03:58
Hello, hello, hello everyone. Welcome to the call. Hello. How's everyone doing today?

04:09
Yes, great. Awesome. Super fine. Wonderful. Fantastic. Shall I continue? Fantastic. There you go. We got a wonderful call for you today. So be ready to take some good notes. You guys are gonna love what the topic is today. Before that, we do that though, we always open up with some...

04:34
wonderful shares and wins that everyone has. Does anybody have any shares and wins they want to share? And tell the group.

04:45
Anyone wins good news, deals, private money raised, anything over the past couple of weeks that we haven't been on. Anyone?

04:57
Obviously just a ton of people chiming in there, Chaffee, everybody's chomping at the bit. That's right. Oh my goodness, come on guys. Hey Crystal, how you doing? I am fantastic, thanks. How about you? Wonderful, excited to be here. You got it. Yeah, just jumped off of an hour of power with our folks. So of course, always great energy there. Hello there, Crystal. Hello, Jay Connor.

05:26
Hey there. Hello, Chaffee. Hey, Jay. How are you doing? All right. Good to see all of you here today. Yes. I am so excited to have a special treat, special guest, special friend of mine. Presentation is that enough specials, uh, here on the live private money zoom training him in a moment. Uh, after I do some other introductions, but, um,

05:55
We've never had anybody. In fact, I don't know. I don't know anybody else in this space as to what Sam does and teaches quite like he does. It's very unique. He's gonna be talking to us about how to not double, but triple, how to triple the revenue on your single-family houses using a strategy called the co-living strategy. So why in the world, but I have my good friend present on that here.

06:24
during a private money Zoom training. Well, I can tell you what, this is another fantastic way to use private money, right? It's a fantastic way to use private money and triple revenue that you've got coming back off of these single family houses. But before I introduce my good friend, Sam, I got some other folks I wanna introduce. A couple of them have already started talking. We've got new members on here that have never been here before. So we wanna give a special welcome to them. But first of all,

06:53
Let me start with some introductions. Ashley, I don't see you Ashley, but I bet you're here somewhere. I'm sure you can hear me. There you go, now we can hear you. So Ashley, if you would introduce yourself to our fine looking group of team members here. Hi everyone, Brenda's in the background with someone on the phone. As Jay says, we actually do answer the phones here in the office. We have corded telephones here. And...

07:21
I'm Jay's executive assistant. I help him do really anything that he needs done. But as far as y'all are concerned, I'm here to help make sure your questions get answered. If you have any tech issues, we can troubleshoot those for you. I'll put our office number and my email in the chat. That way you can get ahold of us if you need me. Wonderful. Thank you, Ashley. Yes, if you don't have our phone number, be sure and save that in your phone right now. Ashley's putting that in the chat, 252-808.

07:50
And yes, we do answer the telephone. And, um, let's see here, Ashley or crystal. Do you see Scott with us? I don't know if Scott is with us or not. Probably not. Cause he's like in a different time zone in Africa. No, I don't see him here. All right. Well, anyway, Scott, uh, I'm referring to Scott Patton. Scott is the producer of my podcast, raising private money. And for goodness sakes, if you haven't.

08:19
searched and listened for raising private money. That's the name of the show. Be sure and follow me on whatever your favorite podcast platform is iTunes and et cetera. And then we have got Crystal Baker who was saying hello Crystal take a moment introduce yourself. Absolutely. So as Jay said, my name is Crystal Baker. I started investing in real estate back in 1996 super traditionally. So bank loans.

08:47
to purchase property, I would actually, it was my side hustle. I had a full-time career at the time. I was an occupational therapist in leadership, but I would buy the house, move in, work on it, and do some of the things that needed to be done in order to resell it. And then after about a year, I would sell it and start over. And then in about, in 2008 timeframe, I, a little bit late in life, I decided to get married and have kids. And I...

09:12
stepped out of the real estate market. So I wasn't brilliant and I wasn't forecasting well, which I wish I had been, but I wasn't. Actually sold my last house in a bidding war, purchased some other property with that, and just kind of moved on from that stage, just focused on the career. And unfortunately, when my daughter was a baby, I found myself a single mom, which was not part of my game plan in that whole process. And I thought what had served me in the past? So unfortunately I was dropping them off at daycare. They were-

09:40
Daycare was raising them, you know, after hours, before hours, and just trying to juggle everything. And we were just existing. We just didn't live anymore. And I thought, I can't keep on doing this. And so I stepped back and took a look at what had worked for me in the past, and real estate had been very good to me, but I just didn't know what I was gonna do with it under the circumstances with two tiny kids.

10:02
So I took a bunch of courses, hired coaches and mentors, did not go particularly well at the outset of it. So I don't want to delude anyone, but that just meant I did not pick very good coaches and mentors. So I ended up in the room at the live event. And at that point I had said to myself, not buying anything, not signing up for anything, not anything, so I've already spent all the money I could spend and pretty soon my kids and I are gonna be living in my car if I'm not careful. So.

10:30
I went into it with that mentality. I walked out as an all-in, a Platinum Plus member, and after nine months, stepped away from a 26-year career as an occupational therapist in leadership and was able to start living life. So I was now the room mom, and we were traveling, and I was showing up for every single thing, and I wasn't dropping my kids off. There was no longer a daycare.

10:54
in it, I was taking them to school and picking them up and going to the office during the day. And this is amazing. And during that process, J asked if I would be willing to help coach the students. So I got my coaching certification as a Prism Life Design coach, started working in that space. So I'm on all accountability calls. I'm there for all the platinum Q&A calls. I provide hotline. I'm there for our power. I help facilitate with our mastermind group.

11:20
I am at all of the live events and with the masterminds during the initial part of that and just super blessed to be living out my dream and really fulfilling what my purpose is and that is helping people and helping people to be able to change their lives and make choices when we all know what it's like when you can't. So super blessed to have been given that opportunity and changed my life. And I really thank you so very much, Jay, because it has been such a blessing. Absolutely. Thank you, Crystal. And Chav, if you take a moment, introduce yourselves and then we're going to bring on our.

11:49
featured guest. Hey everyone, my name is Chaffee Tonwin and I am also blessed and excited to be here. As Crystal said, I started my career in the corporate world as an engineer and was working the day job from eight till eight. It takes us like nine to five only. Back in the day, I was working 50, 60, 70, sometimes 80 hours a week and knew that that was not what I wanted to do.

