

EPISODE 248

[INTRODUCTION]

[00:00:30]

FT: Hey everyone, welcome back to So Money. I'm your host Farnoosh Torabi. Wow, episode 248! We're just two shy of 250. We've come such a long way and I wanted to say thank you, thank you, thank you to all the listeners from the beginning, from the middle, if you've just joined us. I am just honored to have you as a listener on this show. And so speaking of this show, when I set out to start this podcast I wanted to create a show where successful people of all walks of life could share their stories and advices through an open conversation about money, and hopefully inspire our listeners to say, "You know what, you can do you it too!"

And my guest today, Adrienne Dorison, has that same goal in mind in her business. Adrienne created a 10 session and a VIP intensive program to create your "Rich Life", which she defines as being all about self-mastery, to reach your highest potential, to create freedom, financial success, and lasting fulfillment. Sign me up please! In this program you receive coaching sessions, online support, access to her mastermind group of entrepreneurs, and so much more. But it didn't always start with this program; Adrienne has a story like we all do.

So a little bit more about Adrienne; she paid of \$45,000 of student loan debt in just six months and before that had a career at a prestigious Fortune 500 company, which she quit, and is an accomplished athlete. She has even won a long distance triathlon!

Some takeaways from our interview: one, we begin by discussing Adrienne's debt. How did she manage to erase a five figure debt load in half a years time? What were the steps that she took, specifically? How Adrienne grew her coaching business on the side while working her 9 to 5, and the day that she called it quits - how did that go? And her "confusing" childhood - confusing I put in air quotes - this is how she describes it. And the lessons that it taught her, particularly the financial ones.

Please welcome, Adrienne Dorison.

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[INTERVIEW]

FT: Adrienne Dorison, welcome to So Money! I'm really excited to have you.

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AD: Thank you, thank you.

[00:02:47]

FT: Yeah, the pleasure's all mine.

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AD: I'm excited to be here. It's like a mini dream come true.

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FT: Oh my gosh, are you kidding?

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AD: No! [Laughs]

[00:02:56]

FT: Okay, wow you need to dream bigger girl! [Both laugh]

[00:03:00]

AD: It's one of my dreams.

[00:03:01]

FT: Okay. Well I'm honored, I'm flattered that you said that. I have you on the show for a lot of reasons, you know people who may not know who you are, although I just got off talking about you in the introduction. You are very - entrepreneurial is not even summarizing, I think, the genius that is you. I think a lot of people on this show who listen and tune in like you, and like I, are very ambitious but we had to go through some challenges before we could achieve success. And for you one of the biggest challenges was your debt.

And while really we don't talk a lot about debt on this show, I think it's, I'm gonna start integrating it a little bit more into the conversation. Because, let's be honest, everyone has or had a run in with debt of some scale. And for you it was \$45,000 of student loans that you happen to squash in just six months. And this was something that was really a barrier for you from being able to go from living and working the job of your dreams from where you were. You were working for a company and you were, I guess, okay, fine, happy. But you weren't fulfilled and this debt was really the thing that was getting in the way.

So let's start there because it is kind of where the rest of your story begins, is being able to pay off this debt. So tell us how you did it? And in such a short period of time - six months!

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AD: Yeah so I think that the numbers almost don't even make sense, right? Like people are like, "\$45" - it was over \$45,000 in six months.

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FT: That's a salary! That's, you paid off..

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AD: I know. [Both laugh]

[00:04:38]

FT: You basically had an employer for six months that you paid.

[00:04:42]

AD: Yeah exactly. And I wasn't making enough to do that alone just with my corporate job. So it was definitely a few steps like combined together which I'm happy to like give you some insights on, of course. But it didn't even seem mathematically possible to me, and that's why I love like sharing this story because I think a lot of people are stuck in that place, whether it's they can't leave a job or they can't travel like they'd like to, or whatever it is there's probably some debt holding people back from doing the things that they really wanna do in their life.

And so back in January of this year, 2015, I made a decision which is I think the very first thing you need to do. You need to make a conscious decision to not get into any more debt and to really aggressively attack whatever debt or financial goal that you have. Because it's not always easy, so you have to really like really decide that that's what you wanna do. And then I worked through Dave Ramsey's program - Financial Peace University - and I now teach that program.

