

FT: Frank Curzio, welcome to So Money my friend. It's been a while.

FC: It has been, you know, it's been way too long, way too long but I read all your stuffs. I love watching on TV and I'm so glad we're able to hook up especially in the podcast world.

FT: Yes, and you've been doing podcast for, I think like 10 years.

FC: Yeah, it was interesting because you work with me at the street and Aaron Task, The Real Story podcast, and he left to go to Yahoo Finance, so they were looking for someone else to do it. And I have to be honest with you, I kind of did as a goof, right, because you know, they asked me and I was like, "Yeah, you know what? I'll just do it, you know, I don't care," and I don't have a script or anything. I just went on there and I started ranting about everything.

This was the time when the markets were just, you know, I said and everything. And you know, I didn't really care about, you know, and the next thing I know. I think they have four or five of the people to try out but it wasn't like I was trying out. It's just that they were almost like bothering me to do it and then afterwards, we have like hundreds of emails that came in. Everybody wants you to do it and I'm like, "Great." You know, the next thing I know like you probably realized, yeah, I started and it gets addicting, you know. I'm like, "Wow! This is really cool." It forced you do more research, to learn more about guests, and it was educating me with each guest that interviewed, and 10 years later, here we are. I'm still doing it. It's pretty crazy.

FT: It was so nice to see a familiar face in the podcast store in iTunes when I first launched. I was like, "Oh my God! Frank." I didn't realize you had, you know, continued to do podcast and so successfully. I wanted to bring you on the show not only because I admire you, and you're a friend, and I wanted to reconnect selfishly but I think for listeners, you bring tremendous value to their financial lives.

Now, on the show and I think in the general personal finance sector, there's a lot emphasis on passive investing, right. Index funds, indexing, just you know, set your 401K and forget it and you do the opposite. You advised, you're really about focusing on wise investment choices. Sometimes they have to do with individual stocks. Following certain sectors. You have a very popular newsletter. People subscribe your advice. What would you say to someone who is interested and intrigued by stock picking but they don't have necessarily the stomach the risk. You know, they want to really maximize their investing potential and they know that stocks is the way to go but they wanna do a little bit more than just indexing but in a safe way. Is that even possible?

FC: It is possible and it's a good thing you bring that up because newsletter writers and I've been doing this all my life. They don't provide risk management strategies which are very very important. So, before anyone subscribes my newsletters does anything, I always let them know about the risks because every newsletter person and have been in business for the last 10 years, you're always gonna have winners. People like to market aggressively, so they only gonna tell the good things but in truth, we all have losers sometimes. It's just a matter of the stock market. That's the way it is with Buffett and IBM, with [blank 08:01] and Target. I mean great great fantastic investors but we all get it wrong sometimes and I think out there in the newsletter community, the financial side of community, that's not really explained too well.

So, what I like to do is put stop losses on my stocks. This way only a certain amount of money that you would lose on the stock. Maybe at 30%. Maybe at 20% stop loss. I have buy up to prices a way to make sure that my subscribers are buying a certain price which increases their return or their rate of return in the future. And, you have to use his money management techniques and I like to explain that people even before they subscribed because it's very very important because when you see a newsletter, you're gonna see, you know, 15 to 20 recommendations. And you know, I traveled the world to find these recommendations. I've been a research analyst for 25 years. My dad has

been in this business span like that. Passed over his business before I went to street.com where we worked together, so I've been in this business a little like all my life.

And, when you get the newsletter, the first thing you want to do is just buy stocks and go crazy but that's why what my podcast. I tried to have educational segments and try to teach people how to invest in these stocks, what a balance sheet means, and I try to explain it as someone who's not like us, who's in the industry but has another job like they're doing this on the side. So, I mean they're experts in their own particular industry while I'd like to consider my, you know, an expert in finance.

So, I tried to explained that to them, and what it is to buy a stock, and not to get personal about it, and just take profits, and to limit your losses, and that's why the podcast is a good compliments to my newsletters but that's how the whole thing works. I think everybody can do it. If you feel more comfortable index or passive investing is pretty cool too. You just gotta be careful. It doesn't that there's less risk. You're just buying like a portfolio or stocks through ETS and sometimes that's the best measure too of getting into the market by just learning from something like that. So hopefully, that answer your question.

FT: It does and I got a lot of questions from my listeners who a lot of times are just starting out. Let's say they're in their 20. They are grappling with student loans and maybe some credit card debt. They have income and they've got sort of this their eye on the investment price like they wanna invest and they wanna know when they can. You know, as soon as I have my student loans. As soon as I have my credit debt. As soon as I have some extra money every month. Where should I put my money? What stocks should I buy? Like, "You're parking up the wrong tree? Like, "I am not here to get an investment advice."

