

EPISODE 661

[INTRODUCTION]

[0:00:33.0]

FT: Who doesn't love an early retirement story? Welcome to So Money everyone. I'm your host, Farnoosh Torabi. Now, we dedicated lots of episodes on this podcast to those who have hit millions of dollars, retired early and our guest today is one of them. Chris Reining retired at 37 after making his millions. He worked at his dream job initially in information technology earning \$75,000 a year. Pretty good. Not the hundreds of thousands or millions that I would have thought for someone to be able to retire so quickly.

He admits he was living a pretty good lifestyle but felt that the nine to five grind was just too much. Been there. So at 30, he set a goal of having a million dollars in a brokerage account by 35. He began saving 50% of his income. Tens of thousands of dollars a year and by 35, not only did he reach this goal, he surpassed it and he credits it to one simple habit. One habit, and that is automation.

Here is early retiree, Chris Reining.

[INTERVIEW]

[0:01:38.4]

FT: Chris Reining, welcome to So Money.

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CR: I'm so happy to be here, Farnoosh.

[0:01:43.0]

FT: This is incredible. I love talking to people so young like you, you're 35?

[0:01:49.1]

CR: 38, I'm so old now.

[0:01:49.7]

FT: 38, okay, well then — So okay, I'm actually younger than you. For once, I'm younger than one of my guests. I love talking to people, you're still young, you know? By all intents and purposes, you are a millionaire, something that you very consciously approached many years ago, sitting at your desk job, wanting to have a million dollars by 35, that was a goal that you set.

Why was that important to you at the time and why a million dollars?

[0:02:20.7]

CR: Okay, that is a lot to unpack, I'll just start with a little bit of background and you can interrupt at any point. Yeah, just a group of regular guy in a town of about 25,000 in Illinois and you know, my family didn't have a lot of money growing up, we weren't poor but we definitely weren't super well off either and you know. My dad worked a middle class job, my mom stayed at home, raising as three kids.

Anyways, I followed a pretty typical life path, I went to high school, I applied at colleges and when I started college at a small school in Illinois, I was a finance major, probably not surprisingly. But then my sophomore year, I met this guy who is like really into computers and his dorm room was like stuffed with computers and parts and all this stuff. He had them running Linux and I was just really mesmerized because I had never sort of seen that world before and I was just completely fascinated by it.

So I ended up switching my major to information systems, which is sort of this blend between business and technology. Then I graduated and I took a job here in Wisconsin in Madison where

I live, doing computer security and I loved it because it was this constantly evolving cat and mouse game between the good guys and the bad guys, right? The hackers. After a few years, I was making okay money so I started buying nice stuff because I never really had nice stuff before. I bought a condo downtown in Madison and I always wanted a BMW so I bought a BMW.

[0:04:03.1]

FT: You were doing flying lessons I read in the New York Times, which covered you as a super saver.

[0:04:07.2]

CR: Yeah.

[0:04:07.9]

FT: This was after the fact.

[0:04:08.9]

CR: Yeah, I was doing flying lessons and you know, I was living the American dream, right?

[0:04:17.5]

FT: What's wrong with that? You know, some might look at that and be like, "Good for you, you're using your money to make yourself happy." But you felt you were doing something wrong or you're not on the right track?

[0:04:29.3]

CR: Well here's the thing Farnoosh, it was like, I had that life, right? It was great but then what happened was I was getting bored in my career, right? I wasn't all that passionate about what I

was doing anymore and I was also becoming really disillusioned with the whole rat race, this whole nine to five grind thing because it was so repetitive. You know, I'd wake up, eat breakfast, wash my car, drive to work, sit in a cubicle and stare at a screen for eight hours. Walk back to my car, drive home, make dinner, maybe watch some TV or whatever and then do the same thing the next day.

I knew that if I didn't do something, like that was my epiphany moment. If I didn't do something then that was going to be my life for the next 30 or 40 years as I said, "I just can't do that to myself, I can't do that to my future self." That's when I took a step back and I realized that I had a choice, I could work to spend all this money on all these great stuff, living the American dream or I could work to save and save to invest so one day I could stop working because my investments would be working for me.