12:19
And I didn't really know what I wanted to do, only I ran across this thing called real estate investing and decided to go, hey, let's buy some houses, fix them up and make some money. And shortly realized that I had no idea what I was doing and then ended up working over a hundred hours a week between two jobs, my day job, and then my other jobs, real estate job. And as Crystal said, it was a kind of a bumpy road. And I'm sure many of you know that this business, sometimes you feel like,

12:47
asking yourself like, why am I doing this? Like, why am I putting myself through this? And when you realize what you're doing it for and you realize why you're doing it, and then you commit to that and you work hard at it, eventually things turn around and that's what happened with me. Eventually things turned around and I was able to leave my day job and focus full-time in real estate. And during that journey, I discovered something that my passion wasn't real estate. My passion was coaching. My passion was helping people.

13:16
And so I started transitioning into the coaching world and started coaching. And fortunately, along that journey of coaching, I started working with some big name real estate gurus and mentors and ran across this guy that has been talking here, his name's Jay Connor. And Jay was just starting his coaching and teaching business at the time. And so we kept in touch over the years. And then once he really started blowing things up, he said, hey Chaffee, come join the party. He helped me with this thing. And so.

13:44
Came over, started working with Jay. Now I'm at every single live event. I work with all the students. I'm at the mastermind. You know, I'm on these calls and it's just been a blast. And not only to fulfill a passion that I have with coaching to be able to use the skills and the interests that I had in real estate, as well as my corporate world and project management and all that kind of stuff. It's really been, as Crystal said, fulfilling. So thank you, Jay. Thank you, Chaffee, so much.

14:14
So with that, yes, I see Sam already applauding. So I want to introduce you to Sam Wiggert, very good friend of mine. We're in a mastermind group together. In fact, I think Sam, that's where we originally met, I think was in the mastermind group. And I started learning and listening to what Sam had going on. I'm going on my lands. What Sam is doing is what I came up with, a phrase that says,

14:44
buy it by the gallon and sell it by the squirt. I don't know if you all ever heard that or not, but you buy it by the gallon, sell it by the squirt. Well, this co-living strategy is exactly what Sam's doing. He is taking that property and he's leveraging it to get at least three times the revenue, the return, versus what traditional investors do when they're holding onto a property.

15:10
So I'm going to turn it over to you, Sam. I know you've got some amazing information to share with the group here. So Sam, I'm going to let you take it away. And if you need to share your screen, PowerPoint, et cetera, Crystal will get you going. Thank you, Jay. I really appreciate that. What's up everybody? I know I saw in the chat.

15:33
Well, first of all, before I before I dive into that, I want to say a big thank you to Jay and Chaffee and Crystal and Ashley for having me on and frankly, for everything that you guys do for this community. I have had the unique privilege of getting to know Jay over the last bit and have recently had him come into my community and speak and was just blown away. And I hope you know, sometimes I think

15:57
when you're a part of something, you forget how lucky you are because you're so close to something. You guys ever had that experience in your life? You know, you realize just because it's in your backyard, you forget it's someone else's bucket list, right? And so being a part of this is a bucket list item for many people, but he's in your backyard. You get to talk to him every week and connect with him. And I just want to just want to say how lucky you guys are to be a part of this. And Jay, thanks for everything you do to pour into, into us, into my community, into these people.

16:26
Uh, really, really, really blessed. So if we could give it up for Jay Connor, ladies and gentlemen, and of course the team, Ashley and Crystal and Chaffee, I know you guys are huge support of everybody. That's amazing. Um, so yeah, guys, I am super excited to share with you a strategy that frankly may not be right for everybody, but I think I was thinking about it as I was coming on here. I thought, well, why am I, why am I sharing this strategy with a bunch of people that are raising private money? And kind of like Jay said at the very beginning. And I thought.

16:55
You know, I know you guys are into real estate. I know that there's a lot of real estate people here and you're using OPM, you're using other people's money to accomplish some of your goals in real estate. And I'll share with you a conversation. I was thinking about this. I'll share with you a conversation I had just yesterday. I was having a podcast. I'd had someone on my podcast and this guy had bought four of these co-living homes. You're gonna learn a little bit about what co-living is today. And he was able to go out and get debt service loans

17:26
on these homes. And then he went out and he raised private capital for all of the remaining money that he needed for these homes. Now, so what this means is that he financed these homes a hundred percent, right? Pretty simple. Now, most homes that you go out and you finance, how much cashflow are you gonna be making if you have a regular mortgage to pay

and you have a private money payment to make? How much, how much guys, how much are you guys gonna be making on that home? A normal single family home.

17:56
I see one zero over here from Steve Smith. Who agrees with Steve? You're either gonna be losing money or making zero. But this guy, his name was Fernando, was able to finance these homes 100% and still was making, he had four of them. One was making $1,000 a month, one was making $1,500 a month, one was making a net cash flow of $2,000 a month, 100% financed. How many of you think that that would be a pretty cool strategy to learn? If you could find a home, and by the way, he bought these homes on market.

18:27
They weren't even off market deals. He just financed them completely using a regular loan and then private money for the down payment. Okay. And that's what we're going to be talking a little bit about today, which I think is really exciting. And maybe the second thing I'll say before I dive in is this strategy that I'm going to share with you today is, is not just all about the money. It's not just all about creating cashflow. How many of you are aware? And I,

18:53
I know we've got people in different States here, so maybe you could just wave at me or drop a thumbs up in the chat. If, if what I'm about to say is true for your area, but I know it's true for my area, but I want to see if it's true for your, your area is affordable housing, sort of an issue in your area. If it is, give me a thumbs up wave at me. So I know I'm talking to you and you guys, that we are, we're all awake. Yeah. I'm seeing mostly thumbs up. If it's not, you can give me a thumbs down.

19:22
In most areas. I mean, I would say in almost every major city, affordable housing is an issue. Actually, as of tonight, it literally October 9th, 2024, 600,000 people will be homeless in America tonight.

19:43
That's crazy. The richest country in the world, one of the richest countries in the world and 600,000 people don't have a place to live. To me, that breaks my heart. And so part of what you're gonna learn, part of the reason I'm so passionate about this strategy, I see that emoji, Mr. Ruaz, I like it. Part of the reason I'm so passionate about this strategy and Mr. Ruaz, you're in Chicago it looks like. So yes, affordable housing is definitely an issue in Chicago.

20:11
But part of the reason I'm so passionate about this strategy because this strategy helps solve the affordable housing issue. So I believe it is kind of one of these few, you know, maybe once in a lifetime opportunities or a few in a lifetime opportunities where profit and purpose and then truthfully what you guys already know and are learning from Jay, which is raising private money,

come together into a beautiful marriage. And that's what I'm going to share with you today. And it's all through this strategy called co-living.

20:41
which is a way to create two, three, sometimes even four times the revenue on a single family home and at the same time provide affordable housing. All right, does that sound cool? Is that something you guys would be interested in learning just for the next, I've got about 30 minutes with you guys? Cool, all right. By the way, Sam, I wanna let you know just how special you are. I'm allowing you to present and thankful that you're presenting to this wonderful group.

