

EPISODE 444

[SPONSOR MESSAGE]

[0:00:34]

FT: So I travel quite a bit for work and I kind of love swiping my business credit card on the road because I imagine all the tax deductions I'm racking up and allowing me now to indulge in my tax nerdiness is our latest sponsor FreshBooks. A cloud based accounting software for entrepreneurs and small businesses. FreshBooks makes it easy to run your business. Keeping track of those business receipts is as easy as taking a picture.

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[INTRODUCTION]

[0:01:39.4]

FT: You're listening to So Money, welcome back everyone. Hope you had a fantastic weekend and now it is Monday and I wanted to kick off the week with a really vibrant and inspiring and fun interview and many of you may already know this person, you may have heard her voice regularly. She is the voice of New York and her afternoon radio show has been consistently ranking number one with more young listeners than any other radio program in the country.

Angie Martinez is here on So Money. She's got over 20 years of experience in the industry, she's also an author, an actress, a TV host and a former rapper, did you know that? She's worked alongside president Obama and some of the media industries' biggest power players including Jay-Z, Beyonce, Naomi Campbell, just to name a few.

Last summer, Angie made the switch to iHeartMedia where she began the Angie Martinez show on New York's Power 105.1 weekdays from two to six PM and on Miami's The Beat, 103.5 mid day's from 10 AM to 2 PM. She's also got her own healthy living website because why not? You're so busy, just add one more thing to the mix, it's called hHealthy Latin Eating. She also has a cookbook under the same name and just this past May, she released her memoir, *My Voice* which recounts her story of how she became a multimedia icon in the world of entertainment. Don't we want to learn from her? I certainly do.

In our conversation, you're going to hear this, we're going to talk about some of the most fascinating pages from her book and life including how she started as a radio intern way back when making, get this, \$3 an hour. \$3? Is that legal? How did she work her way up the ladder exactly? Angie's had her fair share of financial foils, mess up's including getting evicted and not just once, and how she managed to negotiate a more lucrative contract following her maternity leave.

This was so great to hear because often, women are fearful of maternity leave, we're afraid of — in some ways we look forward to it, but in other ways we're worried that we're going to be out of the work force, we're going to be seen as irrelevant when we get back, they've replaced us and Angie has a much more optimistic story to share and a really important one for all of us to hear.

Here we go, here is Angie Martinez.

[INTERVIEW]

[0:04:02.4]

FT: Angie Martinez, welcome to So Money. I'm getting goosebumps listening to your voice.

[0:04:08.6]

AM: Stop it Farnoosh.

[0:04:10.4]

FT: I mean seriously. So you're the voice of New York, which I don't know if you're tired of hearing that ever.

[0:04:15.6]

AM: No, I never get tired of hearing anything with that comes from a good place.

[0:04:19.5]

FT: Yes, definitely a good place. Your Memoir though, Angie, is called *My Voice*. You wanted to make a distinction. You've been heralded as the voice of New York but you really want to make the distinction in this book that this is now your turn to bring to the world and to the forefront "My Voice". What's the differentiation you wanted to make?

[0:04:40.0]

AM: The thing is that, "Voice of New York" is what people call me on the radio. That's my New York radio persona but the truth is this book is like far more than that. I mean I've had an amazing radio career but it's not just been my career, it's been the things that I've learned throughout my career. I was 18 when I started in radio. So I was finding myself and I grew up there.

I kind of found my own voice while I was on the radio already. So the book is not so much just about my career, it's really like me coming of age, me understanding the power of my voice and finding my own voice. So it's really not just a nod to what I do on the radio.

[0:05:25.1]

FT: When you started in radio as an intern, do you remember what was going through your mind as an 18 year old as far as achieving all that you wanted to achieve? What were you telling yourself at 18 that got you to the next level?

[0:05:40.5]

AM: I wish I was that like...

[0:05:45.0]

FT: Conscious?

[0:05:46.0]

AM: Yeah, I wish I was that conscious, so I wish I had even an agenda. I didn't even know my purpose at 18. I mean I was in love with hip hop, I really liked the energy at the radio station and thought there could be something cool to learn here and this is what I learned about writing my memoir when I look at my life and my story and my career.