I mean, that's really like the whole idea of a traditional retirement anyways, it's just, I really wanted to accelerate that process and so that's when I really started saving and investing and yeah, by the time I was 35, I was probably at the point where I could walk away and I'd be fine but it took a couple of more years until I was 37, until I actually quit my job and retired early.

[0:06:02.9]

FT: So I want to ask about the acceleration process because that's a lot of money to save in a short period of time and I also want to know why the million dollars was really important to you, what it really affords. But before we get to that, you kind of got me at – I kind of had this question as you were talking about not enjoying your career, why not find a career you enjoy? why not find a – Now this is over used; find your passion, pursue that, make the money and like, have best of both worlds. It sounded like maybe the way you were making money was not fulfilling, was that ever a consideration?

[0:06:40.5]

CR: Yeah, that's a really good question and I was actually just thinking about that the other day and here was my thought process was like, "Okay, if I – I built this career, right? I'd spent 10, 15 years building this career and I was making good money, right? If I walked away from that

career to do something else, that was more fulfilling or I was more passionate about it but I was going to take a big step back from my earning potential.” So there was that option but then when I was playing that option out in my mind, where I went was like, “Okay, if I switch careers and I don’t know, I become an architect,” because when I was a little kid, that was my dream job was being an architect.

[0:07:21.8]

FT: PS, we know a lot about what we want to be when we were little kids. It’s actually, we’re pretty warm to that real job that we were going to have when we’re older, or at least the job that’s going to fulfill us. So listen to that inner child.

[0:07:34.8]

CR: Right, it’s that intuition. I don’t think you’re — I’m much better about trusting my intuition these days than I was in the past. Yeah, good point, yeah, I was like, “Okay, if I switch my career and I go back to school, I become an architect, what’s not to say that after five or 10 years of doing that, I’m not completely bored and I hate doing that grind too?”

In my mind, I was like, “Okay, I can just sort of do what I hate in order to do what I love. So like put up with the short term pain of really getting to a place financially where I don’t have to do anything and then like I can do anything I want to or I could of just stepped out of my current career and gone down on another path.” I think that’s a perfectly viable option as well, she’s something that I thought a little bit longer term about because I didn’t want to get trapped in the same way that I got trapped.

[0:08:28.4]

FT: Right. Yeah, I can see where it’s a little bit more pain upfront but then the possibilities are endless within a short period of time. Once you’ve saved so aggressively, you can pretty much explore anything and make mistakes if you explore one thing, it doesn’t turn out to be ideal, you can afford it, you have the runway. I get it, totally get it, makes sense.

All right, so let's talk about how you did it and I was reading through the New York Times profile of you back in 2015 titled *Super Savers, Focus On the Goal* and you actually opened the piece. Great piece by the way, how do you get the New York Times to write about you? That's a great get.

[0:09:09.1]

CR: You have an interesting story, I guess.

[0:09:12.6]

FT: Well yeah, but how do they find you? There's a lot of interesting stories out there. No, really, tell me, I want to know.

[0:09:20.2]

CR: Yeah, Paul Sullivan was the guy who did the story on me.

[0:09:24.7]

FT: Paul Sullivan, okay, yes. He's on been on this show.

[0:09:28.5]

CR: Yeah, he's a great guy and so yeah, we had – I don't know, we just crossed paths via email at some point and then he was doing a story and he thought I'd be a great fit for the story and you know, that's how it happened.

[0:09:42.7]

FT: Wonderful. All right, so in this piece, it talks about how you were – we already covered a lot of this but, you know, you were hiding a lot of self-reflection in your job, you were not happy, you were at the time making about \$75,000 a year in information technology and so yes, you cut

back on a lot of things, you got rid of those flying lessons. But at some point too, you had to make more money in order to reach a million dollars.