21:07
On my birthday. So yes, today is my birthday. That's great. Well, this is the greatest gift I could give you that. Jen is my gift for you. For everybody, for everybody that's coming to the live event in two weeks, Sam, you're coming for everybody's coming to the live event. I'm thinking we just might have some birthday cake to share. That's awesome. Back to you, Sam. And by the way, as an aside, as a side note, I am coming to the live event. I'm bringing a good friend of mine.

21:37
What I've learned about live events and Jay you can correct me if I'm wrong on this is They're always more fun when you get friends to sign up and come with you So I'm bringing my best buddy has been my best friend for the last 10 years so if you guys are coming if you're not coming you should be coming and If you're not coming with a guest if you're not bringing a friend And getting them to register and come with you then then you should be it's just the way to go So I don't know if you allow guests at your events Jay, but I hope you do because I just

22:01
stepped out of the limelight and said that. Now, in fact, as thanks to you, as of now, they get to bring a guest for free. How about that? Let's go. Happy birthday, Jay. Thank you. All right. So let's dive in. I'm going to, I'm going to share my screen here and, um, I'm going to just kind of share a little bit about my journey into this asset class, how you guys can use it. And, um, and just what it feels like and what it looks like, and then we'll, we'll open it up for a few questions at the end.

22:29
I'll turn it back over to your guys as capable team. So without, without too much further ado on me, there's a little bobblehead version of me. I'm going to say welcome to co-living real estate. It's a new way of doing real estate. And I'm going to ask you for the next, you know, 20, 30 minutes that I have with you guys to truly open your brain. Like just open your mind to a new way. Because a lot of times when I present what I'm about to present people are like, there's no way that works. Right. And in my community, we have almost 2000 of these rooms being rented. So a.

22:59

We have a track record. That's number one. Number two, does anybody here remember really quickly when Uber first came out? You better remember I was, you know, eight, nine, 10, whatever it was, 10, 11, 12 years ago. Now, when Uber first came out, do you remember what most people's reaction to Uber was? That will never work. Let me get this straight. You want me to get into a stranger's car and they're going to drive me to a location.

23:26
And then they're going to pick me up and I'm going to, I'm going to be the driver maybe, you know, even on this deal. And I'm going to pick up a stranger and they're going to sit in the back of my car and I'm going to drive them to some undisclosed location and they're not going to kill me or mug me. And like that'll never work. And yet today, ladies and gentlemen, we have Uber and Uber is part of the shared economy and what I'm going to share with you as part of the shared economy. So we'll just start with a really simple question or a simple purpose to what I'm going to share.

23:53
And that is to learn a method, what I call a proven method to help solve affordable housing. I call retire. I put that in quotation marks, but retire with as few as five rental properties or less. Does that number seem low to you? This five seem low to you. It's supposed, I hope it does. I grew up when I was starting real estate.

24:17
I had friends that had hundreds of units. I'm sure we know people that are in syndications or there, and they have hundreds of units and they're nowhere close to being retired. But I think what's the power of the strategy I'm gonna share with you is imagine having five rental units and having the cash flow. Like I told you, my friend, my friend who has four of them with each one doing either a, somewhere between a thousand and $2,000 a month in net cash flow. You don't need a lot of those to quit a W-2, which was so cool to hear Crystal's story and Chaffee's story of.

24:45
them quitting their W2 and being able to do this full time, right? Without the insane time commitment of short-term rentals, without needing to have millions in capital, but you guys know that. Oh, so well. And not even needing to have any real estate experience. Okay. So what is co-living? So co-living really fast. I know there's a lot of, there's a lot of texts on my screen. By the way, can you give me a thumbs up if you can see my screen? I just want to make sure I actually am presenting your, okay, awesome. I make sure. So instead of renting out a home to a single family,

25:12
You rent it out to multiple renters who each rent a room. They share a common kitchen and they share a living space. So co-living helps solve affordable housing by providing the local workforce with a lower cost option to live. And by the way, I lived in these homes. I lived in

co-living homes for 13 and a half years. It was my number one way of saving money so that I could invest in more real estate. So I'm not sitting here talking

25:41
a big game about theory. I'm sharing with you that I've done this on the investment side. I've coached, I've taught, and I've lived in these homes for over a decade. Right? So I know what the experience is like, right? We'll talk about that in a little bit. So when you do it this way, of course, very simply, as you might guess, I love Jay's quote, you buy it by the gallon, you sell it by the score. That's it. You get more cashflow per home because you're renting out to multiple tenants instead of just one tenant. Pretty simple. So far, wave at me if that's making sense. Pretty simple.

26:10
Not crazy complicated. I'm renting a home by the room. Right. So what does that mean? Well, it means you need less homes to achieve your goals. Right. It means you need less homes to achieve financial freedom. So I'm going to give you an example because a lot of people will just challenge me on this. I'm going to give you an example and I'll leave in if you guys want me to I'll even share the Zillow link of this exact home that I bought. So I went out. This was I probably bought this home. I think it's been two don't quote me the exact time. I think I've had it for like two years, maybe two and a half years. And when I went to go buy this home.

26:40
It's in Charlotte, North Carolina. That's where I live. That's where I'm sitting right now. And that's where I have a lot of my properties, my wife and I's properties. I bought this home and the bank came in and said, Sam, that home, if you rent it, is gonna rent for $1,985 a month. That's how much this home would have rented. That was the rent appraisal on this home. And of course, I'm not here to argue like what the number should be, but I'm just gonna throw in some little budgets. Let's say we take off 150 of that a month for maintenance.

27:09
We don't have to pay utilities. That's a good thing, right? Because the, whoever we rent it to, usually when you rent a single family home, who pays utilities guys? They pay utilities, right? That's good, that's great. And let's just say we've got some management. We're gonna throw 10% in there for management, $2 for management. And that leaves me with $1,635 to pay my taxes, my insurance, my mortgage. That's called the net operating income, right? And by the way, the mortgage I was getting on this property, $1,635 wouldn't have even covered it.

27:38
Right? I would have been losing money, but instead we took that exact same home, which actually I'll share. I'll show you a picture, uh, some, I'll show you the listing for that home in a moment. So you can kind of get an idea of what that home looks like. We rented the exact same home to eight different individuals. It filled within three weeks of going live. And what do you think we rented it for? What do you think? Eight individuals, $6,450 a month. Now some of the rooms were lower. Yeah. That's crazy.

28:06
How many of you like that number better, by the way? You prefer to rent your home out for that. And some of you are like, wait, I thought, this isn't a short-term rental. This is people living in this. This is home for them. Again, that's where you gotta kinda suspend your brain for a second. You gotta go, wait, okay, you might not live this way, but there are hundreds of thousands of people who will. Now you might say, well, Sam, okay, I get that you're renting it for more, but man, there's gotta be more maintenance on that home. Yeah, sure, let's put in a bigger budget for maintenance on that home. But Sam.