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FT: How'd you like it? Oh you teach it now? Well there you go. I guess that's quite the endorsement.

[00:05:48]

AD: Yeah I love Dave's program. I will say that now, having gone through it and now being so interested in money, I now go out and learn more than just that program, right? And I have my own probably opinions about some of the things he teaches, but I think that that program is amazing for people that are in his target market. They don't really know anything about finances, they really just need a starting point, and I think it's perfect for that, right? Is everything still

something that I agree with? No not necessarily, but I think the ideals are definitely the place to start for someone who's like drowning in debt or just in financial chaos.

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FT: But you know, to be honest Adrienne, I hear \$45,000 and I don't - sad to say - I don't consider that drowning in debt because I hear often people saying, "I have over \$100,000 in credit card debt," and you had student loan debt. But yet, everything's relative right? For you this was an enormous amount of money.

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AD: Yeah and it just, you know, whatever it is for anyone else or anyone else out there listening, or anyone who's done this before, whatever it is for you it's usually stopping you from doing the things you wanna do no matter how much that is. Some people that were in the class with us or some people that are in the classes I teach, they're in like \$800,000 worth of debt. So yeah, mine probably seems pretty slim to some of that.

[00:07:12]

FT: Woah, woah, woah. \$800,000? Is that including a mortgage?

[00:07:16]

AD: It was including like three mortgages.

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FT: Oh geez!

[00:07:18]

AD: Yeah because it was like a military family that bounced around and kept buying houses and things like that. And so yeah you can liquidate some of that pretty quickly sometimes if you can sell. But yeah, it's not necessarily drowning, but it was still stopping me from doing some of the things that I wanted to do in my life. It keeps you stuck and because it was all student loans, the repayment plan that they put you on, which I encourage everyone to really reassess that, was about 24 years. 24 years that it was gonna take me to pay it off because I was paying the minimum, I was just doing what it told me to do, and that won't get you anywhere very quickly at all. And I think that that's what most people are doing and they're even extending those payment plans even longer. I'm like, "That's not good!" [Laughs]

[00:08:08]

FT: So walk me through your typical day as someone who was trying to aggressively get out of debt. What were you cutting out? How did you alter your spending specifically? Make this really visual - I wanna visualize this, so take us back to that point.

[00:08:23]

AD: Yeah so the first step for me was definitely creating a budget where I think that before that I thought I was living on a budget because I just wasn't over drafting, but that's not a budget. Like I really, when I started the program, I looked at my past three months expenses and I did what's called a zero-based budget. So I took my income and then I subtracted all my expenses and then I saw what was left over. And everything that was left over I started pouring onto the debt, right? So really aggressively attacking that.

I also had between 4 and \$5,000 in my savings account that I was just kind of holding on to. Which is not that much, but it was still more than I needed to have in my savings since I had all this debt. And so Dave teaches you, "Just save \$1,000 in your emergency fund when you have debt. And then pay off that debt and then start building the savings fund again." And so that is what I did. I knocked that savings account back down to \$1,000, which is hard because I think when you don't have money, when you come from not having a lot of money especially going through college, accruing lots of debt, and then I started at a corporate job and I was making

decent money, and I was just like hoarding it, right? I didn't wanna pay off the debt, I was like, "I just wanna keep this as a security blanket her."

So I started with the budget and I started paying things off. Then once I did the budget, I could see where my money was going. Because I think a lot of times, and this was true for me and it's true for a lot of people that I work with through FPU as well as through my business coaching, that we don't even know where we're spending money. We just aimlessly do it sometimes. You're not consciously spending. And so it was like \$20 here, \$40 there, and like all those things add up. And so I cut back my Target trips, for sure, right? Like not spending on the things that I could "afford" cause I had an income and I was still making the minimum payments on my debt, but I just cut back on a lot of those things.

Silly things like dog toys. I have a dog and I like spoil him to death. And so every time I'd go to the store, you buy a dog toy or something here or there. And those things add up over the month. And so once I looked at the budget, once I sat down and looked at my bank statements for the past three months, it was very obvious that there was lots of things that I could cut out. I wasn't ever really big on eating out, so that wasn't really a big sacrifice for me.

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FT: That's helpful!

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AD: I know. It wasn't a big sacrifice for me...

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FT: Well tell us where you live too?