So walk me through the acceleration plan that you created for yourself to reach a million by 35, 36. This is a million in your brokerage account. This isn't like equity in a home, this is like liquid money.

[0:10:21.6]

CR: Right, I never counted that stuff. A lot of people like count like, yes, the car is sitting in the driveway and their bicycle and how much the cat's worth. All the stuff like, all that stuff I never really counted as part of my whatever.

[0:10:34.8]

FT: Just icing.

[0:10:36.6]

CR: Net worth, right? There was just like money in the bank was like what I was focused on. To answer your question, I think it really the acceleration really comes down to two things, right? It comes down to saving more and earning more, right? If you pull on those two levers, like you open up this huge potential pot of money that then you can use to invest, right?

The saving piece, I mean, we covered that a little bit but I think the biggest point there was like, I had no idea where my money was going, the very first step I took was tracking where my money went and I used a Google spreadsheet for this. But there's online tools like Mint.com or whatever they can do this stuff for you automatically. But I like doing it manually because it made it much more tangible, right? It's much more real when I'm sitting there typing numbers into a spreadsheet. Because I don't know, these days with all these electronic transfers and you know, you can swipe your card or swipe your wrist and you're spending money like you sort of lose that relationship that you're actually spending real money.

So I think this process of figuring out where my money was going was really eye opening because I could finally calculate that I was spending about 90% of my take-home pay and once you start seeing like how much you're spending, it becomes much easier to start cutting out things that don't make you happy. For me, over the course of about five years, my savings rate slowly increased year over year from about 10% to over 50% and the other thing I wanted to point out was that, you know, saving isn't about depriving yourself, right?

People think like, "Oh, if I saved money then, you know, I have to be eating rice and beans every day for the rest of my life." Like, no, you can spend money and the things that make you the happiest and so I personally, I love to travel, so I don't mind spending lavishly on travel. But on the flip side of that, I'll cut out things that I really don't care about.

[0:12:54.4]

FT: Well, they say that, you know, saving up to 10% is ideal for the average person but that's if you want to retire like never, or like in your 60's or your 70's. One of the things I think is important to highlight is where you were or are living. Because I think it's much more difficult to save 50% of your salary when you're living in say a coastal state city, like San Francisco or New York City.

Where were you at the time, were you still in the Midwest when you're doing this?

[0:13:24.7]

CR: Yes, I'm still in Madison Wisconsin, I've been here for 15 years or so.

[0:13:31.0]

FT: Where were you saving the most? Where were you – because let's be honest, housing costs a lot of money, taxes cost a lot of money. So if you can sort of manage those two costs, keep them to a minimum, you're already halfway there. I think that's a big chunk of everyone's budget.

[0:13:52.6]

CR: Right, so here's sort of my philosophy on that; when I started slashing my spending, you know, I started out with the small stuff and this is the latte factor that David Bach has talked about on your podcast. So like every morning, I used to stop for a red eye, which is a coffee with a shot of espresso, it's delicious, if you haven't had one, you should have one and, you know, it didn't cost much. It was like five bucks, right? That's where some personal finance people will say, "You know, you shouldn't worry about spending \$5 on a coffee. You should be going after the big wins like housing and cars and all that sort of stuff."

But I don't necessarily agree with that approach and I'll tell you why, it's because making like a small manageable change improves your ability to change the big things. So, I mean, you could think about like a marathon. You don't just go run 26 miles if you've never run before. You slowly build up to it over a long period of time and it's no different if you're trying to work on saving more money, you start out with somethings small, like saving \$5 on coffee and once you're successful with that, then it becomes easier to save \$50 by cutting something out like cable or something like that.

Then you can help the next big thing, and the next big thing and that's where I see people like run into trouble is thinking they'll go after the big wins right away like downsizing their house, and selling their car and you know, never going out to eat ever again. But that's like way to overwhelming.

[0:15:28.3]

FT: No, you can't go cold turkey on things. You can't just turn off the faucet. You could on some things that aren't important to you, and I do agree there's like lifestyle cost creep. You know, you're just sort of get used to a lifestyle, you get used to the auto payments on things that you forgot you're even auto paying for.