But I would like to be able to tell them, when is an okay time form them to become more participated--to participate actually in the market? Not passive investing but actually picking some stocks. I mean we both worked with Jim Cramer and obviously, you know, Mad Money. He's all about targeting specific stocks but he even says like before you start, you need a certain minimum. You gotta still try to play with the diversified approach. What's your advice?

FC: My advice if you're gonna start in this market is definitely use real money. Some people say, "We'll I'm got a truck of model portfolio," and go to Yahoo! Finance which is a free site. I mean you probably have tons of free sites. theinbiz.com is a free site where you could see news and blogs and you can see the updated news with Bloomberg and Reuters and stuffs like that. So, there's a lot of free sites out there but you wanna use your own money.

So many people who tried to create a model portfolio where, you know, they'll buy stocks and say, "Okay, say if I want a hundred shares of this or 50 shares at Yahoo," whatever. You have to have to your emotions involved because it's a huge process because when you lose money, you tend to think differently even I do and I've been in this business for 25 to people, so you should take the emotions out of that. It's very difficult. Especially when a stock goes higher, it's kind of easy to buy it but selling it is very difficult. And, I see people continue to hold on to their loses to 50, 60, 70% loses when they don't realize, you know, when a stock goes from, you know, \$10 to \$2 and you're down to 80%. In order for you to go back to 10, you know, you gotta go up to several hundred percent to get back up there.

And, not only that you're holding on to these losers and what are you thinking about that losing position. You're looking at it everyday instead of maybe you stop that 20% and now, you know, you're looking for new ideas. So, it's just like--for me, I would tell beginning investors or beginner investors to use money that if you hurt, it would hurt a little bit. You know, you're in a lot of trouble or especially, if you can use more money because you have more buying power compared to somebody that's retired. But, definitely use money where if you lose it, it would hurt. You need to

look at these stocks to see what's going on because then you're more emotionally involved and it's actually real money. That's what I would do.

And, not to the point where you gotta lose like 80% of all your money but like a few thousand dollars to someone in college where if you lost a thousand like, "Man, I just lost a thousand dollars." But, you wanna be invested in these stocks and you can open up an accounts so many different brokerage firms, you know, usually these trades kind of achieved between \$6 and \$10 but that's what I would do. But, that's what I would do. Buy some of the stocks that you know that you like. You know, you have an Apple phone, buy Apple if you want it. You know, everyone subject to different stocks. Your kids, you know, you take them to Disney, buy Disney.

But, investment stocks that you could follow all the time, that's what I would say for beginning investors and one more point here. We are on the same playing field for the first time. This happened like, you know, like 10 to 15 years ago but while we're listening to conference calls for free, at the same time, that the best analyst in the world are able to listen to. We used to never have access to that.

Every quarter, these companies, no matter company is, you know, Disney, GE, they have a conference call. You could sit there and listen and these guys talk about their quarter which is the past three months. What happened in business, and what's gonna happen in the future, and it talked about a ton of industries especially GE which is involved in so many different aspects in the market. Alternative energy, GE Finance, you know, industrials where you can get a better feel of how the economy is doing and stuffs. That's what I would urge people to do to listen to these conference calls of the stocks that you own. It's for free. You just go their website. It happens every three months. You can click and listen for free. That's the best advice I can give for beginner investors and I think that strategy usually works.

FT: And, it's a toll-free number [chuckles].

FC: Yeah, it's a toll-free number. You can listen through the web.

FT: It's free, yeah.

FC: You can listen through the web, you know, and you just click it but you're listening to it and you get to understand these businesses even more and write down all your questions. Even for me, when I study stocks, you know, what I love about my job is I'm always learning something new everyday and I cover, you know, I used to have to cover 2,000 stocks with Jim Cramer when I was his research analyst.

So you know, stocks [blank 14:37] every single industry and we have Google today. I mean there is no way you can't self-educate yourself so easily. No way you won't find out something about a particular stock or particular subject that you could keep researching and researching and researching to the point where it's gonna make you much better investors, so that's advice I give you to. Again, everything that I've given you so far like almost for free other than putting money counting and buying stocks.

FT: Just one issue though, Frank, you know, like--on the positive side, there's all this information. There's all this transparency that is accessible and free but we're also living a world where we have high-frequency trading and some people feel like there's no way that I can make profit given that, you know, the buying and selling happening so quickly and institutions are buying like these huge batches of stocks like within milliseconds and selling them within milliseconds. What would you say to the investor or the beginner investor who feels like, "I'm already defeated and I haven't started investing yet."

FC: I would say to beginning investors, “Don’t trade. Do not become a day trader.” I mean that’s what everybody’s dream, “I could sit home and become a day trader.” I’ve been in this business again for over two decades and maybe 1% to 2% of the people I know who tried out day trading had become successful and can make a living out of it, so it’s very very difficult. Even for me, you know, I’m not a day trader. What I do is I like to buy stocks based on future catalysts from talking to the expert that I interview on my podcast. You know, I’ve been well-connected just like you because we’ve been in this industry almost in our entire career. So, what I wanna do is buy stocks with certain catalyst like, for example, the internet of things is just a trend where everything is gonna be connected one day. So, not just mobile phones and tablets, but we’re talking about thermostats, cars, machines, everything is gonna be connected.

