

**EPISODE 254**

**FT:** Welcome back to So Money everyone! I'm Farnoosh Torabi, your host live from the Trade King Podcasting Stage here at FinCon 2015 in Charlotte, North Carolina. So great to be here to see so many familiar faces. A lot of people I only have the privilege of speaking to or emailing throughout the year, now I get to give them a hug, a high five, have lunch, coffee. And one of the people here who is a keynote actually, someone I've been following for years as a journalist, someone I highly admire and respect, Tess Vigeland is here. CEO of Tess Vigeland Productions, but many of you probably know her as the radio host extraordinaire! For 11 years she was the anchor for public radio's Marketplace Money, she also has written the newly published book entitled "Leap: Leave a job with no plan B — yeah been there — to find the career and life you really want". And I suspect you talk about this from first person?

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**TV:** I do indeed!

[00:01:30]

**FT:** Yes. And the book was based — yeah I should read my own introductions and they would answer my questions.

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**TV:** [Laughs]

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**FT:** The book was based..

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**TV:** I'm still stuck on "the radio extraordinaire" part. I like that. I'll have more of that!

[00:01:41]

**FT:** The book was based off of Tess's personal experience after she felt that Marketplace's Tess Vigeland — Mhmm — was no longer fulfilling and left her dream job to find her next calling. And in her book, which we'll talk about more in the interview, she talks about leaping without a net with humor and honesty, and shares the possibilities that are on the other side for those willing to leap with her. And I know many of you are in that situation. You're happy at work, you enjoy work, but you know there's something else out there for you. This isn't the job forever and you don't want it to necessarily define you.

Now Tess still keeps her radio voice warmed up, serving as a backup anchor for NPR's "All Things Considered". Wow, that's great! As well as shows on two local L.A stations, and in her spare time...

[00:02:27]

**TV:** [Laughs] I wrote a book!

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**FT:** Yeah, she wrote a book, writes for the New York Times, the Guardian, among many other amazing places. And she's also a professional MC, speaker, panel moderator, interviewer, and I'm proud to say now honorary guest at So Money.

Welcome Tess!

[00:02:43]

**TV:** It is entirely my pleasure to be here. It's nice to finally meet you! We've been like social media buddies for a while.

[00:02:49]

**FT:** Yep. And I have been on Marketplace, but after you left, and so it's not the same. I will just say that! And, you know, it's very hard shoes to fill.

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**TV:** Well thank you! I was there for a long time.

[00:03:06]

**FT:** Yeah. I wanna go right to it. You left Marketplace Money, that was 20—?

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**TV:** 12!

[00:03:11]

**FT:** 12. Was it planned? Did you have a lot — like what was on the other side? Okay, the first week after you left Marketplace Money, what were you doing? Cause when I got laid off — well you didn't get laid off — but when I got laid off from TheStreet.com, I think I slept in my bed for about a week. I watched a lot of Real Housewives, I ate pizza, and just did not take care of myself.

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**TV:** You know, I left in November of 2012, and for the first few days there was just a euphoria. Absolute euphoria! I felt free, I was so excited that for the first time in my life I didn't have a job to go to on Monday. I could kind of do with my day whatever I wanted to do. And I spent the weekend partying with friends and just really revelling in this freedom!

[00:04:01]

**FT:** Good for you!

[00:04:02]

**TV:** Yeah, it was fantastic! And went outside a lot, I live in L.A so I went outside and walked my dog several times a day, which I would never usually do.

[00:04:12]

**FT:** Wow, your dog was like, "I like fun-employment!"

[00:04:14]

**TV:** Yeah, "You can quit your job all the time!" [Laughs] But that lasted for about five days. And then all of a sudden after all these days of saying, "Yay! I don't have a job!" I said, "Oh my gosh, I don't have a job!" And I suddenly felt like I also didn't have an identity anymore. I'd spent 20 plus years in public radio and that brought with it a certain element of recognition, a certain element of — you know people recognize my voice in elevators.

[00:04:49]

**FT:** Wow!

[00:04:50]

**TV:** And I had a national show, and I had an audience, most of whom I think liked me. And so I really, for most of my career, identified myself with my job. So you kind of touched on this earlier, I was Marketplace's Tess Vigeland. And all of a sudden I was just Tess Vigeland.