Listeners, I should tell listeners that Chris has all of these documented on his blog, ChrisReining.com and by the way, I was going through your blog and I fell upon a blog post, an

article that said something like, “Being a millionaire is not everything it’s chalked up to be.” Was all this for nothing?

[0:16:10.0]

CR: Here’s the thing that was really interesting about reaching seven figures, it was like — I think it was like, if you win the lottery right and you get this huge windfall at once, that would be super exciting, right? Because you go from like nothing to like millions in the bank. But for me, it was almost anti-climactic because, you know, I’ve been working towards it for literally years, right? When my account switched over to seven figures, I remember I was like laying in bed, I looked at it and I said, “Cool,” then I went back to work. That’s kind of a — it seems crazy, but it was kind of a letdown and I think the bigger win was just like realizing way back when that if I saved and invested like someday I would reach that goal, I just had to be persistent about it.

[0:17:10.2]

FT: When you did reach a million dollars in your bank account, in your brokerage accounts, what was that day like? Did you remember that day vividly, was the sun shining, were the birds chirping, take us to that moment and how you felt and what you remembered feeling?

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CR: I remember that I was literally lying in bed and, you know, I had checked my brokerage account and yeah, there was a leading one there and I said, “Cool,” and you know, that was just like — it was really anti-climactic like it wasn’t anything big.

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FT: Did you celebrate in any way? Did you call your family? Did you write about it? Did you post it on facebook? What did you do?

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CR: it's always been a little bit weird talking about it, right? Because it almost felt like –

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FT: Bragging?

[0:17:57.1]

CR: Yeah, and actually, I sort of struggled with that like actually being open about my finances because it's like airing your underwear out there, right? It's been really difficult for me to actually open up about that stuff but on the flip side of that is.

[0:18:12.6]

FT: You're helping so many people, you're inspiring so many people.

[0:18:15.8]

CR: Yeah, that's the thing. I didn't realize that, that was a mistake that I made or sort of a mental challenge that I had to work through was that, you know, like sharing my story and actually sharing the juicy financial details actually helps a lot of people because most people want to see behind the curtain about how this stuff works.

Right, on the one money, I was really nervous about sharing all these stuff. But on the other hand, I've gotten hundreds of email thanking me for being so transparent, honest and open about my finances because no one is sharing this stuff. Like no one likes to talk about their personal finances, it's just not something that we really do in our culture, it's something that's always seems to behind closed doors.

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FT: So now what is the goal? Now that you have reached the first goal, do you have another financial goal in mind?

[0:19:09.5]

CR: No, I don't have any financial goals in mind right now. Right now, I am just enjoying my life. I'm spending a lot more time on other areas of my life that's maybe were a little bit neglected in the past.

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FT: Such as?

[0:19:26.2]

CR: Well such as now that I have all of my time back, which was the bigger goal here was just getting my time back, now I am spending more time on exercise. So I exercise like three to four times a week. I have a regular yoga practice that I have time for now. I started doing meditation, I have a meditation practice and I go on ten day meditation. So I do meditation retreats. I do more travel. So it's like I have time to spend in other areas of my life that I feel like when I was working in a nine to five job, I just didn't have time for it right?

Because you are not just working nine to five, there is all of these other overhead that goes with working like commuting to work, you still have to keep up your house and cook and clean and all of this stuff and there is a lot more time now that I have that I can reroute to other areas of my life.

[0:20:27.3]

FT: So what do your parents think? You said you were a little unsure about sharing this. Like when you get together with your family does it come up? Well you have a blog, you are in the New York Times, so it's kind of hard to escape what the reality is. So what are the conversations like?

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CR: I think they are really proud of me because I, and my friends as well, like I had this goal of leaving the workforce at a young age and I think it took a certain amount of discipline and persistence to get there and that goes for anybody, right? If anybody wants to retire early or just retire at a traditional age, it takes a certain amount of discipline in order to get there and so I think that everyone is really proud that I was able to achieve that goal and sort of live my life in the way that I want to live it, rather than how most of the other people in the world live their lives.