It's like, I think I'm just somebody that shows up for opportunity especially when I feel connected to it. So when I first started I'm 18, I'm driving the bands, I'm working on the street team, I'm getting coffee, \$3 an hour. I just was happy to be there and I wanted to learn as much as I could. I happened to be at a radio station that was the first full time hip hop radio station and I was in love with the culture.

[0:06:27.8]

FT: \$3 an hour? Is that allowed?

[0:06:30.7]

AM: It was back then.

[0:06:33.7]

FT: Oh my gosh. Are you dating yourself a little bit?

[0:06:35.8]

AM: I am totally dating myself. This is all facts. But I think I was just young and I was presented with the opportunity and I really just worked on passion and I just really worked on connection, there was no big plan of my future, I didn't even know for sure what that would be. So it was kind of like, I found myself, I found my career, I found my calling, I found what I was connected to while it was happening.

It's different from somebody who goes to college and studies something specific and then goes out to pursue that. I kind of — I mean I'm not negating the fact that I did work hard for everything and I did see opportunity and I jumped at it at every chance. But it wasn't that calculated.

[0:07:25.5]

FT: But I think what you're saying really speaks to the passion but also the willingness to just do whatever you had to do. You just found an industry, you were fortunate. that you really love, that you clicked with. I remember hearing sometimes there are stories about celebrities, actors, "How did you make it in Hollywood?" "Well, honesty, I just love film so much. I would have been happy picking up trash in the studios. It didn't matter what the role was, I wanted to be in that environment." But how did you know even that that was something — like how are you drawn to radio and hip-hop?

[0:07:57.0]

AM: My mom was in radio right? I grew up watching her like, she was a program director, she wasn't on air. But I grew up being around that environment somewhat and so when I was 16, I

started interning at the radio station, I call it an intern, it wasn't an official intern, I just kind of was helping out around the station that she worked at.

Then when I turned 18, I applied for one at the radio station of the genre that I was more interested in. It was just like any 18 year old would apply for kind of a part time job like, "This would be kind of cool." It was that type of thing. But the music is separate. Hip hop and the culture of that and the music is separate from radio.

So radio was something I was interested in but hip hop was something that even as a kid, I really talk about the connection with this music and this culture and how I come to find it. I mean I was a kid and first heard like Sugarhill Gang and my whole life, I could tell you a hip hop song that connects to almost every moment in my life. I just really felt connected to the music and the honesty of it. The voice honestly that it has that's separate from any other genre of music.

[0:09:21.5]

FT: What about the criticism that hip hop gets? That it's unfair to women, that it promotes crime. I mean that's in all sorts of music, but how did you address that in your work?

[0:09:36.2]

AM: I don't hear it that way. I do hear some of that but I hear so many other messages in it too. The truth is that where the music comes from, that world is not perfect, that world is flawed and people of the culture, there's problems and so it's kind of like, it's the argument of, "Are we rapping, are we're making music about what we see every day or we're promoting it?"

But the music is honest and it's provocative and I really do feel like when it's at its best, it's honest and it make people look at things in a different way. I remember growing up in New York and hearing this west coast rap and having a full understanding of what life was on the west side. It opened my eyes to a different place and I think hip hop, when it's at it's purest form and it's most honest, it's really powerful.

[0:10:39.0]

FT: What about hip hop today? I just actually followed around Leyor Cowen for CNBC's show *Follow the Leader* and Young Thug is his latest client. Comparing the hip hop artist of today to the ones maybe from the 90's. Do you feel like hip hop still has it and does it still represent the rawness of the culture?

[0:11:05.1]

AM: You know, some artist more so than others but it will always have it. It always has a voice and I think that voice is forever evolving. Even as I have come up in the culture, I've seen so many different phases and variations of it and it's like anything else, it evolves the changes, it morphs into different things and trends and I think it's always going to have it, I think it's always going to be there. I remember starting the radio station that I worked at was a dance station that turned into the first full time ever hip hop station and I remember one of the DJ's telling me, "You know, it's just a fad, it's never going to last."