[00:05:09]

**FT:** [Laughs]

[00:05:11]

**TV:** And I didn't know what made her valuable. I didn't know what made her special. I didn't know what made her worth listening to.

[00:05:18]

**FT:** Really?

[00:05:20]

**TV:** Yeah I didn't have the name behind me.

[00:05:22]

**FT:** It's just a title though. Think about the body of work that you still have. No one can take that away from you.

[00:05:27]

**TV:** No absolutely not. But I do think that particularly in this country, we so identify ourselves with what we do for a living! And with who we worked for, especially if you have a cool job! That's your thing, that's your jam. And I didn't have that anymore, and so all of a sudden I didn't know who I was.

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**FT:** So, let's talk solutions. Your solutions-driven, you've done a lot since then.

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**TV:** Yep.

[00:05:54]

**FT:** So what was your first idea? "Okay, I don't feel as though I have an identity, but I wanna bring back my identity." What was the first step, the first two steps that you took from there?

[00:06:06]

**TV:** Well it took a long time for me to even get to the point where I realized what the problem was. Where I realized that I was kind of floundering around for who I was. And those first few months were a real rollercoaster of emotion, it was a psychological rollercoaster, a financial rollercoaster. And once I started to think, "Well okay, so what makes me valuable outside of what I did for 20 years? And how can I take those skills and translate them in a way that's maybe new and different, or maybe kind of the same, within the same wheelhouse?" But honestly, I spent months where I was depressed for a lot of the time, and I had super high highs for a lot of the time.

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**FT:** What would get you high? [Laughs]

[00:06:56]

**TV:** And article in the New York Times.

[00:07:00]

**FT:** Oh!

[00:07:00]

**TV:** Or..

[00:07:01]

**FT:** Like about you? Or?

[00:07:02]

**TV:** No, no, no. Like writing for them.

[00:07:03]

**FT:** Oh, oh okay.

[00:07:04]

**TV:** Yeah, so the thing is when you leave a job that has been 9 to 5 your whole life, you've never really done project work. Whether you call it a freelancer or a solopreneur, whatever word you wanna use, all of a sudden when you don't have that stability and that kind of regularity, it's really hard to manage the idea that you can have a contract project or maybe a freelance project for a week, two weeks, maybe even a month? Two months? And you're working really hard, and you're making the money, but then all of a sudden when that's done and maybe you don't have the next thing lined up yet, you feel lazy. You feel like you don't have value, you don't feel like you have worth. And it's just something that you have to get used to when you're working for yourself.

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**FT:** It's not instant gratification.

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**TV:** No it's not instant gratification at all, and you have to figure out how to manage your emotions and your money over that long period of time. So what I ended up having to do was make a decision about whether I wanted to stay, again, in my wheelhouse, in my career, and

maybe step down a couple of rungs no the ladder. Because I was pretty close to the top of my career ladder. And I got there when I was 32 years old.

[00:08:25]

**FT:** Wow.

[00:08:26]

**TV:** And so I had to kind of look around and see, well there aren't a lot of other opportunities out there that are equal to what I had, to what I walked away from. So I had to decide, "Okay, am I willing to step down on the career ladder," which we're not supposed to do!

[00:08:43]

**FT:** We'll make a lateral move, right.

[00:08:45]

**TV:** Right. Or, do I find another ladder entirely? Some new career ladder out there that is something where I'll probably have to start at the bottom and gain expertise as I go up.

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**FT:** And in your book, is there a particular ladder that's better?

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**TV:** No.

[00:09:03]

**FT:** It's just find the ladder, figure it out.

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**TV:** You have to figure out that ladder, yeah. And you know, I mean I have to say, this book I think a lot of people look at it and say, "Oh this gonna be the 10 steps to quitting your job and having a better life."