[0:21:31.9]

FT: Would you say you are more disciplined than your peers that you might be more dispositioned? You have predispositions for something like this more so than the average person and why do you think that, if so?

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CR: Why do I think I am –

[0:21:49.4]

FT: That maybe you are more equipped to do something like this? Because the truth is it does take a lot of discipline. Like you said, it does take a lot of stamina and I mean look, most people can't do this. Let's be honest, most people are not amassing a million dollars by 35 because they made a plan and maybe they got it there because they got an inheritance or they won the lottery but they are not doing it because they cut back and they made more and they made a plan.

And so what do you think that says about your personality and perhaps even how you were raised? I was just talking to somebody about this and he thinks that it is – his name is Deepak Chopra and he actually thinks that we're programmed to – it is in our programming to react the way we do with money and about money. What's your programming like?

[0:22:39.0]

CR: That's a really interesting question. So you hear from studies that you're either predisposed to either being a saver or a spender, right? And I think that just growing up like I was talking about earlier, we didn't really have a lot of money and so saving — my parents were really frugal because they had to be, right? So I think that just seeing that sort of rubbed off on me just living a sort of frugal lifestyle. But then I think I also had to go through the facts that I never had nice things before.

So that was a huge shift for me. It was buying like a really nice place to live in and buying a BMW and going to Whole Foods every week and spending \$200 on gourmet food, right? I had to live that life to sort of understand that that wasn't me. That wasn't important to me and it didn't make me any happier and so I think that I had to go through that process of growing up frugal and then living this expensive lifestyle and then going back to being much more on the frugal scale and I think yeah, discipline is definitely part of it. I mean, if you want to be successful with anything in life, it really comes down to being disciplined. I mean you can look across all areas of life and the most successful people are disciplined.

[0:24:15.7]

FT: Self-control, discipline, yeah.

[0:24:18.0]

CR: But I think that's a muscle, right? It's like a muscle that you have to exercise. So there is a story about that, I recently went gambling with a friend and you know —

[0:24:31.6]

FT: No, you didn't.

[0:24:33.2]

CR: Yeah, exactly. I am not a gambler, right?

[0:24:35.7]

FT: How much did you gamble?

[0:24:37.0]

CR: I'll tell you, he wanted to meet at this casino and I'm like, "Whatever we'll go to this casino," and I had \$40 bucks. I had \$40 bucks with me and so we're playing a dollar roulette and so after a few rounds, I'm up to 60 bucks and then after a few more rounds, I'm down to \$50. We'd been playing for an hour or so and that's when I tell myself, "Okay I am going to put \$10 bucks on 24 and then I can lose and I'll still walk away with the \$40 bucks that I started with." So it's basically a wash, right? Everyone wants to end up even when they leave the gambling floor.

[0:25:13.6]

FT: Yeah maybe got a few drinks while you're at it.

[0:25:16.6]

CR: Yeah, get a few drinks. Yeah have some fun so I stack up these 10 one dollar chips on number 24 and then the dealer spins the wheel and then the ball bounces around and round and it lands on 24 and everyone at that table is like high-fiving me and the dealer pushes over \$350 in chips and what did I do?

[0:25:40.3]

FT: You walked away right?

[0:25:40.8]

CR: I walked away. I took the \$10 dollars and I walked away and I am going to tell you that I found walking away like really, really difficult because of the societal pressures. Everyone at the

table was telling me that I had to stay, I couldn't go anywhere. But I had this plan and sticking to my plan was more important to me because it's almost like I have to prove myself that I have self-discipline and I think that is this muscle that you need to exercise if you want to be successful with anything in life, but especially with money.