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AD: I live in Montgomery, Alabama right now and I lived in Wilmington, North Carolina before that. So my company - my former company - had moved me around a lot so I just didn't really eat out a lot. But when I moved here, my fiancé did like eating out a lot and so that was kind of a change for him he had to sacrifice cause we weren't going out to eat, maybe like once a month. And things like small things, right? I don't have cable, I switched my phone provider to something that would save me, not tons of money, but like \$30 a month, which adds up over time.

When I was living in Wilmington I had like three different gym memberships because I'm like an athlete, I'm a gym junkie. So I had like my yoga membership and my Pure Barre, and [Laughs].. I was like, "Okay that's a little excessive, right?" Just cause I had the money to do it. So I really cut back on things like that and then the other part was really increasing my income. You can only cut back so much, like I'm a firm believer in that and I think that that's what deters people from feeling like they can get out of debt. It's like they think they've cut everything out, and maybe they have right? Maybe they have cut back as far as they can. Well then what do you need to do? You have to increase your income. There's no option there, right?

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FT: As Dave Ramsey, which is great - I heard him once on his radio show tell a caller, "It doesn't sound like you have a budget problem, sounds like you have an income problem."

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AD: Yes! That was a good impersonation. [Laughs]

[00:12:30]

FT: And like that... Thank you, thank you. So yeah I think that, and we talk about this on the show all the time, that not only is it really, sometimes the bigger issue is your income, it's also easier sometimes to go out there and bring home an extra \$50 than try to find ways to cut \$50 from your budget. These days, especially, with so much accessibility to connect with people who need your help to do something, thanks to the Internet.

So now tell us, once this debt was gone, what did you do next? And what was the, how did that lead you to starting your own business? The day you quit your job, for example; was that not too far after this?

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AD: Yeah so I started the debt plan January-ish, maybe late last year and then I started blogging, which organically turned into a coaching business. Like because people were reaching out, it kind of organically turned into a business. It was not like intentional that this is what I wanted, like this is what I'm gonna do. But then it turned out to be like definitely my passion and my purpose and I was like really motivated to get out of the job more quickly because every day that I stayed there felt like my soul was being sucked out of me.

And so I started growing the business on the side in January, that was what really started happening. And that it was really, as I built the business, I was really working two full time jobs. Like I grew the business very quickly because I wanted it very badly and I wanted to get rid of the debt so that I could leave that job. I knew I didn't want to - and this is different for everyone. I think that some people may need to get out of a job before their debt is paid off. I dunno? I think that sometimes you gotta do what's right for you.

But for me, I wanted to pay off the debt before I left because I knew I didn't wanna have that kind of hanging over me and not have a real consistent way to pay it off. So as soon as I paid off the debt, I finished paying off the debt in the end of May of this years, I made my final payment. And then I left the day job on June 30th was my last day. So it was really like one month later that I was done, but I had already given my notice and everything because - funny story; one of my VP's actually found out that I had a side business and he called me out. [Laughs]

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FT: Ah-ha! Well you know what? Maybe that was a good thing?

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AD: That's what gave me that push.

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FT: Yeah exactly, not you have to do it cause now it's out there in the open. [Laughs]

[00:15:05]

AD: They kind of gave me the call like, "What's your plan here?"

[00:15:08]

FT: Forced accountability. Yeah, "Uhm, you know!"

So Adrienne, through all of this, tell us - well actually, let me go back one step; tell us about the business? Tell us now what you are doing and how you're helping people on your own, independently, as an entrepreneur?

[00:15:23]

AD: Yeah so I am a success strategist, and a business coach for online entrepreneurs. So I help high achievers really achieve their highest goals in their business, help them start their business, run their business, and really create a rich life. Because I think as entrepreneurs, a lot of people burn themselves out very quickly and so I try to help my clients create packages, and services, and offerings and help sell those packages and services and offerings in a way that supports the life they really want to create.

And it's been very successful for me so far. I love my clients, and I love what I do, and so that's the bonus, right? That's like even better is that I make good money doing what I really love, and I know that that's available for anyone who's willing to do it.

[00:16:13]

FT: Yeah they say, "If there's one thing that you can learn how to do in this world, is learn how to sell." I'm talking from a business perspective; I'm not saying like - you should also learn how to be compassionate and loving and a good person. But as far as just business goes, and being able to create a living, an earning, is if you can learn how to sell yourself in a healthy, positive, productive way to get clients, then you have the skills for success.