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**FT:** [Laughs]

[00:09:14]

**TV:** It's not. This is not a "how-to" book by any stretch of the imagination. This is stories. This is a story of my transition, of the 80 other people who I interviewed who had quit their jobs without knowing what they wanted to do next, and taking you through that process. And it is a process. And that's kind of what I'm getting at here is that you have to do the hard work yourself to start asking those questions. Who are you outside of what you do for a living? Would you be willing to step down a few rungs on your career ladder to have the life that you would rather have? Are you willing to completely start over with something entirely new where maybe you'll have to go back to school? Maybe you'll have to start with a much lower salary than you ever had. There are all kinds of tradeoffs to doing this, but if you are in a job that is not doing it for you, it's not worth staying. It's so cliché, but we have one life! We have X many years on this planet, and you don't get a do-over. So the idea of staying in a job where you don't have some element of joy every day, just something that is gonna make you look forward to going there, and where you are respected, where you feel valued — if you don't have those things, you shouldn't be there!

[00:10:32]

**FT:** Right.

[00:10:32]

**TV:** Life is too short for that.

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**FT:** And if I can add to that, I was just watching a TED Talk with Terri Trespicio, she's a leading expert in career and she's a career coach. And she was like, "If you're waiting for your passion to arrive and just do the passion job, you might be working for a long time!"

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**TV:** Exactly! Oh, I'm gonna have to go watch that!

[00:10:52]

**FT:** I'll send that to you.

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**TV:** Yeah. So it's really the same message, and that's basically what I did. I didn't have that next passion that I wanted to do because I spent 20 years at my dream job. And when you're in your dream job, you don't spend a lot of time figuring out what the next dream is gonna be.

[00:11:10]

**FT:** Right [Laughs]

[00:11:10]

**TV:** Right? Why would you?

[00:11:11]

**FT:** Stop dreaming!

[00:11:12]

**TV:** Right.

[00:11:13]

**FT:** And living. Yeah.

[00:11:13]

**TV:** Yeah. So I didn't have that — you know I'm not an entrepreneur, so I didn't have a business that I wanted to start, I didn't have another...

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**FT:** But Tess, you're transitioning now at a time where there's podcasting! Have you thought about just going rogue and going, "You know what? I'm gonna do my own podcast ladies and gentlemen!"

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**TV:** I've actually had a lot of people talk to me about doing a podcast, and I actually talk about this in the book and it's not a pretty thing about my personality, but I kind of realized a few months into the leap that I was used to a certain amount of having peopel around me as producers, as editors, as writers, as people who booked guests. And I just knew, at least for the time being, I'm not willing to go it alone. I'm just, you know, when you spend a lot of your career with people who work for you and who do a lot of the background work for you, then the idea of doing that all by yourself sometimes in not appealing. And it wasn't for me. I didn't wanna go back to booking guests and editing my own audio.

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**FT:** Makes sense. Yeah a one woman band. It's hard. It's definitely hard.

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**TV:** Yeah. I did that when I was 20.

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**FT:** Yeah. I'm doing it now. [Laughs]

[00:12:38]

**TV:** Yeah and you're really good at it. I mean I don't know what kind of adjustment that was for you.

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**FT:** I have Sophia and she helps me out, and I outsource the editing.

[00:12:45]

**TV:** Well there you go. Yeah. But you know, so I have been talking to people about — I have a producer now who's working with me on the possibility of a podcast. Because I miss the microphone. Clearly, as you can tell, I like it! [Laughs]

[00:12:56]

**FT:** Yeah you're totally into the microphone!

Let's transition to my So Money questions. I would love to get your perspective now. So many years you've been on the other side of the mic interviewing people about money.

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**TV:** Right!

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**FT:** So now I wanna change that and ask you, wanna flip it and say, Tess, what's your number one financial philosophy? And I'm sure you have some great ideas around this because you interview so many people, you've heard so much, you've experienced so much. If you had an overarching money mantra, what would it be?

[00:13:25]

**TV:** Well it's a really good question, one that I probably should have. I don't really have one that's developed, but I guess I would say that after six years of having guests on my show who knew a lot more than I did, and also we took calls on the show. So every week I took calls from people around the country who had all kinds of money issues. And our job was to help them with those. I would say that what I took away from those six years is that people need to take responsibility for their own actions with money. I think that it's very tempting and it's very easy to say, "I'm here because of a circumstance. I'm here because of the economy. I'm in this situation because of income inequality." And yes, there is a lot to those, and there are a lot of societal ills out there that make it very hard for people to make a living, that make it very hard for people to manage their money.