Even as a kid man, even as 19, I respected him so much because he was this on air jock and he was cool. Even at 19 I remember looking at him like, "Wow, he doesn't get it." I knew, I had that connection then and I knew. They've been saying that since it started that it was kind of like a phase. But it still has it, it's still here, it's always going to be here.

[0:12:07.4]

FT: Absolutely. Going back to your career, as you were rising the ranks, did you feel that it was important to have mentors and sponsors. People who really vouch for you. How important was that in your career?

[0:12:23.9]

AM: Really important. I was really lucky, my general manager was a woman. This little four feet 11 dynamo and my program director was a woman. So I had really great women role models right under my roof that were really supportive of me. I was lucky in that sense because that's not the norm especially in the radio world.

It's a little better now but then it was like not the norm. Even their support, even in their belief, part time, I worked in ever department that included helping my general manager at the time. I remember her telling me that she thought I could — “You know I think you could be okay on the radio one day,” or “decent” I think was the word she used.

Even her kind of looking at me with those eyes gave me a vision for something that maybe be. Just their support and their belief in me was really important for me especially at the beginning when I thought, “This is a career that I don’t even know if this is something I could do.”

[0:13:38.7]

FT: Yeah, I mean, in some ways you were thrust into this at a young age. So curious to know Angie, what did you learn the hard way as you were developing your voice on the air? You’re growing up on the air, literally.

[0:13:51.5]

AM: I know, it’s so crazy.

[0:13:54.4]

FT: That’s kind of a scary thing to be live on the air voicing — trying to represent a community but at the same time being true to yourself. How did you navigate all of that?

[0:14:04.7]

AM: I did it strictly on passion, I mean I was somebody who loved like I said, I loved the culture, I loved the music, I was a kid who knew every word to every rap song. I think the honesty in that is what carried me at the beginning. Nobody ever taught me how to do it, I just kind of was like on this hip hop radio station that was launching and then all of a sudden we were booking artist and they’d come in and I knew the culture so well that I could just have this conversations and I just learned to build from there.

I learned what worked, what didn't work, what felt good in conversation, what didn't feel good? You know what I mean? I really learned on the job how to do that. I think for me it took a long time in finding my own voice to realize that you really have to be in every moment. You really have to — there's so much noise around and it's easy to have an agenda. It's really easy to have, when somebody comes in and sits across from you, you have this notion of like, "This is what everybody wants to know."

Or you have this notion of, "This is what I think they should be saying today," and then you lead this conversation and I really find, I have the best conversations when I'm just kind of like open to the moment in the conversation. It took me some time to kind of develop that and I think in terms of mistakes, I think for me it had a lot to do with just confidence and trust in my own voice and feeling like that I actually had something to say. It takes time, it takes, like you said, a 22...

[0:15:42.8]

FT: It's an art. I'm still trying to figure it out. Sometimes I have a big interview. Even today I'm like, "How am I going to break the ice with Angie?"

[0:15:52.4]

AM: Oh that's so cute.

[0:15:53.0]

FT: "How am I going to get her to feel comfortable?" It's important to me, I want to feel like whoever I'm interviewing feels — I want to get obviously a good interview out of it and make sure that it's an interesting interview but mostly I just want that person to trust me and feel comfortable so that we can go places where maybe another interviewer can't because...

[0:16:14.0]

AM: Well see that's the beauty though, that's the art that you have it right there. That's what it's all about and I think it took me a long time to find that also. Even sometimes if it's an artist, maybe that I'm not that familiar with or maybe if it's like, you know, I have some sort of thought about what everybody wants to hear so I'm kind of focused on getting that question in, it's not that great of an interview.

It's always better when I'm in the moment and have a real conversation with somebody and really get to know somebody like you said, and you build that trust and you have an honest conversation. That's when it feels right, that's when you know something's cooking. You know what I mean?

[0:16:47.7]

FT: Yes. This show is a lot about money, it's called "So Money".