So for me, a good play was Skyworks Solutions which is a great play. They make a check mate is all these parts that they’re able to connect to the internet. So for me, I know this trend is gonna take place. It’s gonna be huge over the next five years. Cisco is predicting like 9 billion devices are gonna be connected over the next few years and you say, “Wow! That’s more than people than around the world,” but if you think about it, you know, how many computers do you have? One at work, one at home, you have a tablet, you have a phone, your thermostat, maybe a car. I mean you’re talking six different connections per person for some people. So, who makes the parts for all of these? Apple is gonna be a huge beneficiary because they make a lot of these products but Skyworks is the company that makes the parts that go into the Apple products and Apple phones and, you know, GoPro cameras and stuffs like that.

So for me, I thought Skyworks is a great play over long term who was able to recommend stocks very very well and that’s how I look at investing where--don’t worry about high-frequency trading. That’s more about getting in and out of your position. If you’re gonna be day trader, you might have to be concerned. But if you become an investor, you know, Warren Buffett is not talking about high-frequency trading because he buys stocks and holds them forever. I don’t know the reason why what he talks about is because they’ll ask him a question about him on CNBC or Fox but it’s not really a concern for the individual investor plus real quick. The individual investor has a significant advantage because Warren Buffett cannot go and then buy small stocks because his fund is just too big.

So, you can go in and out of stocks, you know, within months at a time or year a time where, you know, you have more ideas to look at than the average hedge fund they’re so big and when they buy these stocks, they can push them up 10 to 20%. And if they go down, they can never go out of them. There is not just enough volume, so you actually as an individual investor has an advantage over some of these big hedge funds.

FT: Well, Frank you didn’t just wake up one day and have all this knowledge, right. You have amassed this intelligence over years, decades. As you said, you kind of grew up in this environment. Your father, Frank Curzio Sr, was a portfolio manager. He wrote his own financial newsletter for over 30 years.

So, I wanna go down memory lane a little bit with you but before we do, one question, what is your biggest financial philosophy, your money mantra, that guides your, you know, the way you make a decisions about money?

FC: The way I make--it’s such a good question because we already talked about how we could save and what we could do. You know, for me and this is gonna be totally, I guess, for one’s philosophy out there. I like to spend money on the things I love because I’m more about moments. So for me, I like to work hard, save as much money as I can because I like to spend money on the things I like to do which is, you know, include whatever. If it’s a concert, your favorite group, buy 2nd, 3rd row seats if you want. Is that gonna cost money? Yes, it cost a little bit of money but it’s an experience that’s

gonna be fantastic. So for me, I'm about and I like to spend money a little bit, so that makes me work 10 times harder to enjoy those things because I'm gonna remember when I sat 3rd row for my favorite group, and I'm with my wife, and hanging out and going crazy. That's something I'm gonna remember for the rest of my life compared to, you know, making all those money and not spending and enjoying the moment.

So for me, I realized our life that it's important if you work really really hard, you deserve to spend a little bit of that money. I mean whatever it's for your family, or you wanna buy your daughter a new bicycle or whatever someone is gonna make you happy and experience. That's what I learn over money and the other thing I learned too is I don't know if this is a question that you're asking but all my life and I, you know, my father thought me this. I always took care of the people who are closest to me, not my family. I'm talking about the people that are closest to my house whether it's the person that delivers your mail, whether this person takes out your garbage, whether this person that cuts your lawn. Pay him a little extra. You know, everyone is looking to save money.

These are the people that are most important. They're around your house there running your kids all the time and I can tell you whenever I call these people, I'm not telling you to double what they're charging but give them a tip at Christmas time because these are the people that are gonna be there for you immediately if anything happens to your house and anything happens to your family. And, I realized that over life that that's been--he was a life-saver for me when I count so many different people because even my baby sitter for example whatever. She is charging like \$8 to \$10. I'll give a little extra money and whenever I need her. She's available all the time for me.

So, as a money thing for me, we always talked about how you could save. For me I always said, "Okay, what is it the smartest to spend that are gonna make me happy," and that's kind of the things I like to do. [Chuckles] I don't know if that answer your question

FT: No, it does and I love that answer and I love especially that your focus on experiences. How do you said that I like to spend my money on cars and fancy, you know, whatever things, objects. You know, I think that's a little more short-lived that happiness. You know, it's something like if we just--we buy, we're excited and then it dies, that happiness. But experiences lived forever and I'm a big performer of that. Absolutely, great answer.

FC: Oh thanks, thanks.