That said, no one is going to do it for you. And that was something that we tried to say week in and week out on the program, is that yes we can give you some advice, we can give you a little bit of direction, but you have to do the hard work. And if a budget is what works for you, then go sit down and do one. If that doesn't work for you, then figure out some other way that allows you to manage your money in a way that works for you. But it's up to you. You can't count on...

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**FT:** Say it sister!

[00:15:01]

**TV:** Yeah, you can't count on Farnoosh, you can't count on Marketplace Money.

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**FT:** Although I'm happy to have you on the show! I'm happy to connect with you, I'm happy to disperse advice, but you're absolutely right Tess. You cannot help anyone who can't help themselves.

[00:15:14]

**TV:** Exactly!

[00:15:15]

**FT:** And is driven to get the help they need. You can't do it all alone, so we're not saying — I don't think you're saying that it's all on you?

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**TV:** No.

[00:15:23]

**FT:** But you can get the help, you can get a team, you can get resources, you can get the knowledge to get from good to great or from horrible to better.

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**TV:** You have to do the homework you know? And I think the housing crisis was actually a really good example of this, that people, including me — I got one of those exploding mortgages. Back in 2004, before I knew better. But people would come on our show, in 2008, 2009 and say, "Well

I didn't know what was in my mortgage!" That's nobody's fault but yours! And if you don't understand what's in the contract, if you can't look at it and at least have the barest knowledge of when your interest rate is gonna change, of what that contract looks like at it's most basic element, then you shouldn't be buying a house! And yes, there were a lot of financial shenanigans that were going on with the banks and there was stuff that was slipped in, but some of this stuff was very basic and people weren't doing the really basic homework that they needed to do before laying out that kind of cash.

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**FT:** It's frustrating though as a consumer, as a homeowner though during that era, that time. You're seeing the big institutions get bailouts, and people were like, "Okay they F'ed up, they're getting rescued. Okay I screwed up too, but where's my cash win fall?"

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**TV:** No absolutely. And I'm not saying that people shouldn't have gotten some sort of help out of all of that. What I'm saying is we need to learn from that, that it is our responsibility to be educated about these kinds of purchases, but I am certainly among those who believes that A) the banks should not have gotten away with what they got away with. I covered the corporate scandals back in the early 2000's with Enron and WorldCon and Martha Stewart and all those. Those were nothing compared to what the banks did to get us into what happened in 2008. And the fact that there were no perp walks out of the global financial crisis is one of the great scandals of our time.

And the other great scandal otu of that is that the banks didn't get hit, and consumers did. I think that it's great to see now that there are some judges across the country that are taking a look at these foreclosure cases and saying, "Okay bank, do you have the paperwork on this? Can you prove that you hold the title to this house? And if you don't, they're gonna get the house free and clear."

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**FT:** Wow!

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**TV:** That should've been happening all the way along.

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**FT:** Yeah that's why I'm saying, it's 2015!

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**TV:** It's 2015, well and these cases are still making their way through the courts, but the fact is that congress, the White House, absolutely should've provided a lot more help to homeowners. The whole notion of...

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**FT:** Since it was their idea also in the first place.

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**TV:** Absolutely!

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**FT:** I mean the movement to buy a home is like with urgency. Everybody was like, "You gotta buy a home, you gotta buy!" From the administration down. This was a calling from above.

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**TV:** Yes! Well and you had people even like me who, when we bought our house in Los Angeles of all places, we got a 100% loan.

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**FT:** What?

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**TV:** Yeah I mean there's no way to get 20% down on a house in Los Angeles. So we got one of those "piggy-back" loans that everybody was getting where it was called an 80/20 where you'd get an 80% regular mortgage, and then you'd get a HELOC on top of that — a home equity loan.

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**FT:** And then you pay it down.

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**TV:** And then you pay it down, but you basically bought a house with no equity. So you would move into the house with zero equity.

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**FT:** That's a scary place to be at.

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**TV:** Yeah, and that's why when the housing prices dropped, that's why everybody was underwater. So you know, we were sold a bill of goods, certainly by the banks and I'm not saying that it's all up to individuals to, you know, everybody be attorneys and accountants and be able to read some of this stuff. But I do think that there is individual responsibility. I take full responsibility for the fact that I got an exploding mortgage. That's on me.