28:36
You're now paying utilities on that home, right? Cause you got all these people and we want to include everything in one price for their room. Sure. Yeah. Let's pay. We're going to pay the utilities on the home. We're going to stick a budget of $450 a month for utilities, but Sam, there's more management, man. Like if you do it that way, you're going to, there's going to be more management, more nuances. You're going to have to hire, you know, someone it's, you might have to pay someone more to handle all that. Absolutely. So let's stick in a bigger budget for management, but guys, even with the additional expenses,

29:03
This gives me, this still leaves me $4,950 to pay my mortgage, my tax, my insurance, and now cash flow a couple thousand dollars a month. Or for you guys that are raising private money, pay off your private money lenders with the additional funds, right? How many of you like that number better, by the way? Pretty cool. That's what this strategy allows you to do. And just for, just for fun, I don't normally do this, but I'm actually just going to hold this up real fast. I think it's really cool. I think people like to do this because I want you to see.

29:32
This isn't some crazy home. You know, this is just a simple home, sharing the screen right now. I bought it June 11th, 2021. So I've actually owned it for a few more, let's see, it's 2024 now. So, yeah, over three years. Well, I owned it for over three years, about $315,000. They gave us $15,000 back at closing, so we got it for 300. And it's like nothing crazy special, right? And today, by the way, I'm gonna share with you how I was able to know that this is a good co-living home. So I'm gonna give you the perfect co-living home method.

30:00
Just something I've tweaked over the last decade. You're going to walk away with those. So here's, here's the home. Pretty simple, basic home had a lot of rooms, had plenty of parking, which we'll talk about in a moment, but I just wanted to kind of share that. So you kind of get an idea. I want you guys to have a visual. This isn't some crazy big 8,000 square foot home. This is actually just kind of a normal single family home, something pretty simple that would be in Charlotte.

30:24

Now I'm going to, I'll share a little bit about how I got here and some of the problems along the way. And I think this will help you wrap your head around this. So my first co-living home was three bedrooms, three baths. It was in this apartment complex. Now I didn't think of this as an investment at that time, guys. I just thought about it as like, I'm living for free and I'm making a little bit of money and that was, that's called house hacking. Anybody here ever heard of house hacking by the way? Yeah. House hacking is when you live there, right? It becomes co-living when you're not living there and it's a pure investment for you.

30:55
That's the difference between house hacking and co-living. So that was my first one. And then I moved to Charlotte, North Carolina, and I bought this exact home. It's on Land Grant Street, and I lived there, and I kind of did the same thing. I house hacked it, right? But I didn't have any of the systems that you need to have to run co-living. I didn't have any leases, I had no house rules. There was no parking arrangement. You can actually see just in the corner of this photo, I don't know if you can see my mouse or not, where I had to add some gravel parking. I didn't have any of those systems.

31:24
I had a couple of tenants who squatted, I had ended up kicking them out. But the truth was it worked and I had fun. And so what I did at this point is I said, this was about eight years ago now, I guess eight or nine years ago, I said, okay, it's working with four people sharing a house. I wonder if it could work with five because the cashflow with five would be crazy. And I went on, I said, what could it work with five rooms? Could five people? And I bought this exact house, which I just recently have sold because it had appreciated so much.

31:54
but I bought this house and at this home, we had something we call peanut butter problems. And so peanut butter problems are where, you know, one of the members would call me up and he would say, Sam, I'm so mad, I'm so angry. Susie, who also lives at the home, one of the members at the home, one of the tenants at the home, she ate my peanut butter. And I was like, what do you want me to do about this? Like, I...

32:20
If these are the problems I have to deal with with co-living, I don't want to do this. But we created systems. And so a couple of the systems we created, I'll give you two of them right now. Number one, we labeled everything. So we created this really cool system where when you walk into the kitchen, everybody has a labeled cabinet. We realized that everybody needed a labeled shelf in the freezer. I know this sounds crazy and like really silly and detailed, but like it worked.

32:47
We need everybody needed a labeled spot in the fridge. We even, we even went crazy on this guys. We labeled where their mail came in, gave them a special mail slot. We labeled, uh, where they parked. We created this little parking map. You might say, well, Sam, that seems like

a lot to set up. It's a lot to set up once. And then it's done. But for me, and for a lot of people who are doing this, it's worth it. We even labeled where they put the detergent. We went to the laundry room. We said, this is room one, room two, room three, room four, room five. We labeled all the rooms and gave them a number, right? Room one, room two, room three. So.

33:17
We kind of solved that problem through systems, right? Similar to what Jay teaches you, right? Jay doesn't just teach you, you know, he teaches you the systems to raising private capital. And the reason systems are important is because then it's reproducible. So I said, okay, well, it's working with five. I was having fun, my four bedroom house was still operating, my three bedroom condo in Charlottesville, Virginia was still operating. And I was like, this is pretty cool. So then I go and I said, could it work with six people sharing a house? Could that work?

33:46
And we had parking problems. You can actually see in this picture, this is the exact house that I tried six bedrooms with. As I tried, did six bedrooms with, initially tried. You can see where I added concrete. See how it's like two different colors of concrete there? That's because I had to add that because I needed some additional parking. We had these parking problems, but then we created, as I told you guys earlier, the parking map and that solved that problem. So we started solving that through systems. And pretty soon we realized we created a plug and play system. We went on to seven, we went on to eight, we went on to nine.

34:16
We have a student in Houston who just called me and said, Hey, I filled my first, it was her first home, her first 12 bedroom home. And I was like, Janice, I thought that home was only supposed to be eight rooms. She's like, yeah, but there was a big attic. We decided to turn that into two rooms and we used the garage and we, we used it for the highest and best use. And she goes, all the members love it. And they're having this great time. I said, how much are you netting? She goes, I'm netting five K a month from one house. And I went, that blew my mind. I was like, that's crazy. How are you doing this? Apparently, do you guys know in Houston, you can buy like, like it's.

34:45
Like you buy a 3000 square foot house for 380 grand like or 350 grand like Houston's a still a reasonably priced market. So that's kind of the journey. Now, when I got to this journey, I had three or four houses. How many of you know this guy that I flashed up on the screen? Anybody know who he is? What he does? Couple of you read his books. If you're not watching, maybe you're driving or something. This is, I put up a picture of me and Robert Kiyosaki wrote a really famous book, Rich Dad Poor Dad. I'm sure all of you have heard about or read. If you haven't, do not pass, go.