FT: Alright. Take us down memory lane please. I wanna learn how you--like what's one significant money memory that you have from childhood that's really vivid, that's still painted in your brain, like you preference this from time to time because but it did, as an adult, shape the way that you think about money and act with your money.

FC: When I was younger, my dad, you know, I like to call him like the Jim Cramer of like 10 years prior to me and Jim Cramer always interviewed my dad. He was on CNBC and back then like 30 years ago. There was only like 10 or 15 people there on CNBC that people listen to while you have hundreds. Maybe a thousand of people that are on CNBC, so hard to keep track now and he was one those people. And, I remember where he was--he actually called the 1987 Market Crash in writing. He was the only person I know that did it in a writing. There's a million people let's say they called that he was the only one in his newsletter on October 1st said--he titled it 'Crashed'. And I've seen people the months before come in and we we're managing money at that time and he turned them away and said, "Look, there's nothing I can do for you now. Come back at about six months," and I've seen that in the industry.

But once he called the '87 Market Crash, we had a small office and the next you know, there's about 20 news vans in Queens, New York. Everybody thought like, you know, there's a big drug dealer that just go busted, so it's kind of funny. So you know, I was subject to, you know, he used to take me to

CNBC all the me where [blank 00:22:43] when he first started, so I have some great great memories from him like that but one of the things that he did was his newsletter business really got huge because he made that call. And, he used to pay \$5 to 7\$ an hour and all my friends used to come over. It was like seven or eight of our friends are on living room. Rolled stuffs in the envelope, you know, putting postage, you know, it wasn't ever with everything. There was no email back then, [chuckles] rolled stuff in the envelope and try to put everything which is really really cool. So, those are one of the--that's one of the memories that I remember is getting paid \$5 an hour for that.

FT: How awesome that you dad turned away those clients? I don't know if that's the norm.

FC: It's not a norm and I was actually a little bit upset [chuckles]. He had seen it at that time. Again, I was young. It was like, "What?" And, it was a pretty big account like a \$2 million account and another one was a million dollar account which is pretty big for us which we have I think 50 or 60 million on the management back then which is kind of lot of money back then and today, from money management, that's considered small but it taught me a lesson that when you do the right thing, I think he always get paid back in return, and no matter what it is, and all the people that I interview and you're gonna interview millions of experts too.

When you go out of your way. When you know that they can count on you and you do something. You don't do it for money. You just do it if they need something especially in the time of need, right, that's when you see who your best friends are when, you know, god forbid, you have to go jail and you did something wrong, your best friend show up, and call you need but they show up. Those are your best friends are [chuckles].

FT: Yes.

FC: So you know, you're there for these people and you do things like that, I think it comes back 10-fold and that works for me and my business where I'm in contact like a hundred different people in [blank 24:21] because, you know, I tried to help them and promote them. Of course, I do my due diligence on my podcast, I'm not just gonna put anyone on my podcast in front of my listener based and these guys take the time to come on. So, the least I could do is help them when they need or if they need a contact or they're, you know, whatever. They looked at your uranium stocks. I'm getting in touch like the five best uranium analysts out there and say, "Hey, there's a friend of mine. He has a few questions." So you now, that's one of the things that I learned from that lesson where, you know, if you do right thing to people. It usually comes back to you 10 folds and that's we have we have [blank 24:51]. It's a great lesson to learn.

FT: Your father had an amazing instincts too. Do you know feel like that's [blank 24:57] and if so, what's the next crash Frank Curzio [both chuckles]. When is that happening?

FC: You know what? I've been bullish and maybe I didn't ran off but I've been bullish for a pretty long time and there's a reasons for that. You know, the fad is [blank 25:12] in the markets and you have two classes of people. You have the class of people that complaints. "This is joke. I can't believe you build that on a banks. This is horrible." And there's other people that say, "Yeah, this is horrible but I'm gonna make money off it," and I'd rather be in that camp where I understand the whole financial system was gonna collapse and, you know, they have to bail them out, "I'm okay." Why interest rates are still at this level? Unemployment at this level and, you know, you still have interest rates. You still using monetary policy here is the beyond belief but the economy growing, the US is doing good as it is.

You know, record car sales, net worth is at record high and you can argue some of the things about the economy are good but we're much better than everybody else. While the fed keeps the interest rates low like this, that makes stocks a great investment. It doesn't mean every stocks gonna go up, you have to be particular but it's a good investment for the stock market because even the retirees

which you know which I'm sure, Farnoosh, you got a million question. Where can I get income from? People are buying at McDonald's, at IBMs, [blank 26:12] now instead of keeping their money in the bank, so I just think right now. Stocks are gonna do well. You probably see a little bit of a pullback. The biggest thing is the interest rates. I'm not talking about one interest rate high. I'm talking about like two or three years down the line when they start going above 2%, 2.5% short-term rates. That's when I'd be worried about stocks.