What do you find are the greatest pain points of your clients? When they come to you, typically what are they really struggling with?

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AD: They don't know how to voice their message, maybe in a consistent way. So they don't know how to reach the right clients or they really don't even know maybe specifically who they want to serve. So they're kind of confused in that area. They feel like maybe the space is crowded - how do they stand out? How do they become the expert in their field? Also things like you just mentioned; things very critical to running a business. Especially I work with a lot - I work with some men, but I work with a lot of women and they don't like selling. And if you don't get comfortable and confident and really good at selling, you don't have a business.

So helping them with, first of all, getting comfortable with that. We dig deep into the mindset work too, understanding your money story as well as boosting your confidence because you have to kind of move through a lot of fears and negative emotions when you run a business. And so there's a lot of that involved as well, but getting the skill sets down: you have to learn to sell and you can't do it in a sleazy, slimy, icky, gross way either cause it's not gonna feel good and it's not gonna work.

So all of those things are huge, but really being able to impact the people you want to impact in a way that feels good and makes you the money that you desire, I think is important and people often don't think about those things. they just think, "Either I have to do something I love and not make a lot of money, or make a lot of money and do something I hate," right? And that's just not true.

[00:18:21]

FT: Right. No there is a sweeter spot.

What's your financial philosophy Adrienne? Now that you've been through this amazing feat of yourself paying off your debt in a very quick amount of time, accelerated pay down. And I'm curious, if any of the adjustments that you made during that six month period, if any of them stuck? If you've taken on a new philosophy on money and the way that you handle your budget?

[00:18:47]

AD: Yeah so for me, like I have like two guiding financial philosophies, I think and one is that it doesn't matter how much you make, if you're not able to manage it. And I see a lot of people with that problem, like they want to manifest more and more money - that's a big buzz word. Manifest all the money you want, but if you don't know how to manage it, you're always going to have a money problem. And then the other thing is just that anything is possible. Like I think that living in fear and constant state of lack is not how it has to be, and just like going through what I did like being able to pay off that much money in a short amount of time, more than doubling my corporate income. Which, I thought my corporate income was pretty good, and then being able to more than double that within just a few months of starting my own business.

I know that anything is possible, if it's possible for me and if I just believe in that. So those two things kind of guide every decision that I make, making sure that as I do make more money that I'm managing it properly, right? And then yeah.

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FT: It's definitely one of my mantras and if you are a subscriber to my email list you recently got an email from me talking about that precisely. Because I had a guest on the show not too long ago, Brian Brandow, who runs DebtDiscipline.com. And get this, he and his family were \$109,000 in credit card debt and he was earning \$120,000 a year. So the headline is, "I Earn Six Figures, I'm Also Six Figures in Credit Card Debt". So the point, like you made, is that it

doesn't matter how much you make. Cause I've heard the opposite story too where someone's making nothing. They are making so little that they have to be on food stamps but in a year they were able to invest the little money that they were making wisely into themselves, into resources, and in a year they were able to make almost a million dollars.

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AD: Absolutely, yeah.

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FT: So it really doesn't matter what the income is, it's how you manage it. Well said.

What is the exposure that you had to money growing up as a kid? I'm curious now to learn a little bit about your financial upbringing. Was it positive? Was it confusing? Like let's go there, let's go there.

[00:21:15]

AD: No it was not positive, it probably was confusing. I think my whole childhood was kind of confusing. But in terms of money, I lived with an alcoholic abusive mom, a single mom for probably seven years alone. My parents were together, and then they got divorced and we lived with just our mom at that time, my brother and myself. And the courts in Florida, they usually keep you with your mom and so that's a whole different story. But she never had money, she worked but she was kind of like - now that I'm an adult, I know that she was definitely like a functioning alcoholic at work. And so she never was able to like have enough. Like we were always in a state of lack and scarcity mindset and was always that my dad owed her money, and things like that.

So it was a very negative upbringing in terms of money. And then at one point, I think I was probably, I was going into seventh grade I remember - I don't know how old I was, but she kind of decided that she didn't want to take care of us anymore, whatever that situation was, I was a kid so I don't really know. But we ended up going to live with my dad and we never saw her

again. And my dad was more of an entrepreneur and so we had money there. So I went from like being dirt broke living at my mom's house to living with my dad in like the nicest neighborhood in the area and then going to school and everyone knew me as the girl who lived in the really nice neighborhood.