[0:16:54.1]

AM: I wish I could talk to you every day about money.

[0:16:56.6]

FT: Really? I'm happy to.

[0:16:58.8]

AM: Can you be my adviser? My personal adviser?

[0:17:01.7]

FT: You know what? Let's do like a two minute money call in every day on your show, that would be fun.

[0:17:08.1]

AM: There's definitely parts of my book that I talk about some of my challenges there. Because coming of age and then all of a sudden doing well and all of a sudden having some money and being around people who are flashy. I've made many mistakes. I was evicted twice in my 20's while I was in prime time radio.

[0:17:24.3]

FT: Whoa. In New York?

[0:17:27.4]

AM: I needed you then.

[0:17:30.3]

FT: Well, it's never too late. I'm here now, and clearly you live to see the other side of that.

[0:17:37.0]

AM: Yeah, thank god yeah.

[0:17:39.0]

FT: What would you say Angie is your money mantra? Do you have a financial philosophy that you've developed over the years?

[0:17:46.6]

AM: This is what I'm working on, currently. I'm working currently on paying myself first and making sure that the moment or the things that are all going around don't lead how I spend my money. Because sometimes you get in this whirlwind of, "I want to travel now or I need to be in LA more," and then you just caught living in the moment and spending that money in the

moment as supposed to like having a plan for how you should spend your money. I'm being more careful, I'm also like I said, I'm paying myself first. I'm making sure that that happens first.

[0:18:22.2]

FT: What was the wakeup call? Do you feel like you don't have enough for retirement and that kind of scared you?

[0:18:28.2]

AM: The wakeup call for me was in my 20's, like I said, I'm literally on the radio, I'm probably — I've reached a certain level where I would walk around the streets and people knew me and I was hosting all these big events. I came home to the padlock on my door. Now that had happened early in my 20's and my first apartment just because I was not somebody — I didn't grow up with those lessons, I wasn't really taught that, how to handle money.

So all of a sudden I'm getting — I'm hosting this parties and I'm getting cash, lots of cash. I'm getting it and I'm spending it and that was 20's and then somewhere mid-20's it happened to me again.

[0:19:13.0]

FT: Was it just that you were forgetting to pay?

[0:19:16.0]

AM: It was that yeah, I was forgetting to pay, I wasn't organized. I would, literally my mailbox would fill up. I was like a kid, I'm running around, I'm starting my career, it's not like I have — I'm not in huge debt so I have my regular car, apartment, utilities. You get your money, and you spend your money. "Oh, the rent was due last week." You pay it late. I just kind of all over the place. I was so just not organized and sometimes in life, you don't learn the lesson the first time.

[0:19:55.6]

FT: Or the second time.

[0:19:57.5]

AM: I wish I would have learned it the first time then it wouldn't happen, but it happened the first time and I thought, "Oh, that was terrible, I'll never do that again." That was like the only thought I had about it. I didn't bother to get some help, I didn't bother to learn how to, you know, I didn't do anything. I didn't change anything. I knew something was wrong but it didn't change anything the first time. Then second time, I was a little older, I was still in my 20's but I just, it felt like I don't want my — I have to get this together. I'm a real grown up now and this is not okay.

[0:20:34.5]

FT: So in an effort to get yourself paid first, what are you doing? What are you changing?

[0:20:41.0]

AM: What do you mean?

[0:20:41.8]

FT: What habits have you changed? Have you put in systems or are you automating things, you have a financial adviser? Like how are you advancing your financial situation?

[0:20:51.5]

AM: I have a financial adviser and we talk and meet all the time and he's constantly just making — talking to me about where my money's going. I used to, I mean this is 15, 20 years ago. I wouldn't even look at a credit card statement. I'd just pay it, I wasn't even aware of how much I was spending on restaurants or how much I was spending on hotels or — and so now I'm fully aware of everywhere my money goes and when my spending habits changed.

So we do that, we have weeklies and monthlies and he advises me in terms of savings. So I'm better, I'm better. It's not something that comes natural to me and I'm fortunate enough to have somebody that's helping me. I wish that... I'm trying to figure out how to make this better for my child and I don't blame my parents or my mother.