For now, it's still a very very good investment. A lot of stocks are not expensive relative to low interest rates, so it's something that I've told my subscribers to be informed for a long time, over four years, and I continue to say this there's a lot of good opportunities out there as long as interest rates remain low.

FT: So, I'm just trying to see if I remember my, you know, I interviewed a lot of the CEOs. I interviewed Jim Cramer. I interviewed you at the street. So okay, am I right to assume that if interest rates go up, the companies that are cash rich, perhaps the DOW companies is they'll be more likely to weather that because they're not gonna be dependent on credit so much and therefore, won't feel the pinch of higher interest rates?

FC: That's one way of looking at it. I mean I don't think they are looking to make interest on a cash and their bank. I think a lot of these companies are looking to invest that cash and maybe get it back to investors but it means companies that are in debt to be in a lot more trouble especially if they have rates go higher, so they're gonna pay more on that debt like student loans. Student loans are, you know, like what is it? A trillion dollar market right now. I think it's...

FT: It's eclipsed credit card debt, yes.

FC: It's combined if you take every other country in the world. It's not as much as our and as interest rates go up on this debt, who's gonna get hurt. So, that's one way of looking at it, so you're looking at companies like, for example, the oil companies right now really highly leveraged that means it's lot of debt.

FT: Right.

FC: Or, prices have come down and now they're in a lot of troubles. So if interest either rise, they could be further trouble because they need to borrow money. So, when you need to borrow money at a higher interest rate, that's, you know, think of it as your mortgage too. How many times-- people refinanced three times in the last three years with some people, right?

FT: Oh yeah.

FC: As interest rates go higher and higher, it's tough to borrow, you're no gonna refinance anymore but we're okay because we have that loan already. For some of these companies like especially in the oil industry, they've got so much debt to drill. They can't really drill right now. They're gonna have to take on more debt and that's where interest rates come into place. See you're right, they cash-hungry companies aren't gonna hurt us much but there's lot of companies that could hurt and it's gonna hurt later on. And, if we have a history if you look back when interest rates, when the fed hikes interest stocks usually do very very well as they are hiking and when they stop hiking, that's when they come down, so we still have room to go in this bull market, I think.

FT: What about failure, Frank. I think failure, there is an opportunity to breed success. In your career trajectory in your lifetime, what is one financial failure that was perhaps devastating at that time but later was you're kind of happy it happened because it was a very teachable moment for you.

FC: I would say financially--I'm on my second marriage now, very happy, I have two kids. I was married for two years the first time but--and this is something that your new book is about where, you know, my wife started doing very very well. She had an MBA. She started to make a lot of money and it changed her personality to a point where we didn't talk about things. She's not having fun. We used to have fun stuffs like that. In my career and this is right before I started at the street and things started getting well for me, you know, but she was making more money than me at the time but it just changed her perception where we dig at divorce. It hurt financially for the both of us. It was amicable. I think we got divorced within nine months. Okay, we said, "Okay, we made a mistake."

That's one of the things that I looked back on and say, "You know, it's probably very good that happen," and I'm not saying that she was a bad person or not. But it helped me financially because I was in debt at that time, I was little nervous, and I was like, "Well, we gotta, you know, sell the house and everything." And that got me to thinking where, you know, I don't wanna ruin that situation again. Not just divorce but I wanna make sure that I always have enough on the side for my family, for my kids, that I'm smart, that I'm diversified. Right now, 10% of my holding are in collectibles like, you know, it's paintings, art, gold coins and stuffs. I have a lot of friends in this area where, you know, I'll go and visit them in California or take me to the best art dealers of, you know, even sports memorabilia and stuffs, so I'm diverse right now. More diversified than I've ever been compared to just having cash in the bank, you know, with a little bit of debt. So, I have a lot of different outlets and also I'm trying to have as many outlets as possible to generate income even outside from my job.

So, that's very important to long term because I've learn from speaking to very wise people that are much older than me that they're sitting on houses, and collecting income and rent, and they're doing very well where some other people are retired. Just have their 401K and they have no income coming in and it scares the hell out of me, right.

FT: Right.

FC: I mean they don't wanna invest because they just live their 2008, 2009. They thought they were set and they watch their 401K fall by 40%. Their home price struck by 35% and they're 65 and they have no working power. You know, they don't wanna put in that money to work and they're very, you know, they're conservative, so that's one of the things I learned as one. I'm trying to look for more income revenue streams for myself with this and not all came from that divorce because that hurt me financially and got me a little bit worried.

FT: How about success, Frank? You've probably scored a number of financial wins in your life. What would you say is the coolest, the So Moniest moment? [Chuckles].

FC: The So Moniest moment I have to tell you has to do when I recommended a stock pick and I know that people do well. I have to be honest when I get it wrong, I'm angry, I can't sleep, you know, I'm really ticked off. Then, I'm not like that as they're won't be a newsletter writer but I enjoy that success of making people happy, so it's not just financially because emoney isn't everything. It's very very important but it's not but just to have that where you're helping and that's why, you know, I have this podcast. That's why you have this podcast.