35:15
Do not collect $200, go read it. And I went to him and I said, Robert, I'm a little bit nervous because I'm doing this co-living thing, but I don't see anybody else doing it. This is probably, you

know, probably eight years ago, maybe seven years ago now that I had this meeting with him. I said, I don't see anybody else doing co-living. And like, I'm wondering, like, should I go all in? I wanna put more capital in, I wanna raise capital. Like you guys are all learning to do and know to do and.

35:43
I'm like, but I'm nervous. Like, is this, am I just gonna wake up one day and this not be a thing? And I felt like I needed someone to kind of give me that confidence. And Robert looked at me and he laughs and he goes, Sam, I'm gonna tell you something. I truly believe that co-living, so seven years ago now, is the, and he wrote it down, he gave me the quote, he said, it's the wave of the future. And we were kind of going back and forth. And I said, I know, I kind of think like the room could become the new apartment like it is in Europe.

36:12
That's how Europe thinks about rooms. They rent rooms by the thousands in Europe, right? It's how a lot of the people live. It's how millennials all live, right? That's how they live because they don't, they can't afford a whole studio. There's less space. So he gave me that and then he leans in and he says, Sam, when crap hits the fan, I already know how I'm gonna split my 4,800 square foot home on the lake into six different units. And I'm gonna co-live my house. If I ever had to, I would co-live my house.

36:39
And I laughed and he laughed and I thought, well, if it's good enough for Robert Kiyosaki, it's good enough for me. And that was the moment I went all in on co-living. And since then, this space has dramatically grown. There's tech companies in the space that are trying to be the next Airbnb of room rentals and it expands and it's not just theory anymore, right? There's huge money. This is an article of a company putting $60 million in Charlotte, my hometown, into co-living, which is really cool.

37:08
Now, I want to transition to one thing really fast. We've already sort of talked about this. So I'm gonna kind of rapid fire how housing is unaffordable, right? Most people said it was a problem where they lived. 30% or more of people focus on, I'm sorry, 46% of American renters spend more than 30% of their income on housing. A lot of those people spend more than 50% of their income on housing. I'm not trying to bore you with the numbers. What I'm trying to share with you is there is...

37:37
millions of affordable housing units short. And of course we know all the stats on like debt and things that people are coming out with. And so I wanted to share with you, and I'll drop a link to this in the chat. I usually have my team members on, she's not on today, but I'll drop a link to this in the chat. The US Department for Housing and Urban Development came out recently, I say recently, fairly recently in 2021. And they said, we believe co-living can solve affordable housing in America.

38:05
It produces, it's a viable product. And we are now going to guarantee rent for anybody who wants to accept housing choice vouchers. The government will guarantee the rent on a room, not just an apartment, not just a house. You're allowed to use housing choice vouchers for a room. And that just gave it this huge stamp of approval. And now you can, and viability as this group has expanded, which I thought was pretty cool, okay?

38:35
So I'll drop an article. You can also just Google co-living HUD, and that's in there. Now, I wanna get to some content, some notes that you guys can actually take away on what does a co-living home specifically look like. But first I wanna talk about just like, okay, who lives in a co-living home? Who's gonna rent this home from you? And I just want you to think about anybody that you interact with on a daily basis that makes 15 to $20 an hour. The person who handles your baggage, the person who answers your call when you call into a company.

39:04
if they're still stateside. There's a call center about 15 minutes down the road from me and they all make their starting base salary is $15 an hour plus bonuses, right? And in Charlotte, you can't afford a studio apartment if you're making that. Someone that's working on your car, someone that's serving you a target, someone that's making your coffee at Starbucks. Where do these people live? They're not living in a studio apartment in these big cities because it's just unaffordable. And so those are the people that we're serving. We're serving the workforce.

39:34
People love the experience. We'll talk about that in a moment. I'll share some homes with you guys. People love the experience. And then we get to change lives while we do it. So here's a couple of text messages of people just raving about the experience. Now, if you do this model right, there is some community to it. You can create a community. One of our students has a home in Houston and every week they invite the owner to a barbecue and they all get together and they live there for years because they all enjoy living together. I'm trying to share with you guys that this can be an amazing experience.

40:04
We even give them this program called the Thrive Journal. It's an educational program. If they do this educational program, it helps them improve their lives, teaches them about finances. We pay them. We give them like a little bonus. We give them some incentives. But what does a co-living home look like specifically? By the way, does that make sense? Are you guys picking this up? Are you getting how it could work, how it's needed, right?

40:30
And I know I maybe spent a little bit of extra time on that, but the reason I spent some extra time on sharing that is because I get a lot of people who are just like, there's no way that'll work. That's the first reaction. So I want to kind of share people like how it can be done in a really cool

way. Right. But I want to, I want to transition. And by the way, I saw those hands. Thank you. I want to transition to what I call the perfect co-living house method. So if you've got a pen handy, like this is where you're going to want to take some notes. I want to share with you what, what is a co-living home actually look like? Like what is the perfect co-living home look like?

41:00
This, by the way, is the home I just shared with you. And so one of the things that we look for is what we call a boxy layout, B-O-X-Y, boxy. I know that's a technical term, not really, but like we look for a home that was built before the 2000s, before they started, you know, making all of the open concept homes. So if you look, I'm gonna share with you, because I told you, remember the first home I shared with you?

41:24
that was eight rooms. I'm gonna share with you exactly how I made it eight rooms. So this is the floor plan. You walk in the foyer and this living room became a room. We added a closet to it, but it became a room. All I had to do is put a door. There was already an opening there. There were already three bedrooms here. There was this huge sun room. I don't know if you can see my, can you see my mouse when I move it? Is that? Yes, yes. It shows up? Okay, cool. So this big sun room right here became a room, right? That was.

41:50
pretty cool, that became a big room. So on the top floor, I have one, two, three, four, five rooms and I had this kitchen and I had this dining room that became the common area. Became kind of the hangout area. We put desks in there. We make it kind of a co-working area so people can like hang out and they don't have to be in their rooms and they get shared common space. And then when you go downstairs, we have a shared laundry area, right? That's something that's needed. We provide that to all of our people. We don't put coin laundries or anything like that in there. We want this to be like a really cool experience, right?

42:20
We want to help these people as much as possible. So there's this huge family room with this really cool fireplace. We made that a room. Obviously, this was already a bedroom. And then this rec room became a room as well. So we took what was normally a one, two, three, four bedroom home. And literally, without even adding one wall, it became an eight bedroom home. And we did that through finding a home that had this layout. Now, when a single family goes to buy this home, what do they see, guys? When families go to buy a home like this, they see, ah, it's not updated. It's not a.