It just wasn't our culture, it was just something we just didn't talk about and I think I want that to be different for my son. I want him to have, to grow up before he makes those mistakes with an understanding of how to manage his money.

[SPONSOR BREAK]

[0:22:09.5]

FT: Need a website? Why not do it yourself with Wix.com? No matter what business you're in, Wix.com has something for you. Used by more than 84 million people worldwide, Wix.com makes it easy to get your website live today. You need to get the word out about your business, it all starts with a stunning website.

With hundreds of designer made customizable templates to choose from, the drag and drop editor, there's no coding needed. You don't need to be a programmer or designer to create something beautiful. You can do it yourself with Wix.com. Wix.com empowers business owners to create their own professional websites every day.

When you're running your own business, you're bound to be busy, too busy. Too busy worrying about your budget, too busy scheduling appointments, too busy to build a website for your business and because you're too busy, it has to be easy and that's where Wix.com comes in. With Wix.com, it's easy and free. Go to Wix.com to create your own website today. The result is stunning! stunning.

[INTERVIEW CONTINUED]

[0:23:09.2]

FT: When was the first time you felt really proud about a financial achievement or a decision that you made?

[0:23:21.2]

AM: Well, I mean you know, with buying your home — buying a home is probably the first time that I felt, I just felt safe and stable and because now you have a plan. So you make this agreement.

[0:23:38.2]

FT: And no one can evict you, unless you just don't your mortgage.

[0:23:43.8]

AM: Also when you commit to a mortgage and it's just, you feel there's a plan in place, it's not just kind of like, you're paying the rent and then who knows what else. When you have a mortgage, it's yours, you own it, you're not going to get evicted, there's also a plan in place. You've made a commitment to this amount of time.

[0:24:01.1]

FT: You can build the future.

[0:24:04.0]

AM: You build a future. So that felt really good.

[0:24:07.1]

FT: That was in Miami?

[0:24:09.2]

AM: No, that was in New York.

[0:24:09.6]

FT: In New York? Even better, because property values here just seem to keep going up.

[0:24:14.8]

AM: Yeah, I think that was it. That was a good time for me. I'm still learning, I'm still — I sometimes, I think I really on my financial adviser a little to much and I'm working on not doing that. I don't think Oprah does this anymore, but I remember Oprah saying that she signs every one of her checks. I always was — I always keep that in my mind, not that I need to split it. Not so much about signing the check but just knowing where everything goes.

[0:24:46.3]

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FT: It's true. Even when I would follow around these — I followed around billionaire for three days and he knew the number to his direct dial to get to his financial adviser. He was opening up bank statements, I don't think I ever saw a bigger bank balance on paper. It was pretty big. I think that just speaks to the importance of no matter how much you make, or how little you make, you need to at the end of the day be the one who is checking off that bottom line.

Your industry though, entertainment and of course the hip hop industry, music industry it's very lavish, there's a lot of spending, it glorifies spending. How did that put some pressure on you in some ways?

[0:25:31.3]

AM: It did, especially when I go back to when I was making those mistakes in my 20's. It did. I was coming of age, I was finding my own voice, I all of a sudden had this platform and people were resonating and connecting to my show and people were like, you know, I was having a

great moment in my career and I was looking around and people that I started with were already millionaires because they're artists.

I was in New York when hip hop was coming of age. So I started my career in New York with Jay-Z and Mary Jay Blige and all these artists that came from similar circumstances that I came from and I was just watching everybody become these millionaires, quickly. So all this people around me had all of this stuff. Like you said, hip hop lifestyle, that needs cars and rims and...

[0:26:22.9]

FT: So your friends are getting rich very fast. You got to keep up with that.

[0:26:28.4]

AM: You kind of got to keep up with it and now when you're held in a certain light. So now, "Oh, she's Angie Martinez on the radio." So when you show up to the event, you show up to the club or you show up to the party that you're hosting, you want to show them a nice car and you want to show up a new outfit that nobody's ever seen you in before. You're spending a ton of money on overpriced clothes. You're spending a ton of money on...