You know for me, that provides joy in my life and, you know, again if you're looking something financially or particularly stock. I can give you a number of stocks that I've done well one and a lot of people can but yeah, for me, I just like making other people money as well through my knowledge and helping them out the fact that, you know, they get to buy their kids a new bicycle because there is something I gave or, you know, the stock that I gave to them. That's the joy that I take in what I do and that's a big success than just naming, you know, a stock that went up 500% for me because

I'm sure somebody will do what I do have a few stocks that they can aim. But my success comes from, you know, helping other people and making their money and also saving them money and teaching them about risk management. In this way, they don't get killed when it went wrong.

FT: Can you give us specific example? Maybe you don't wanna name the stock but what was the immediate kind of gratification from that, the feedback you got from your followers.

FC: Yeah, you know, I mean even--I mean, recently with Skyworks Solution, which is a stock I recommended at 29, it's 90 now. That is just a couple of years later. We've done very well on a lot of these stocks, you know, I'm just getting emails saying, "Wow! This makes so much sense. It's so great, you know, I can't believe that I bought this stock." It's really cool to see because again, you know, we do have all losers sometimes.

And unfortunately, in a newsletter business, I know it so well that when I recommended 20 stocks, a lot of people won't buy every stock. I mean 90% of the people won't buy every stocks, so they'll pick and choose, and I've got emails where they chose my three worst stocks and like, "Frank, I'm down so much in this. I'm like 25% of the year. You've got my three worst stocks." And, I kind of feel bad for them. You know, I could tell, "Well, that's your fault. You should have bought everyone on my stocks like I've told you to," but you can't really say that. You kind of feel for them.

And so, Skyworks Solutions is one stock. A lot of different mining stocks that I've done well on because I've got great contacts in this area for the past 10 years. This is an industry that's very speculative but, you know, there's so many people that have become billionaires because this industry provides 1,000, 2,000, 3,000% returns of people. Again, it's been very risky. It's been horrible over the past three years. It's an area that I'm personally investing in and I'm recommending stock because I know the particular people behind these companies. They have huge inside ownership which makes me feel better because if these stocks come down. They're losing money. So it's not that, you know, they're not just talking up their stock and it's great and they have no inside ownership. These guys have their whole spend, you know, in this company, I like investing behind people like that who have proven success and also on a huge share of their companies.

FT: What's your top financial habit, Frank, something that you do consistently? Maybe not daily, maybe it is daily but it's consistent and it's conscious and it helps you make better financial decisions?

FC: If you wanna stick to stock investing, I think that these are several rules that helped me out that always helped me out, I think. Knowing the company, doing the research, boots on the ground. I like to travel and get out there. These are things that helped me tremendously and have helped me managed to have a great track record in this business. I'm beating my benchmark. I'm beating the markets for a very long time is by really doing the research, by doing a homework on anything. Not just stocks, anything you invest in. Make sure you do the research and don't talk to the person that love the same thing that you love.

If you wanna buy Apple stock and you wanna put a ton of money into it, talk to the guy that hates Apple. He'll put things in perspective for you. That's one of the biggest things. You don't wanna talk to the 50 people that are gonna high five you and say, "Yeah, Apple is great," because as a contrarian investor, you know, that's not good. Like when I make a recommendation, I get like 500 emails saying, "Frank, that's a great stock." I'm like, "Oh man, I'm in trouble." [Both laugh]. You really wanna get--and when people like, "Frank, this stock is on look. I feel much more confident in it."

So for me, I'm always like to look at it from sentiment indicator. What are the people look at? That's one of the things that helped me the most when I make an investment decision anywhere is try to do as much research as possible. I wanna know that stock more than anyone in the world

since I'm recommending to tens of thousands of people and more importantly, I wanna talk to people that don't like this stock. What don't you like? In this way, I can look at the things why I can say, "Okay, this is a concern. This is a concern. Yeah, I see this," but it put things in perspective with me.

FT: And, I do admire this about you, Frank, and just to brag a little bit about the extent to which you really take this work. You're not just sitting the Bloomberg terminal and making picks. You're actually getting on a plane, flying overseas, going to the marketplace, or going to the factory, going to wherever you have to go to get really behind the scenes. Can you give us an example of that? I just wanna capture some of these moments that you're experiencing and I'm relaying back to your newsletter followers.

FC: Yeah, it's important. I mean the boots on the ground approach allows you to, you know, I've been to China, Brazil, Europe, Canada. I've been, you know, all over the world to try to find the best ideas for my subscribers and it's very very important in the newsletter industry, and it's not just to shake the guy's hand, and see the plants and understand get pictures but it's very very important from a newsletter's perspective because I've been in this business long enough where story telling is so important. If you like Microsoft and I go, "All buy Microsoft. They have great cash. Buy Apple, they're gonna generate \$40 billion. They have the iPhone." You know, you linked yourself up to everybody else.