[0:26:13.6]

FT: I think that's a great personification. That story really does bring to life so many examples of when it's really important to walk away but we don't because we feel pressured to stay in whatever it is that we are doing whether that's working a job that's super high profile that makes us a lot of money but we're miserable but you know, we get a lot of pride in doing it perhaps? Or a lot of attention, you know, people admire us for the work that we do. But we are just not happy doing it but we continue to do it at our own demise.

Or like you, being at the roulette table, everyone is so excited for your win, they want to continue the ride and so you do sometimes because that's just what it, you know, it's fun, you want to play into that and it is harder to walk away but I think long term far more rewarding even though in the short term it may seem a little bit of a bummer.

[0:27:08.4]

CR: Absolutely, I totally agree with that.

[0:27:10.2]

FT: It's a great story, I like that story a lot. You didn't say exactly maybe I would like to go down memory lane with you and do talk about what it was like growing up. You sort of said you had a stay at home mom, the hard working dad, very much a traditional archetype family background. What's a very vivid money memory that you had growing up?

[0:27:29.7]

CR: Okay so the story that stuck was probably when we went to Disney World. That was the biggest vacation we ever took, so exciting as a kid.

[0:27:42.8]

FT: I'm trying to avoid it at all costs.

[0:27:45.5]

CR: Literally right? We drove all the way to Florida from Illinois in our Buick Station Wagon, which was so hot. I don't even think it had air conditioning and to save money, my dad would like reserve a room at the Day's Inn with two double beds for two people and then I remember my sisters and I would have to hide in the back of the station wagon and so my dad got the key from the manager and then me and my sisters would sneak into the room so the manager wouldn't see us. And then one of us would sleep on a sleeping bag on the floor if you drew that short straw, you'd have to sleep on the floor.

So I think that that taught me about tradeoffs right? That you can't have it all even though people like to say that you can have it all, especially here in the States, that's the American Dream. But what I took away from that was on one hand we could afford to go to Disney once. I mean, a lot of families aren't even fortunate enough to go to Disney but we are going to be staying in the Days Inn. Everyone is going to be staying in the poshes hotels and eating out at restaurants all the time. We were packing lunches and eating in the park and I think another good example of that was I caught Jerry Jones, the billionaire owner of the Dallas Cowboys. He was caught on TV in his suite talking on a flip phone during a game.

And oh, that actually reminds me when I heard you on Altucher's podcast, I love James Altucher, you mentioned that John Paul DeJoria has a flip phone too and I was wondering why that was.

[0:29:36.0]

FT: He doesn't even have a computer, okay? So maybe that will explain why he also has a flip phone. He doesn't do email, he doesn't have a computer, I think that is the ultimate luxury to be a billionaire and I always say it because this means when you are so inaccessible in some ways, people can't reach you but you can reach anyone because you are so rich and you're so resourceful. Like he doesn't have to like –

He will just make a call to his assistant. He's like, "Get so and so on the phone for me please." Versus you and I like there is no way we'd be able to reach him so easily. So I feel like that is the ultimate power play. It's the ultimate billionaire power play. That's what I've deducted from it but I think for him too it's just like, he's also very Zen. If you walk into his office, it's very peaceful. He's also old school. He's in his 70's, he didn't grow up with much technology. And so he was never an early adopter, he's never really been an adopter. So it just works for him, he's found a way to work around it.

[0:30:47.9]

CR: Yeah that's really interesting and maybe that parallels with Jerry Jones as well because when someone asked him about why — you know, someone asked him in an interview shortly after he was caught talking on a flip phone why he had a \$1.2 billion stadium but was talking on a flip phone and I never forget what he said. He said, "It's how you have a stadium worth \$1.2 billion if you watch your pennies and you have this phone."

[0:31:15.5]

FT: I don't know if that was how he got to buy the stadium. It's not that much money to buy an iPhone when you are a billionaire. It is not going to dig that deep of a hole in your pocket but –

[0:31:27.0]

CR: But I think what he is saying is about tradeoffs, right? You can't have it all. Every time you are spending money, you are making a tradeoff about something that you are not going to be able to get because of the fact that you are spending money on something else.