[00:19:29]

**FT:** Yeah. So we'll that your biggest money mistake, unless there was another one?

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**TV:** Oh no, there are lots of other ones, yeah. I got in major credit card trouble when I was in my 20's.

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**FT:** We all did though, right?

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**TV:** Well I was in really big trouble! [Both laugh]

[00:19:43]

**FT:** Do tell!

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**TV:** In fact I was telling this story earlier to, you know JD, right?

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**FT:** Of course. JD Roth, Get Rich Slowly.

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**TV:** Good buddy of mine, and I was telling her earlier that I grew up the daughter of a doctor, so I had a very nice life growing up. And in my 20's when I got a job for \$17,000 a year in 1990, I

just kept living the life that I had under my parents and I kept thinking that I could live the life that I had growing up. And I spent that way. And I got myself in really, really deep trouble. And I finally had to learn that no I'm not gonna have the life that my parents had, despite the fact that that's supposed to be the American Dream. Right?

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**FT:** Right. Equal or better.

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**TV:** Right, right. But then again, it's all about responsibility.

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**FT:** And so can you share how deep into debt you got and how long did it take you to get out of that?

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**TV:** I got \$35,000 in credit card debt.

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**FT:** Woah okay.

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**TV:** Yeah. I went to credit counselling, but back in the mid-90's when you'd say "credit counselling" there wasn't really any counselling. They basically worked with the banks to put you on a payment plan and make it possible so that you can get out of it.

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**FT:** So the debt management program.

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**TV:** It was a debt management program. That's exactly what it was, yeah.

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**FT:** So growing up in a sort of privileged childhood.

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**TV:** Not sort of, very!

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**FT:** Very! What was your greatest financial experience as a kid, whether it was the allowance that you got or anything! Any lessons learned?

Nothing? You're shaking your head!

[00:21:19]

**TV:** Nothing. No, no. And I've talked to my parents about this, that I think that was part of the problem. I wasn't spoiled, so it wasn't like I got anything that I asked for, but I had a very nice upbringing and I had nice things and my parents never kind of showed me where that came from. They never showed me that money didn't grow on trees.

[00:21:42]

**FT:** There was no "take your daughter to work" day or anything?

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**TV:** No there was no — well I wouldn't have gone into the hospital anyways cause I would've just passed out. [Both laugh]

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**FT:** You're like me!

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**TV:** Right, yeah. But I never got any sense of what the income was, what the outgo was in our household. My parents never talked about money, ever. And again, I don't blame them, I'm a person and I was an adult when I got myself in...

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**FT:** We can blame them a little bit. I mean, you were a kid.

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**TV:** Yeah.

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**FT:** What were you supposed to say or do? "Hey mom and dad, can we talk about budgeting? Can you ell me about compound interest? I know I'm only seven but,"..

[00:22:16]

**TV:** That's totally what I should've done. I was just a terrible child! No but I do now advocate for what ever income level you're at, you've got to talk to your kids about what money means. Because if you don't, then they're gonna get to the point where they're adults...

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**FT:** They're gonna make their own minds up.

[00:22:36]

**TV:** And they're gonna make their own minds up, and they're not gonna have any concept of what it means to save, of what it means to actually put down money for a bottle of water or a bottle of soda.

[00:22:50]

**FT:** Or how about just what cash looks like? We swipe so often now. I have a young son, he's only 15 months, but he's starting to be more observant, he's aware of his environment. And when he's older, I wanna make sure that he sees cash leaving my wallet to pay for things, so he knows that it's a limited resource.

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**TV:** Yeah he's not gonna see it.

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**FT:** But well — you're telling me we're not even gonna, we're gonna go cashless entirely?

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**TV:** I think we will eventually, yeah. I do believe that that's coming. I don't know when, but you know the studies as well as I do about how when you are not paying with cash, it's so frictionless that you end up spending more because there's no pain involved. There's all kinds of behavioral finance around this that when you have to actually hand over cash, even if it's a quarter, there is a little bit of pain involved because you know exactly what that's worth. When

you hand over a credit card or when you use a square to swipe or whatever it is, like you don't even have to swipe anymore, you have the chip in your credit card. You just like hold it up there or Apple pay. That all makes it so much easier to buy things without knowing what you're doing.