So, why do you recommend--why do you see in Apple that nobody else sees or what do you see in a certain stock? And, by going there and providing the story, it's not just talking to CEOs. It's talking to like regular employees at the firm. People who are familiar with the company. You know, going to a local bar like I did in the Bakken, in North Dakota when I was looking at oil companies and just talking to the workers there and, you know, from [blank 37:58], and people have been working in industry for so long. He gets such an education but those stories are fantastic to tell to your subscribers and that's how come--that if you're--in the newsletter business, if you wanna build subscribers, that's what you do. You do story telling. It's not just, "Hey, buy Continental resources which is the largest player in the [blank 38:16]."

And, you wanna tell the story of a guy who just came there who has no education making 20 grand like three years ago. He's making \$150,000 working 60 hours and then goes back and then visits his family and how many people are doing this? I mean this is the story telling you have to do in a newsletter industry. I think it's very important because it'll separate from just everybody else that says, "Hey you know what? I recommend Continental resources," you know, and put a [blank 38:40] on the screen instead of [blank 38:41] they've moving average. Then you like yourself with a 100,000 people who will recommend in the same stocks.

So for me, I'd like to get that story and I also love the story telling aspect because I love talking to people and I always learn so much because everyone is professional in, you know, whatever industry that they're in. And, they're using me as a professional in this industry to help them. I want them to help me as well.

FT: I love story telling too that's why I do this podcast, so I feel you Frank Curzio. Let's talk about So Money fill-in the blanks. This is kind of my fun way to wrap the show asking guests to finish a sentence. First thing that comes through mind. Don't overthink it.

If I won the lottery tomorrow. Let's say in an immeasurable amount of money, the first thing I would do is...

FC: Get divorce. No, I'm kidding [both laugh].

FT: I hope your wife isn't listening.

FC: No, No. I'm teasing, I'm teasing. I have to get more money. It's better to get divorced before that, right. Financially, That's the advice you should be giving me, you know, I'm just kidding. But, the first thing I would do is probably, nothing. I'd live my life exactly the same, okay.

FT: Would you tell anyone that you won the lottery?

FC: No. Because even that not that I'm successful now but I have a podcast. I've been in this business for a long time. I've been on TV and stuffs like that but I don't know if it's the nature of the business or the nature of America because everybody complains so much and everybody have such a good--for someone who travels all over the world where people don't even have access to water, I can't believe we complain on Facebook, on our new iPhones and our new cars, of how bad traffic is [laughs], you know.

FT: Right.

FC: But you know, so I don't know. That's just me. For me, I would entail anybody because the more people that I do tell, it seems like jealous of your success and sometimes it brings you down and I don't really associate with people like that who brings you down. I'd rather be, you know, be friends and everything.

FT: I was just actually at Tony Robbins event this past weekend and he brought up the fact that, you know, what's funny is that lot of times when you're achieving success, your friends like disappear [chuckles], you know, and it's when we're down, our friends come and give us hugs. And it's like, people start to associate attention and connection and love with when they fail which is why some people never succeed. Just a little food for thought.

FC: Great point. It's a great point. I have experienced that personally. I mean I have great friends that, you know, just kind of disappeared and don't say anything and it's just weird because I'd be so happy no matter what they're doing or whatever and they're just, you know, it's weird that you don't talk to them, right, talk to them for 15 to 20 years. I don't really talk to them anymore.

FT: What is one purchase that you make that makes your life easier or better a way that you spend your money that allows you to live your life in a happier way.

FC: That's a good question. You said don't overthink it. One way that I spend my money. I think I mentioned that before. The way that makes my life easier, you know, my pool guy like, you know, I live in Florida and there's a guy cleans my pool and, you know, I pay him a little extra money and the guy will end up doing like my whole entire backyard. He built like this golf course at cost for me on the side, you know, not like it's not rich or anything. It would have been a very very expensive I did but I think that makes my life easier by helping other people out because he do so many more favors for me and I have to worry about anything getting done. I know it's gonna get done because I pay those people well.

FT: How about a splurge? This kind of, you know, similar and perhaps in like how you spend but like a real splurge that might a lot of money on but you're happy to do it.

FC: Let me see.

FT: Like do you travel first class. Some people like, you know, I can answer everything from like private jets, to my massages, to...

FC: Yeah, yeah, you know, it's tough like see I spent money on everything that I like. Like I never look at it as--oh man, this is too much for me.

FT: Like guilty pleasure, yeah.