[0:26:50.7]

FT: But people also give you things, right? That's one of the perks of being a celebrity and famous.

[0:26:55.5]

AM: Yeah, that's one of the perks when you're like Julia Roberts or a certain level of celebrity. But when you're like a local radio personality having — you can't really keep up with that. It took me some time to learn how to do that too, when it's important and when it's not. We all like to look nice, we all like to have nice things. But I'm way better. I think having a kid also changed how I looked at how I spend my money.

[0:27:29.7]

FT: Yeah, suddenly you have a real priority. Something outside of your world, someone, another human being.

[0:27:36.2]

AM: There's another human being and there's also, it forces you to think about the future more. When you're young and you're starting, you're running around, it's just about you and you don't even have a mortgage, you only have rent. It's easy to just kind of spend, "Ah, next month I'll get another check and that'll pay my rent."

You don't really think about the future but then when you have children, all of a sudden it's like, "Okay well, at some point, there's going to be college, at some point he's going to need," — and so I think just having that every day thought of what does your future look like immediately changes how you manage your money

[0:28:10.2]

FT: Have you ever been concerned about making money?

[0:28:14.8]

AM: I think somewhat but not overly. I definitely am not driven by money. I rely and I count on my work ethic and my passion and I feel like I'll always be okay. If I've ever had to downsize, I could, I've lived different ways and I've been happy different ways. So I feel comfort to know that if at some point I would have to downsize, I would be okay. I also have comfort to know that I'm driven and I work hard and I think I would figure it out. I don't know if that's blind or not.

[0:28:57.4]

FT: Well, it's worked out. But I think, I'm curious too, because as a woman in entertainment in your industry, similar to sort of mine. I have an agent, I assume you have an agent or manager

who helps you negotiate your income. Has it been relatively easy and straightforward for you or do you feel like there's been push back and if there's been push back, why do you think?

[0:29:20.9]

AM: Push back on what? What do you mean?

[0:29:22.2]

FT: Earning more. We still talk about the gender wage gap. Has it ever come up in your career?

[0:29:29.6]

AM: Oh yes. Now remember, I was given an amazing opportunity at a young age. I was an intern that became a radio personality that became an afternoon drive radio person. They gave me my career at my first station that I worked at. So I was wildly grateful. For a lot of years, I was just so happy to be there that I kind of would take whatever they gave me. That was fine at the beginning.

It wasn't like — this is going to sound crazy because I had been on the radio for so long but it wasn't till I had my son. So I got pregnant and I went on this maternity leave and my contract was up and I wasn't financially set to not work anymore, I still had to work. But my contract was up so I didn't come back after my maternity leave. I took a few months off, and in the middle of that, my radio station changed managers. When it was time and I was getting the calls, "Hey, are you coming back to work? It's time to come back to work."

I went there with a new attitude. I had been under paid for so many years just because I was so happy to be there. I always had this fear that if you get paid too much that you'll be the first person to get cut when they start looking at where they're spending their money. So I was always afraid almost to make too much money.

But I just got to a point where I started to have confidence and I started to understand my value and then also now I have a child and I just thought in that moment, "I'm not going to do that

anymore. I'm grateful, I've delivered and now we have a new general manager." I looked at it like an even playing field. I showed up and I looked at it like, "I am here to do a service, I know my value and now it's time for you to pay me that or I will go somewhere else to find it there. That was so empowering for me and the crazy thing is, they gave it to me.

[0:31:30.7]

FT: Awesome, I was worried that you were going to say they were like, "Okay, smell you later."

[0:31:36.0]

AM: No, it was so easy. Literally after my maternity leave, my salary was doubled. It made me realize, "Wow, how underpaid I must have been for them to give me that so easily, for so long." It was just kind of like, I went in there and I'm maybe 30 now, or I was probably 32. I just was like, "Look. This is what I think I'm worth and I've been underpaid for long." My general manager was like, "You know what? You're right."

[0:32:10.6]

FT: My mom has a saying that babies bring good fortune to families.