So the kids today are gonna grow into a world where they have no pain.

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**FT:** They're screwed.

[00:24:03]

**TV:** Yeah they're totally screwed! Never mind.

[00:24:04]

**FT:** Let's move on! They're all screwed. Okay. Let's talk about habits. A moment ago I just talked about a habit that I hope to implement is that when I, hopefully there'll be still cash around, I'll be able to introduce cash to my son and let him see that money is a limited resource. But what about your personal financial habits Tess? Something that you do consciously on a regular basis that helps with your ability to save well and live a healthy financial life. What is that?

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**TV:** Well I actually wouldn't say that I have a healthy financial life. I still make all kinds of mistakes. I make really, really bad decisions, I spend more than I should. So don't tell anybody, okay?

[00:24:45]

**FT:** [Laughs] Yeah we won't tell anyone! Only a million people who have downloaded the podcast so far.

[00:24:47]

**TV:** Especially not here! [Laughs]

[00:24:49]

**FT:** Only everybody here at FinCon!

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**TV:** Nobody Tweet that! No I mean...

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**FT:** Everyone's tapping on Twitter right now.

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**TV:** Uh oh! I mean I'm as flawed as anybody else.

[00:24:58]

**FT:** "Tess Vigeland, financial wreck."

[00:24:59]

**TV:** Right yep. Okay. No that's okay, that's my next book: "Tess Vigeland, financial train wreck"!

[Laughs]

[00:25:05]

**FT:** I see that — it's a franchise! Movie, T-shirts, everything.

**TV:** Awesome. Okay well then I won't have any money troubles.

[00:25:13]

**FT:** So but really, but do you have any habit? Like anything you do that...?

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**TV:** You know, I guess the only real habit that I have, I mean I do automated retirement planning.

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**FT:** Okay, I'll take that!

[00:25:24]

**TV:** Yeah. Which is actually not as easy when you're working for yourself.

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**FT:** Do you use a particular resource/platform for that? Do you have an advisor?

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**TV:** No I do not have an advisor. I've thought about getting one, but I've never gotten one. But I'm one of those people who, I check my bank account every day.

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**FT:** Good!

[00:25:45]

**TV:** I check, I mean I basically run a Quicken account update every morning and part of that is because I've been a victim of identity fraud three times.

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**FT:** Oh my! In like a short period of time?

[00:25:58]

**TV:** No it was over a span of about two years back in 2007-2008 and so now I am religious about checking credit card transactions, I'm religious about checking my credit report all the time. So I guess those are things that I do on a regular basis, but beyond that, the irony is that I hosted a personal finance show for six years and I learned a lot but that didn't mean that I'm great with money. I wish I had some brilliant notion of how people can better save and be ready for retirement and pay off their homes. But honestly, it's all so basic and if you spend less than you earn and if you set aside up to the match with your 401(k) and if you pay off your credit card balances, it's all the stuff that everybody here preaches.

[00:27:03]

**FT:** It's not rocket science. It's the behavior though, behind it, that gets us stuck, right.

[00:27:08]

**TV:** Yes. And I'm no better at that than anybody else, because I'm human. I don't particularly like talking about money, even though I did for six years.

[00:27:15]

**FT:** You like listening to people talk about money it seems.

[00:27:18]

**TV:** Yeah, yeah exactly. Cause it makes me feel better cause I'm not alone. But I think that that actually is something that that's what draws people to you, to me on my old show, to the people here at FinCon, that they're talking about their own stories and making sure that everybody understands that the concepts are very easy, they're very basic, they're very simple. But implementing them is so hard, and it's because you're human and it's because you're hardwired in certain ways to want certain things and to behave certain ways. Delayed gratification is really hard. And thinking 40, 50 years out for retirement is really, really hard. And it is for all of us, and so I think just knowing that you're not alone, that there are other people just like you and even the experts have trouble with it.