So that was really confusing, honestly, to go from like nothing to a lot but not really feel like I had anything to do with it cause I didn't. And I didn't really know what was going on.

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FT: And you might have missed your mom too. That sounds like a really hard transition.

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AD: Yeah I don't know that I missed her. I was really excited, honestly, to be there. Yeah it was a really bad situation with my mom and so I'm sure there was like some subconscious confusion there for sure. Like, "You gave me away," right? Like, "You don't want me anymore." So like there's definitely some of that that I've dealt with as an adult just kind of like pulling up those layers.

[00:23:25]

FT: You know what? Maybe be thankful. She was incapable. She was completely incapable and fortunately you had another parent who was able to be there, not just financially, but hopefully also physically and emotionally in some ways. So awh man.

[00:23:41]

AD: So I definitely like, I thank her now. You know? I don't know what it was like back then and as a kid I don't know. But I do think that it was out of love, now that I can reflect back. So that is something that has made me the person that I am today for sure. Like so many skills that I've - or things that make me me are because of that situation. But it was still very confusing financially as well as my dad was an entrepreneur and either we had - we went from feast to

famine. You know, we had lots of money and then we didn't. And then we had lots of money, and then we didn't. But we didn't really talk about money. I was just kind of known. [Laughs]

[00:24:18]

FT: Wow.

[00:24:19]

AD: Yeah it's a lot of confusion. [Laughs]

[00:24:21]

FT: Goodness! Well I like the story that you've chosen to tell. Cause there are a lot of ways you could've recalled that story and talked about how it impacted you, and I think you chose the best way possible, the healthiest way. And really the right way. What you've chosen to sort of analyze that as is the right and healthiest way. So that shows a lot of, that shows a lot of character.

[00:24:45]

AD: Yeah there's a lot of, I think as adults, we have to be willing to pull up some of those layers though and really understand. Because that is part of my money story, right? It's part of my story in general and really just figuring it out as an adult and how it affects me in different ways now.

[00:25:01]

FT: Absolutely. What would you say is your greatest financial fail? So we've talked about the debt and that could definitely be a category. But I mean it was student loans and I don't consider that a failure. In fact, I think that's a remarkable feat of yours is to have had the debt and then to get out of it so quickly. So separate from that, what would you say is your down point? And then we're gonna reverse it and talk about a So Money Moment. So we're gonna get to a happier moment soon, but first let's talk sadness - talk failure.

[00:25:31]

AD: Failure. Yeah let's talk sadness! So failure for me, I mean having the debt yeah that's something that everyone deals with but it did allow me to go - it was all student debt - so it allowed me to go through school. But I did have some credit cards at one point when I was in college because my dad was kind of in that famine mode and so it turned out like I was working in college and so I took out some credit cards too. It was in 2008 when gas was like \$5 a gallon and I had like a big Durango truck that he had given me and so it was expensive to even just get around.

And so I took out some credit cards at that time to help me pay for some expenses as well as student loans. I think my financial fails that have happened over the years would be in terms of just avoiding this stuff. Like I've had collections come to me because I avoided payments or I forgot. Like you can't just forget, right? [Chuckles] So those would probably be my big financial fails because even with the debt, the student debt, I kind of took my head out of the sand finally and started to pay it off.

But at that point, when I was still in college and a couple years after college, I was really just trying to avoid it and hope that it would go away. And that never happens. Like you have to pay attention to it right? And at least pay the minimum, if you can, pay more! But I just was avoiding it. And so I let some of those things slide, and now I have probably a horrible credit score. I don't really focus on my credit score that much because after going through Dave's program I know that my credit score doesn't mean anything. Like it doesn't define me and for a long time I allowed it. I allowed it to affect my self worth, and I don't think that that's valuable for anyone to do because like Dave always says, "Cash is King," and I really do believe that. And I understand that there are things that people probably want good credit for, but for me right now I never want it to affect my self worth and for a long time I allowed it to. And it was my fault, right? Like I definitely avoided payments for a long time, and that was probably a big financial fail. Cause I had the money to pay and I was just like being stupid and young.