[0:32:15.1]

AM: Really?

[0:32:16.1]

FT: Yeah, it's kind of a saying in our culture that what follows children is usually a lot of abundance and fortune and wealth, you'd have to keep your eye out for it.

[0:32:27.1]

AM: You have to believe that you're worth it. It's like if you kind of walk around with your head down and kind of — I really got to a place and I think my son helped me do that where I was like, I felt confident in what I did and I felt, you know, I started to kind of like own my voice and realize its value and still humble and grateful but also aware.

[0:32:56.1]

FT: Well you don't have time for bullshit...

[0:32:58.7]

AM: Right.

[0:33:00.4]

FT: ... when you're a parent. You just need to get straight from A to Z like, "Show me," — you become very efficient at life. I have a son as well.

[0:33:09.6]

AM: When that happened I thought, I really did think like, "Why did I not just this five years..."

[0:33:15.9]

FT: I have to say, you're really brave because I think just hearing the setup of that story, you were on maternity leave so you were out of pocket, you were out of commission for a while, you have a new general manager. My thought was, "They're not going to go for it. They maybe even discovered a way to work without you during your time."

That's the fear right? We take this maternity leave and we become irrelevant or it's hard for us to pick up where we left off. Where as in your case it was just the opposite, which is very empowering to hear.

[0:33:46.5]

AM: I think my maternity leave happened when my career was peaking and I was having an amazing moment and I had just put this music out, I was just — I raised...

[0:33:57.2]

FT: Profile.

[0:33:58.5]

AM: I raised my profile and it was now becoming a national profile. So there was value in that for not just for myself but also for the radio station. Fortunate enough for me, I was at a really good point in my career when I took this maternity leave and yeah, I think honestly I had to walk away from them to see my value. I think they tried to put people in, to fill in for those couple of months and they weren't having the same results and I think that showed them my value as well. It's like walking away from a bad relationship.

[0:34:35.5]

FT: Well they say sometimes the best negotiation tactic is to be willing to walk away. You have to care but not that much. You've got to care but not that much. That's leverage right there.

[0:34:48.1]

AM: Also that comes from confidence and I feel like I have that — it took me a long time to find that. It's the confidence to know that if I can get what I need here, if I have to walk away, I believe in myself, I believe in my talent, I believe in what I have to offer enough that it will work out in another capacity. That's really empowering and for me especially, it's been a great thing in my life when I finally found that place and that confidence.

[0:35:23.3]

FT: I always ask guests on this show, “Why are you So Money?” I think that’s the answer, I think you just gave it to us.

[0:35:30.6]

AM: Did I?

[0:35:30.5]

FT: Yeah. How would you answer it? I’m Angie Martinez, I’m So Money because ____.

[0:35:36.8]

AM: I love that by the way, “I’m So Money”. I’m So Money because I believe in myself and because I believe that I have something of value to offer to the world and I think if your intention is good and you have something to offer, you will always find a way to make it. You will always find a way to be okay.

[0:35:59.7]

FT: Well we’re going to end on that because, what better way? That’s ending on a high note.

[0:36:04.9]

AM: Thank you.

[0:36:06.3]

FT: So are you going to go back on the radio now after this?

[0:36:08.6]

AM: I am, I'm actually in LA so I'm doing my show from LA today, post the BET awards. So yeah, after I talk to you I'm going to go do my show and have some meetings and yeah, and go make some money.

[0:36:20.0]

FT: Go make some money, go make that big money. Big money, big money. Angie Martinez, thank you so much.

[0:36:25.6]

AM: I have to tell you this before I go. I'm sitting in my hotel room and I'm looking out the window and you know Floyd Mayweather, he's the boxer? His company is called The Money Team and as I'm talking to you, there's like five big vans outside that say "The Money Team" outside. This all means something.

[0:36:41.7]

FT: It was meant to be. The stars aligned for this interview, what can I say?

[0:36:47.8]

AM: This all means something. You're amazing, thank you so much, it was so good to talk to you.

[0:36:49.6]

FT: Likewise.

[END]