[00:28:14]

**FT:** Absolutely.

[00:28:14]

**TV:** I think that's really helpful for everybody.

[00:28:18]

**FT:** Well thanks for sharing that with us Tess. I'd love to transition now to some So Money Fill in the Blanks.

[00:28:22]

**TV:** Uh oh!

[00:28:24]

**FT:** Everyone gets scared when I bring that up.

[00:28:25]

**TV:** [Laughs]

[00:28:26]

**FT:** It's really not meant to be...

[00:28:27]

**TV:** Is this the 60 minute [inaudible] question?

[00:28:30]

**FT:** My documentarians camera man that's gonna come right now and...

[00:28:33]

**TV:** Well I already said things that I probably shouldn't have, so fire away!

[00:28:37]

**FT:** [Laughs] So here we go; If I won the lottery tomorrow, the first thing I would do is \_\_\_\_.

[00:28:42]

**TV:** Travel the world. Go around the world.

[00:28:45]

**FT:** The one thing that I spend my money on that makes my life easier or better is \_\_\_\_.

[00:28:50]

**TV:** Housekeeping.

[00:28:53]

**FT:** Yes! Don't you feel like you're on Family Feud or something? At the last recession. It's like, "We serve 100 Americans!"

[00:28:59]

**TV:** Yes, yes. And I'm like rolling through my head, "Should I say this publicly or not?"

[00:29:03]

**FT:** When I splurge my money, I like to spend on \_\_\_\_.

[00:29:08]

**TV:** Photography equipment.

[00:29:09]

**FT:** Oh yeah?

[00:29:10]

**TV:** Yeah I've been teaching myself photography over the last two years.

[00:29:13]

**FT:** Awesome! Good for you.

[00:29:14]

**TV:** Of course, I should learn the lesson that it has nothing to do with your equipment, it has to do with your creativity and your eye for seeing things.

[00:29:21]

**FT:** And also your Instagram filter. That's what makes...

[00:29:24]

**TV:** And your Instagram filter, yeah. [Laughs]

[00:29:24]

**FT:** That's how I become a great photographer.

[00:29:26]

**TV:** But I love the ultra wide angle lens, and I just want one!

[00:29:29]

**FT:** Wow! Alright. Well wait, what else is on the list? I'm doing this off the top of my head. I don't have my piece of paper in front of me. It goes like, oh yeah: The one thing I wish I had learned about money growing up is \_\_\_\_\_.

[00:29:40]

**TV:** Well we've talked about it, that it doesn't grow on trees.

[00:29:43]

**FT:** That it exists!

[00:29:45]

**TV:** Yeah that it exists. Yeah that you actually have to pay for something. [Laughs]

[00:29:48]

**FT:** That you have to be responsible one day.

When I donate I like to give to \_\_\_\_ because \_\_\_\_.

[00:29:53]

**TV:** The Humane Society because I love animals.

[00:29:56]

**FT:** Alright. And last but not least, I'm Tess Vigeland, author of "Leap: Leave a Job with no plan B to find the career and life you really want", I'm So Money because \_\_\_\_\_.

[00:30:08]

**TV:** I am Soooo Money because I actually wrote a book!

[00:30:16]

**FT:** Yes!

[00:30:17]

**TV:** I can't believe I wrote a book!

[00:30:19]

**FT:** You did it!

[00:30:19]

**TV:** I never thought I would write a book, and I wrote a freaking book!

[00:30:23]

**FT:** And I know it takes a lot of effort and time and solitude.

[00:30:27]

**TV:** It was harder than I ever thought it would be.

[00:30:29]

**FT:** It's a lot of work! It's a lot of work and I respect you for that. And I'm so happy to finally meet you in person.

[00:30:33]

**TV:** I know! You too.

[00:30:35]

**FT:** Live from the stage, the Trade King Podcasting stage — I wanna get that in — at FinCon '15. Tess Vigeland, thank you so much and wishing you continued success.

[00:30:45]

**TV:** Thank you so much Farnoosh. It's been an absolute pleasure. Great questions, and look forward to the next show!

[00:30:51]

**FT:** Can't wait for your podcast!

[00:30:52]

**TV:** [Laughs] Okay. You throw down.

[00:30:57]

**FT:** It's on, it's on baby!

[00:30:58]

**TV:** Okay!

[00:30:58]

**FT:** Thank you!

[END]