you truly don't know the world you aren't living until you do.**

What is my point with this post?

Today marks 30 years of me being in America. When my parents decided to escape to America we didn't even know if we would make it because one of my uncles that tried a few months earlier died. Nonetheless we tried, hit a bump in the road, tried again and got here.

When I did my programming company, stocks, parties, car shows, and real estate ventures I also had no idea what I was doing. I also had no gurus, mentors or friends to talk to about how to even start. I also didn't have books cause I didn't know how to read to make sense of them... and in the end it all worked out!

So what was my secret formula?

What I did was I came up with an idea... Put together a game plan and I went after it. If it works great... if it doesn't work identify why it didn't work and try again and again and again until it does.

And that was it!

Nick Tang

Nick's Way of Life

- Your greatest fear... whatever you are allergic to.. Or having a handicap with doing is actually your greatest skill set. You just have to face it, expose yourself to it or unlock it and once you do you will see
- The biggest secret in life is public.. Because it is openly shared no one values it
- I do not need to be smart. I am instead the greatest problem solver.. Even if you aren't a great problem solver yet, you must start with believing that you are so you can unlock this skill set within you. It all starts with personal belief!
- Everyone thinks i am very productive and busy but I am not. I am instead super lazy so how do i get all i need done? Simple... Before i ever start anything i like to figure out how to get it all done without me having to do any of it. Until it is figured out i don't start..
- I am very irresponsible so I surround myself with people that are responsible so i don't have to be.
- Because I have always been a slow reader, I make sure to execute the chapter I just read before I ever went on to read the next. If i have questions, find another book with the same chapter and read their perspective on how to execute that chapter... Repeat it enough times and you will slowly see your way.... A way to execute that connects with you and once you do.. Go do it now!
- Speed of execution is a big secret to success.. Reading without execution produces no result. But the speed of execution is even more important as... the longer you take to execute the higher the chances you won't ever do it.... So hurry up and just do it!
- I devote 99.99% of my freetime to me so please don't be offended if i don't pick up your phone call or call you back

Nick's Quotes

- There is a way to do everything without doing it.
- Cash and Cash Flow are not king, leverage is king
- Everything is hard until you master it
- Risk is not real. Risk is only real until it is figured out
- How you start is how you end
- Your beliefs in life have brought you here, don't like it? Change your beliefs
- What you believe is your reality
- Time is not real
- Change is instant
- You can't make money without money, you can't make money with money
- How can I do this with no money?
- The Problem is the answer

Nick's Favorite Audiobooks

- The alchemist
- Law of attraction
- Untethered Soul
- Rich Dad Poor Dad
- Surrender Experiment
- Cashflow Quadrant
- 4 Agreements - Before the first chapter
- Built to sell
- Law of One
- The Art of the Deal
- 4 hour work week
- The Entrepreneur Roller Coaster

Nick's Favorite Book Quotes

Seth Material

You choose your life before you ever lived it

The Alchemist

"What you still need to know is this: before a dream is realized, the Soul of the World tests everything that was learned along the way. It does this not because it is evil, but so that we can, in addition to realizing our dreams, master the lessons we've learned as we've moved toward that dream. That's the point at which, as we say in the language of the desert, one 'dies of thirst just when the palm trees have appeared on the horizon.'

"Every search begins with beginner's luck. And every search ends with the victor's being severely tested."

Untethered Soul

"Who am i?"

Favorite Movies

1. Founder
2. The Social Network
3. Pirates of Silicon Valley
4. Margin Call
5. Wolf of Wall Street
6. Mr. NoBody
7. Interstellar
8. Inception
9. It's about Time

Favorite TV Shows

1. Futurama
2. Undercover Billionaire
3. The Profit
4. Shark Tank

Favorite Youtube Videos

DON't watch the video.. Instead just listen to it

<https://www.youtube.com/watch?v=OEMnwl2G2U0&t>

How to fight through the worst of times

<https://www.youtube.com/watch?v=vqvFrBZS00c&t>

Les Brown, It pays to be hungry

<https://www.youtube.com/watch?v=xFr0FKnaLDk&t>

Meetup Events

Real Estate Events

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