[00:27:56]

FT: Yeah. But I dunno, I struggle with that sentiment of not having to worry about credit, because as we know, yeah credit is one of those things that you know you need it to get more credit. But also, people don't know this, sometimes you need a credit history to just get like a utility company to give you a service. I had my credit checked when I got Verizon installed in my house. I had my credit checked when I was renting an apartment in New York City. So it can cause a hurdle if you don't have any kind of credit profile and it's important for people to know what the implications are if you don't have credit. And so that's just my two cents.

[00:28:36]

AD: Yeah I think for sure, and I know that that's your sentiment and I know that like Dave is definitely in the other boat, and I think I'm somewhere in the middle. I think that I definitely, you know I'm working to improve that because I don't have any credit right now, but still putting things to make payments that do affect your credit and paying those on time and things like that. But I want to be in a position like Dave Ramsey where I don't have to worry about credit, I can just pay cash for things and I'll be willing to jump through some hurdles when a utility company comes to me, if they don't want my business.

But I totally agree, there are some hoops that you probably have to jump through nowadays because of that. But still not letting it define your self worth is still essential, I think. Cause a lot of people feel ashamed and guilty and embarrassed, you know, around their finances.

[00:29:26]

FT: Yeah people don't, it's like apparently something that might come up on the first date.

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AD: Oh! That was huge for me like when I first got into this relationship. And thank God my now fiancé like was so, so good and supportive about finances. But I honestly felt fearful to even tell him because I was like, "He's not gonna wanna marry me," right? And that's true. And I think that a lot of people thing that and he was just like, "No that has nothing to do with who you are," and I was like, "Oh, you're right."

[00:29:54]

FT: Yeah.

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AD: So it really took him saying that for me to kind of help me come out of that shame and embarrassment for sure.

[00:30:02]

FT: Wow. Alright let's talk, let's get some happiness back into the podcast.

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AD: [Laughs]

[00:30:09]

FT: Let's talk about a So Money Moment. I might wanna throw in that you are the breadwinner in your relationship, so high-five!

[00:30:14]

AD: Thanks! [Laughs] Yeah so, a So Money Moment for me was probably being able to make that last payment on my debt and then being able to quit the job because I had more than doubled my corporate income with my side business. And not just one month, but being able to do that consistently, which was really important to feel like it was okay to leave the job.

[00:30:43]

FT: Right. Wow. And how did that conversation go when you were leaving the job?

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AD: The one where my VP called me, or? [Laughs]

[00:30:51]

FT: Well was that the moment where you were like, "Yeah I actually,"...

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AD: We had a long conversation. Yeah it was kind of weird for me to get that call, so I kind of knew something was up. But we had a conversation and he kind of asked me if this was something I still loved doing, and I kind of told him, "No not really loving the day-to-day, and I don't really see myself here long term." And so he had kind of asked me to make a decision. And so the next day, I had really already made that decision within myself but the next day I went in and went into my regional managers office and just told her that I would be leaving and I was happy to stay as long as they needed me, within reason.

You know, if they needed to replace someone else that I really had no quick plans to leave, but that I had kind of been asked to leave or to at least make a decision. And they asked me to stay for like two extra months and I was like, "No," [Laughs] So I stayed for like an extra month and half. It was time to go after that. Just being around the office after everyone knew I was leaving for along time was challenging but I was really excited. You know I was really excited to step into my business full time and yeah it was time. [Laughs]

[00:32:11]

FT: Yeah. You just know.

What is one habit, Adrienne, that you now practice, perhaps stemming from your days of getting out of debt very quickly and aggressively that has stuck and that you like to now, your students?

[00:32:25]

AD: You know I like budgeting, I like to see where my money is going. I think that that's really important and I do teach that to people because I think a lot of people avoid just looking at their finances because they know that they're not creating the financial habits that they want. And so they tend to just avoid it. So budgeting for me was really the moment I took my financial control back. I think that I was just letting things happen and then once I sat down and I really looked at the budget - you know I really spent things intentionally, and I think that that's still what I do. I want people to spend their money; I think that that's why we make money, right? But spend it intentionally and give every dollar a place to go, and don't just let them escape on their own. So that's the biggest financial habit that I have that I always try to pass on so that you can manage what you have and don't spend more than you earn.

[00:33:23]

FT: Right. Absolutely. Well are you ready for some So Money Fill in the Blanks now? You've been so patient.