FC: And especially if I gonna enjoy the experience. Like even when I go out with my friends. The one thing I hate and I don't care if some of my friends don't have money. Who cares, you know, I'll pay for your beers. It's the guy that comes in where I'm hanging out with tens of friends and buys one beer for himself. That's what really takes place. So for me, just go out, spend \$200. Is it gonna kill you? No, maybe for some people but, you know, go out and have fun with your friends and enjoy the moment because for me, again, experiences, you don't have too many great experiences that you can remember for the rest of your life. I like when I go out and just to have fun and stuffs like that, and I usually splurge when I do that, and I'll buy people drinks and hanging out because I know at the end of the day, I will just gonna have a really good time.

FT: I love that. Enjoy the moment. That's been the common trend throughout this conversation so far. I'm gonna add to my list of financial philosophies. How about one thing you wish I had--what's one thing I wish I have know about money growing up?

FC: Growing up. I'd say I wished I understood the value of a dollar more as a kid. I'm trying to teach my kids that too because I've spoiled my kids just like everybody else and you try not to but you love seeing that happy face, right. It's so hard when, you know, "Let me get this," and you know they're gonna play for it for like three days but like, you know, I don't know that's actually a pretty good question, so I think you got little stumped to that, okay [chuckles].

FT: Well, you have a pretty good upbringing, I have to say above average.

FC: Yeah, above average but just the value of a dollar is the most important thing. You know, you just don't understand because even like my daughter now. She's like, "Oh, let's do this." I'm like, "This is really expensive. We can really do this. Just like, "What do you mean?" For me, I...

FT: I mean the gold course, what do you mean?

FC: Yeah, not a--it's like a [blank 44:07] green with a chirping area but, you know, again things that I shouldn't do and materialistic things but again--and, there's a reason behind that. I had major back surgery. I'm okay now. I couldn't lift more than gallon of milk for eight months and the only think I could do is take a quarter of a swing. I couldn't exercise. I couldn't do basketball. I couldn't do anything so, you know, my life is like, "Alright, I understand. You can't do anything. You can't do this." [Both laugh].

FT: Alright. Almost done here. When I do give to charity, I like to give to blank because...

FC: I don't like to give money to charity often and I'm a very generous person. I like to give money directly to people because the charity--for me, for example, I don't want you to think of saying a bad thing here but when I go Walgreens like, "Do you wanna donate to this?" I hate not knowing where my dollar goes. I'd rather help somebody that I know that needs to help and give them money and say, "You know what, whatever," and they have so much pride with like, "Oh, I pay you back," or like paying you back whenever. For me, with charity is I feel like I'm giving you money. I don't know where it goes. I don't know who am I helping and that bothers me because I love to help people.

For example, there is this, you know, this wine that you could every year that when you buy it, you actually donate to the Wheelchair Foundation. And when you donate, whoever you give the wine to, they take some money out of those sales and actually buy a wheelchair and you get a picture of the actual person, you know, and they're thanking you like handwritten or big picture saying, "Thank you so much. I now have a wheelchair." Stuffs like that I love to do when I know I'm making a direct impact, It's the, "Hey, can you give \$5 for the Cancer Society. My dad passed away from cancer." I just hate that I don't know where that money is actually going. I'd rather do it directly.

FT: I totally get that. I totally respect. I just gave money to a friend's kickstarter because there was an illness in her family and the family needs money to pay their medical bills and it was like a no-brainer because, you know, I was in tears basically getting to hear over. And I totally get it, you know, I know that money is gonna be well-served but certainly there are lot of charities that have immensed overhead cost that you money is really just going to pay for staples and, you know, copy paper.

FC: You know, it's true and that's the biggest thing for me. I hate not knowing where my dollars is going. That's fantastic though because now you're emotionally involved with who you're calling them. That's what charity to me is about than just, you know, going online and what am I like, "Hey, you wanna donate a dollar to whatever." I'm like, "No, not really. I don't even know where it's going," so I like to know where my money is going."

FT: And last but not the least, I'm Frank Curzio and I am So Money because...

FC: Oh man, I hate talking about myself [both chuckles]. I really do.

FT: It where chance for guest to really, you know, just brag a little bit about yourself.

FC: I'm So Money because I'm a good dad to my daughters, man. I spent a lot of time with my daughters. It's like my whole life. So for me, that's the most important thing and, you know, the fact that I'm able to work at home and I could take an hour in the middle of the day. Maybe jump on a pool with them, and then get back to work, and I'm a workaholic, and I work until 2 to 3 in the morning everyday because I love what I do.

FT: Everyone, check out frankcurzio.com. His podcast is, well it's aptly named after your, right, Frank Curzio...

FC: Frank Curzio's Wall Street Unplugged. Wall Street Unplugged.

FT: Wall Street Unplugged.

FC: Yes.

FT: Alright, everyone we'll have all those things at somonypodcast.com. Frank, so great to reconnect with you. Happy to hear that everything is going so well and that you're So Money.

FC: I'm So Money. Thank you so much. You are So Money and I'm so glad we hooked up again and I can't wait to get you on my podcast.