42:50
It's not an open concept floor plan that's super popular and in even still now. Right. So it sits on the market a little bit longer, but now that you're co-living investors, you start drooling when you see a home like this. You're like, Oh yeah. And it did. It sat on the market. It 2021 is when I bought it. It was when things were going crazy. Sat on the market for like 40 days, 45 days, right? 60 days. I forget exactly, but I'd have to look. So that's an example of the house. Now

again, I already kind of showed you this. So I'm going to rapid fire through this. I already told you, I was

43:18
Normally would rent for, I think it was 1975. I think that's a type on that says 1875. But then we rented it out for 6450. And then this is another home. This is in Fairview, some pictures of that. I'm just trying to give you a visual for what these homes look like, right? Kind of boxy. It was, I'll talk about something in a moment. There's something I want you to write down if you're a note taker. Write down nice enough. You know, a lot of people, I have a buddy who went out. He said, Sam, I love this co-living concept. I want to get, like, I'm gonna only buy co-living from now on. I love it.

43:47
triple the cashflow. He's like, but I'm going to go luxury co-living. I'm going to buy like $800,000 houses, thousand million dollar house. I'm going to turn in the oldest rooms. I'm going to bring all these. And I said, man, it's, it's too nice. You know, it's too nice. Someone that can afford that they can go and get their own apartment, right? You need something that's nice enough. So just jot that down. It's, it's, it's nice enough. This is nice enough. You're providing affordable or workforce housing. It doesn't have to be luxury, right?

44:14
We took a home that would normally rent for 2250, we rented it for 5250. So there's a $3,000 difference. This is one of my favorite homes actually. We did a big rehab on this, but you can see the photos. We only furnish common areas because I want someone to think of their room as the new apartment. They can move whatever they want in there. They can change out the light bulbs in the fan from white to blue if they want. I don't care, it's their apartment. They're committing for 12 months to this.

44:44
Normally would have rented for 1985. We're into it for 6450. Pretty cool. Here's a floor plan on that one. I wanna give you guys a visual. Again, when I see homes like this, this is what I'm looking for. This is what I get excited about. So here, this home, this is the home I just showed you. This is the floor plan for the home I just showed you that rented for 6450. You've got three bedrooms upstairs, four bedrooms upstairs. This right here became the common area. You have a living room, a breakfast, a kitchen area. That became the common area. That's the part you see here. That's furnished. Where did it go?

45:12
Right there, up here at the top, there's the kitchen. This is the part that's furnished. Kind of make it a really cool hangout spot as best we can. Right? And then when you go downstairs, there was one, oops. There was one, two, three, four, could have been six rooms downstairs. It was already split up like that. We decided to make it five. At the last minute, I kind of chickened out and said, I only want this whole home to be nine rooms. So when we're gonna make this a big suite and out of bathroom, right?

45:38
And that became a really, really, really cool, really cool time. So here's some criteria you need to look for. Number one, if you're going to buy the perfect co-living home, that's going to set you financially free, it's going to produce thousands of dollars a month in cash flow. You need to make sure as ample parking, if you're a note taker, jot these down. We look for ample parking. We also look that we're close to public transportation and we've found the perfect ratio is this two thirds, the number of people to parking spaces.

46:05
two thirds the number of people for parking space. So a nine bedroom home needs six parking spaces and we have to figure that out. And Debbie, I see that question came in. I think that's awesome. We'll definitely, I'll save a few minutes here for questions. I've got about eight more minutes with you guys. So that's ample parking. Is there street parking? Can you add parking? Can you add a gravel pad or a little concrete pad or whatever? Those are always big things. No HOA. We don't put co-living homes in HOAs because HOAs just have too much.

46:31
Does anybody here like live in an HOA and just absolutely love your HOA? Anybody? Or, nobody? Okay. Okay, my experience too. My experience too. So you don't wanna have that type of, right? You don't wanna have a co-living home in an HOA. I've done it. I've lawyered up against HOAs and been like, I can do this, it's legal, fair housing laws, blah, blah, blah, blah, blah. And they still seem to somehow be able to bully me. I don't know. But anyway, no HOAs. Split level homes are great.

47:01
We already talked about nice enough. So you're not looking for luxury, nice enough. You're looking for a home that's 2,000 square foot or more. I'm gonna give you guys a little formula right now. And I'm not trying to bore you with numbers, but these are the numbers. How many of you guys realize that numbers are what sets you free? They're what sets you financially free. So I'm gonna give you a little formula. If a home is 2,000 square feet, I guarantee you it's a minimum of six rooms, six bedrooms.

47:29
I've looked at thousands of homes. You can get six rooms in 2000 square feet and then check it out. Every 250 square feet you add onto that. So let's say you find a 2250 square foot home. It's an additional room. Almost any layout, any floor plan. That's how the formula works. So if you give me a 2500 square foot home, what do you think? How many rooms? Eight, 2750, nine, 3000, 10, 3250, 11.

47:58
You get the idea, Robert. I know Robert's been one of my challenges before. So he gets the, he's got the formula. I love that buddy. So that's that's your, we don't look at anything less than six rooms. So that's why we start at 2000 square feet. Now there's another ratio you should

write down and that is three to one, write down three to one. If you're going to do co-living correctly, putting that in quotation marks, lots of ways to do it. But like the way that I teach and preach and get people is you never want more than a three bedroom.

48:28
to one bathroom ratio. You never go beyond that. Obviously in a perfect world, it'd be one to one, but you never wanna go beyond that. So write down three bedrooms to one bathroom. That's the maximum. That's the maximum ratio you want. That's the square footage formula. We've got funky layouts are great. I've already showed you a couple of funky layouts that sit on the market a little bit longer. Look for a house with that interesting layout. The more closed in it is, boxed in, it is the better. If you're a fixer and a flipper, more power to you.

48:57
That is not my superpower. I tried it and realized it was not my superpower. I want minor rehab work. So I wanna fill this home and I wanna go on to the next one. And if I were in your guys' shoes, if I had the superpower that you guys had to raise private money, and I had Jay in my back pocket, and the team he has, I wouldn't wanna do rehabs either. I'd wanna buy a home, fill it, go raise money for the next deal and keep going, right? So again, some of that is my opinion. But anyway, that's that. Not too old. We're looking for something 1970s or newer, right?

49:25
And that's again, just because of the layout a lot of times, that's when plumbing codes got updates, electrical codes, and the more bathrooms, the better. But again, remember that three to one ratio. And then the last thing is you wanna make the common spaces amazing. You wanna make the common spaces beautiful. You wanna make them like places where people wanna hang out, right, and wanna connect with. Okay, so real fast recap. You're looking for a home. You're gonna look for something that has ample parking. You're gonna look for no HOA, split level.