[00:33:30]

AD: I'm ready. I'm so ready!

[00:33:31]

FT: If I won the lottery tomorrow, let's say 100 million bucks, the first thing I would do is ____.

[00:33:37]

AD: I would probably hold on to it for a while, make sure that I knew exactly what I wanted to do with it, but I would give away a lot - probably like 50-75% and then I'd probably invest the rest and I'd make sure that my fiancé hired someone to help us invest that. Because, we'd probably invest in real estate actually, cause that's a big goal of ours.

[00:34:01]

FT: Do you plan to stay in Alabama, or is this like where you're gonna set up, get your forever home? Or you're gonna maybe look at...

[00:34:08]

AD: No. [Laughs]

[00:34:08]

FT: No? Okay.

[00:34:09]

AD: We're both here because of the corporate job that we were in. We've both since left that corporate company. So we're on the prowl now to get out of here.

[00:34:19]

FT: I can only imagine! No offence.

[00:34:24]

AD: [Laughs] No, none taken at all.

[00:34:26]

FT: One thing that I spend on that makes my life easier or better is _____.

[00:34:30]

AD: Our new house cleaners.

[00:34:33]

FT: Is it a service that's online? Cause now I know there's like a growing number of online services that host house cleaning duties and will come to your house and do it. Or is it like an individual that you found?

[00:34:46]

AD: It's local, but it's like a franchise. But I did find them online, but they're not like one of those bigger companies. It's just a local small company.

[00:35:00]

FT: Cool. Well whatever it is, I'm glad you're doing it.

[00:35:03]

AD: Yeah. [Laughs] Yeah me too!

[00:35:04]

FT: [Both laugh]

[00:35:06]

AD: Makes us feel rich to be able to do that. And it's really not that much money.

[00:35:10]

FT: Yeah, no it's so worth it cause you save so much time and hassle. So now what I wanna know is, my biggest guilty pleasure that I spend a lot of money on, but I wouldn't have it any other way, is ____.

[00:35:24]

AD: Oh this is a hard one. My biggest guilty pleasure is probably I spend too much money on my dog, like I told you before. Like I spend money on toys and - not as much anymore as I used to, but it costs like \$100 to get him groomed and things like that.

[00:35:44]

FT: Yikes! Pet's are expensive.

[00:35:46]

AD: Oh yeah and like taking him to the vet. He also has insurance, so yeah he's definitely my guilty pleasure but I love him so much.

[00:35:54]

FT: Excellent. One thing I wish I had learned about money growing up is _____.

[00:36:00]

AD: Compound interest.

[00:36:03]

FT: Yeah?

[00:36:04]

AD: Yeah. For sure.

[00:36:07]

FT: For sure. And when I donate I like to give to ____ because ____.

[00:36:12]

AD: We like to support people who wanna go through Dave Ramsey's program. So we always sponsor families who can't afford to purchase Dave Ramsey's program. We teach it, and we also sponsor people to go through that program and just ask that they pay it forward in the future.

[00:36:29]

FT: Ah that's nice! That's great!

[00:36:30]

AD: Yeah and then with my coaching service, any time that a new client signs on with me, I want to teach people to be givers, and so there's a line on our contract that says, "10% of what they pay me goes to a charity of their choice," and so they get to pick where that charity, what that charity is. And so I donate 10% of that income plus 10% of my total income over all. And so I get to donate to lots of different charities because they get to pick where they want their money to go, and that's really for me to start cultivating a giving spirit within my clients as well.

[00:37:12]

FT: Excellent, excellent, excellent. Well I don't even have to ask, but I will; I'm Adrienne Dorison, I'm So Money because ____.

[00:37:19]

AD: I'm So Money because I know that creating a really rich life isn't just about money.

[00:37:28]

FT: It is not! And that's what this show is really about. Connecting with people like you, it really brings it to life. And so thank you for coming and sharing your wisdom with us, and your failures as well as your successes. Really appreciate the candor, and wishing you continued success Adrienne.

[00:37:45]

AD: Thank you so much for having me on Farnoosh. This was a lot of fun and like I said, a little mini dream come true. So thank you!

[00:37:52]

FT: Hey, I do what I can!

[00:37:54]

AD: [Laughs] You're a dream weaver.

[END]