[0:31:42.2]

FT: Right, makes sense. Chris Reining thank you so much for stopping by. Let's do some, quickly before I let you go, some So Money fill-in-the-blanks. Listeners have been saying to me, "Farnoosh sometimes you let guests go without doing this and we really enjoy this sort of curve ball that you throw at them at the end."

So how this works is I'll start a sentence and then you finish it, first thing that comes to mind.

[0:32:05.8]

CR: Got it.

[0:32:06.6]

FT: If I won the lottery, let's say you were at that roulette table and you ended up winning hundreds of millions of dollars, the first thing I would do is _____.

[0:32:16.0]

CR: I would walk away.

[0:32:22.0]

FT: Walk away, yeah okay so let's say you –

[0:32:24.2]

CR: Or donate it. I would donate the money. Yeah, if I won a \$100 million, yeah I'm in a place where I don't want it and I would donate it.

[0:32:31.8]

FT: Nice. When I splurge, like big time big spender, one thing I'd splurge on that I am not feeling bad about that I would do over and over again, it's my sustenance I must do this.

[0:32:48.3]

CR: My biggest splurge is travel. It's back to travel. I don't mind spending lavishly on travel.

[0:32:58.6]

FT: And I noticed in the Times piece, while you do travel to exotic places and you make a point to travel and you are not staying in five star hotels.

[0:33:08.0]

CR: Right, so again it's about tradeoffs, right? I'd rather go someplace exotic and I am not going to be in my hotel room for 12 hours. So I don't really care about how fancy my hotel room is as an example.

[0:33:22.4]

FT: Right, exactly. Who cares? You're out and about. One thing I spend on that makes my life easier or better is ____.

[0:33:30.1]

CR: Chocolate. I love chocolate, so.

[0:33:32.2]

FT: Yeah? What's your favorite brand?

[0:33:33.3]

CR: I like the green and black chocolate bars. So I usually just straight up coco. Do I will get 85% dark chocolate.

[0:33:42.3]

FT: Have you ever tried Mass Brothers?

[0:33:45.0]

CR: I don't think I have seen that one.

[0:33:46.1]

FT: They sell them all over in Brooklyn shops and they just have a beautiful packaging. I am a sucker for really nice packaging just like with wine, you know? I don't know what it is going to taste like but I love the label so.

[0:34:00.8]

CR: Yeah, I'll check it out, I'll look for it.

[0:34:03.3]

FT: It's like \$9 but it's not something you're going to eat in one day.

[0:34:08.9]

CR: Right.

[0:34:09.3]

FT: More like a week. One thing I wish I had learned about money growing up is _____.

[0:34:18.4]

CR: One thing I wish I had known about money growing is that money is not the answer.

[0:34:24.7]

FT: Money is not the answer. Let's see, what else is here is on the list? When I donate, the one thing I like – when I donate, I like to give to ____ because ____.

[0:34:39.2]

CR: When I donate, I like to give to my alma mater because education I think is super important and I was lucky enough to be able to go to college and I want that same opportunity for other people as well who might not be able to financially afford it.

[0:35:00.4]

FT: Yes, I love that. Tim and I also donate to our alma mater, we share a college at Penn State so we're very proud of that, we want to give opportunities to kids who don't have – so they don't have to take out hundreds of thousands of dollars in loans to get a degree.

[0:35:16.2]

CR: Right, that's great.

[0:35:17.3]

FT: Last but not least, I'm Chris Reining, I'm So Money because ____.

[0:35:22.5]

CR: Because I'm living the dream.

[0:35:24.1]

FT: You're living the dream. I'm so happy for you. Thanks for sharing your story and being transparent. I really hope that it's not a sore subject ever for you. You should be talking about this with pride and because you do in such a way that you really want to help people, I think that's a great gift. So I really appreciate your time and everyone check out chrisreining.com for all this and more. You've got so many great – so much great content and offers for people. Hope that people will follow you. Thank you.

[0:35:54.5]

CR: Thank you so much Farnoosh.

[END]