49:53
at least 2000 square feet. Funky layouts, minor rehab work, not too old, more bathrooms, the better. And you wanna make the common spaces, that's the only part we furnish. Amazing. Now, before we kind of wrap up here, I know there's a couple of questions that I wanna ask. And I don't wanna answer these, I just wanna see, is there any questions on any of that? Is that making sense? I guess this is my question for you guys. Is that making sense? I wanted you to walk away with like, okay, what does a specific home look like? A buy box.

50:22
Because you could go search on Zillow 4 right now. Here's the crazy part, and I'll kind of put a bow on it with this. The crazy part is 90 of the 70 deals I've bought, approximately 70 some deals I've bought, my wife and I bought, I would say 95% of them are on market and still cashflow tremendously. And that's the power of this. If you know off-market deals, you know strategies to get that, whoa, that adds gasoline to the fire already.

50:52
but the power of a strategy of an on-market deal still cash flowing tremendously to me is really, really, really amazing. So I love that. Haruna says, I love this co-living concept, also known as rent by the room. I'm Hispanic and we've been doing this since my family immigrated to the US in the late, early seventies. Let's go. That's right. Meredith says, I heard this works. Well, a friend does it for traveling nurses. Yes, we're seeing people niche down. I've got somebody that only does this for veterans. Yes, Steve Smith.

51:21
Take it away. I think I've got a couple minutes left with you guys, but cool name by the way. I'm a big fan. The Panthers had a football player that's now almost in the Hall of Fame, Steve Smith. It's awesome name. And drummer for Journey. There you go. I love it. Hey, I was wondering, do you have to make a special effort to vet the renters and make sure they have no criminal background? You know, they're not gonna bother each other and get on each other's nerves and all of those kinds of problems. Yeah, it's a really great question.

51:50
And the answer is 100% yes. You would vet them similar to how you would vet them for anything they're renting. Criminal background check, credit check, income verification. And then we do one extra step. We do an in-person screening with them where we actually do a little bit of an interview. Have you ever lived in a shared housing arrangement before? Tell us a little bit about your schedule. We wanna make sure that that fits. We do a little extra interviewing, but 100% you wanna make sure their criminal background check comes back with no violent history.

52:20
You know, you're putting people in your home, you're renting something out to them, you wanna make sure it's solid. Yeah, great question. Yeah.

52:31
Debbie says, I have an eight bedroom, two bath house. I'm renting it by the room on Airbnb. Most guests stay 30 plus days. I have a hard money loan that I'm trying to refi out of and having difficulty time getting a conventional loan and insurance because they considered a rooming house. I'm also afraid of it not renting as well during winter, any suggestions? Yeah, I would say, first of all, Debbie, awesome question. We require a minimum of a 12 month commitment. And so it sounds like you're renting on Airbnb. You might wanna try other websites. You might wanna try something like a couple of websites. This is where our team posts. You might wanna try.

52:59
listing a room like more long-term, right? On Facebook Marketplace, on Roomies, on Roomster. Believe it or not, Craigslist still works for listing these. And then you might be able to get a longer-term person in there. And by the way, that does help with financing as well, Debbie. Because if you have a long-term agreement on a room, the bank will consider that as income.

And so you'll be able to have a lot easier time refinancing out of that. And Debbie, what I can do too, is if Jay's team follows up with me, I have a lender.

53:29
who's insanely creative, he will, I guarantee you, he works with these types of homes all the time, he will help you refinance out of that. His specialty is rent by the room, refinances and purchases. It's all he does. And I can make a connection for you, because a lot of times, as I'm sure you know from Jay, it's who you know, right? It's sometimes just one connection that can send you through, and it sounds like that might help you with that as well. Super, thank you. Yeah, yeah, you're welcome.

53:57
So for me guys, I'll end with this slide and I'll turn it back over to Jay. It took me 10 years to discover kind of the hard way going in and out that co-living was for me and for many other people, the best way to number one, solve affordable housing. And the number two, to create financial freedom without needing to have millions of dollars, without needing to buy hundreds of units, without even needing to necessarily have real estate experience. So I really hope you were able to take away one thing from this. Hope this was valuable. Was this valuable to you guys in some way?

54:25
So at the very least, I hope it got your brain thinking about a different strategy, a different way to look at real estate, a different way to look at income, a different way to do this correctly. So Jay, thank you so much for the time, man. I really appreciate it. Always great to come in and talk about something I'm passionate about and, uh, and connect with your community, brother. Sam, thank you so much. Y'all. Let's give Sam the very sophisticated golf clap right there. It's right there at the bottom of the palm.

54:52
right there at the fingertips, very sophisticated golf clap right there. Sam, you are awesome, you're amazing, and I'm just not giving you throwaway words. You're an awesome presenter, you're a great friend, and you're a pretty smart dude too. I love this concept. Thank you. And we're gonna be talking more about it. And everybody, Sam's coming to the event. I might be able to twist his arm. I've already sent him a text. I might be able to twist his arm and get him to the mastermind meeting.

55:21
on Monday or at least Tuesday on the second day of Mastermind. I mean, you're going to be at the beach anyway. You're coming anyway. We might as well get you involved in the Mastermind group. I think Banjo and Erica would like to have you there at the Mastermind group for sure. I've been seeing Banjo over there smile the whole time. So thank you so much, Sam. Look forward to seeing you at the live event. Hopefully Mastermind as well. You can text me back. And we mentioned the live event. Sam's coming.

55:49
So Chaffee, let me turn it over to you. Ashley, go ahead and put in the chat, the web, the website, uh, to, uh, enroll for the live event. Uh, there's no other live event. I like this. It's two weeks from today. It's called the private money conference. Chaffee, I'm going to turn it over to you as to why every one of these people here should get enrolled. And then crystal, I'll ask you to put in your comments as well. And I promise you all, we will wrap up by 5pm Eastern in the next seven minutes. Chaffee.

56:19
There's so much to cover in seven minutes. Oh wait, I gotta do it less because Crystal's gotta talk too. So let me be quick with that. You know Jay as the private money authority, you know him as the guy to help you raise private money. And what you might not know or maybe you do and you just haven't seen is that Jay has a system, has a process for pretty much everything on how he does real estate from A to Z. So, you know, Jay works less than 10 hours a week and does three to five deals every single month like clockwork.

56:49
And if you're serious about this business, if you're serious about running a real estate business that is on autopilot, is on automatic, then you gotta get to this vet because he's gonna cover how to raise private money. And then he's gonna show you how to find deals, as well as how to sell them, and then automate your business so you're working on your business and not in your business. And what I love about this whole process is that not only is he going to teach you how to do this, he's going to bring his team members.

57:15
that actually carry out this part of the business for him. So you're gonna see his acquisition history, you're gonna see his real estate agent, his project manager, his designer's gonna be there, his attorney's gonna be there. And then you're gonna meet some of the private lenders that actually fund everything for him. So you could ask all these people questions about how does Jay work with you? How does he compensate you? How do you, you know, what excites you about this business, all that kind of stuff, so that you can take everything you learn and then go implement it in your own market, in your own area.

57:45
and be successful in this real estate business as well. And then let me just add one final thing before I turn it over to Crystal, which is what I love about Jay and the team that he's put together along with Crystal and Ashley and Brenda and just everybody that Jay works with is that he's been able to attract the like-minded people who all want to work with a business that helps people. Everybody, it's like we're a little family that...

58:14
continues to grow because of the mastermind continues to grow only we all want to go out there and run a business that we can be proud of run a business that goes out there with the servants hearts and helps people either make more money on their money as private lenders or relieve

them of a burden with their property or help them get into a property they couldn't because they can't get a mortgage so everything about the way that Jay does business is something you could be proud of it's something that you can go out there.

58:43
and help more people. And the more people you help, the more you're gonna make. And when you come to the live event, I think not only are you gonna see that, you're gonna feel it, and you're gonna be a part of something that, you're not gonna be, I've never been a part of something like that in other events where they just wanna teach you something and then say, good luck, right? Jay really wants you to succeed. And when you come, you're gonna see that, not only from Jay, you're gonna see that from everybody that he works with. And we want you to be a part of that. And we would love to see you and meet you there as well.

59:11
And Crystal, before you chime in, before I get to tell everybody, I'm doing something, we're doing something for the very first time in four and a half years. We are actually getting on three real buses, not a virtual Zoom, but we're getting on three buses and we're going into the field and we're going to be looking at our rehab projects. One that we've just finished, another one that we're right slap dab in the middle of. I'm going to show you how we found these houses.

59:41
the renovation costs, the projected profit, and how it's all done on automatic without me not even having to lift a hammer, thank goodness, because I would kill my thumb if I did that. So, real rehab bus tour I were doing at this event as well. I'm so excited about that. I put in the chat the registration link, www. No other event like it on the planet.

01:00:11
Uh, get registered. We're filling up fast. And by the way, it's a $2,997 event, but because you're here on this zoom and perhaps you're also a member of the PMA, um, of the membership, guess what? You get to come to the event for only a $97 registration fee. And I'll tell you this. I'm not for sure, not doing that for the money. That's to hold your seat because when you register, nobody else can have your seat crystal.

01:00:40
Tell them more about the event. It's two weeks from today. Absolutely. So I don't know how much I can add. You guys have just been so thorough, but I will do my best. One thing that I do want to say is in relative to what you just shared, Jay, Jay buys y'all lunch. So I don't know anywhere else you can go and only pay a $97 registration fee and get your lunch. Like we're not talking like, you know, here's a bag and hope for the best. Those are.

01:01:07
There's some nice lunches there, young man. So do know that he takes good care of you while you're there. What I would share is, you know, Jay really is so transparent. And I've been to a ton of conferences and I feel like you so often get like just this little taste of what's going on. And

if you don't buy in, they're not gonna tell you anymore. And I feel like Jay really pulls back the curtain, reveals everything. He tells you everything you need to know.

01:01:36
The difference is from an implementation standpoint. So I'm the kind of girl like hold my hand, walk me through this. I wanna put this thing on steroids. I don't wanna try to stumble, but he tells you everything you need to know. And that's remarkable. And that's where all pillars of the business. So I think that's really profound. And absolutely I would have to echo what Chaffee said. Jay has a servant's heart. We're super blessed. We are a family. And I have never been in an environment where I have felt that to be true.

01:02:03
And it is entirely true. Everyone's here for each other. We're all working for a common cause and we feel so blessed that you guys are allowing us to be a part of your journey. So please come join us. We would love to have that opportunity to meet you and be a part of your journey and help you to achieve the goals that you want to achieve. And since we've got 58 seconds left, I might as well open it up to Banjo there for a moment. Uh, Banjo, you've been coming to our live events for three or four years. You've been in mastermind and

01:02:33
Erica, Mastermind Platinum members for years, and you just keep coming back. You can't get enough of it. And you've only had, you and Erica have only had about 12 private Linder luncheons. You've raised millions of dollars in private money. So take 30 seconds and tell them what's different about this event versus maybe some other events you've been to. This event is practical and realistic.

01:02:58
And it's one of those things where even Erica and I had some tendencies to say, man, this sounds a little too good to be true. But after questioning every single person that's in his mastermind and all of his team members and Crystal and Chappie, because like Crystal said, he's basically an open book and in talking to Jay, we decided like we knew that it was something that we needed to do just like Crystal. We're going to do something. We're going all the way. We jumped all in, joined the mastermind group and I was, I had a W-2.

01:03:26
It seems like decades ago, but it really wasn't that long ago. So, uh, I mean, yeah, you're right. You got to get there. If you're serious about this and you won't make a difference, be freed up. You got to make it to the live event. It'll change your life. Thank you, banjo again. If you have not registered yet, go to www. I promise you it will transform your life and your career and crystal. Let's take a moment.

01:03:53
and recognize all of our Platinum and Masterminds that we've got here on the Zoom. Absolutely. So you just heard from Eric. So Eric and Erica, they are graduated Platinum Plus members and

Mastermind. Haruna and Willie Oyola, they are Platinum Plus and Mastermind. Kevin Rogers, Platinum Plus and Mastermind. William Senior, Platinum Plus. Rex Caudill, Platinum Plus graduate.

01:04:22
Give me a minute. I saw Tim Benskin on here. Wherever you went, Tim, Tim Benskin and his wife Robin, they are platinum plus a mastermind. And Sharon Hedrington, platinum plus a mastermind. And I certainly hope I didn't miss anyone when I start getting over to the screens where your faces disappear. I'm doing more guessing. So we're super. Did you get Kevin Crystal? Did you get Kevin? I sure did.

01:04:51
I don't want Kevin left out for sure. For sure. That's awesome. All right. Um, Chaffee, Crystal, any last thoughts before I wish everyone a good rest? Yes. You need y'all, you all need to write down when we're having our next, um, meeting here on the zoom and actually it's going to be, uh, today's the ninth. Yes. My birthday. So the two weeks from now, which would be the fourth will be at the live event.

01:05:21
So we're going to do it on the fifth Wednesday. That'll be three weeks from today instead of on the 23rd. So with that, we're going to call this a wrap. Another big thank you to Sam for joining us. He's going to be at the event and Mastermind members looking forward to seeing you a week from this coming Sunday for Sunday dinner and then Mastermind on Monday and Tuesday and then the amazing live event. Everybody have a fantastic day, a fantastic rest of the week and I'll see you at the upcoming private.

01:05:50
Money Conference, the private money conference.com. See you there. Bye for now. Happy birthday, Jane. Take care. Bye bye.