

**EPISODE 900**

*“PM: I was just so shocked. I remember one time I was pulling together like a financial plan for a really wealthy client and I was like, wait, this is how we show investment data to a human?”*

[INTRODUCTION]

[0:00:50.1]

**FT:** That is Priya Malani for you. She is the CEO of Stash Wealth, welcome to So Money everybody, I'm your host Farnoosh Torabi. Special treat for you, this is a recording of So Money that was done in front of a live audience, not too long ago. We all gathered at a beautiful, incredible gathering place for female professionals in New York City called Luminary. Thank you to Luminary for hosting us. Cate Luzio is the founder of Luminary and you can actually hear, Cate and I discuss her launch of Luminary and also her background on So Money.

That's episode 847, check that out. Yeah, this is my attempt to try to shake things up a little bit here on the podcast as we approach episode 1,000. We have a hundred episodes to go. Want to kind of make them all really stand out and this one, we were lucky enough to be able to do in front of about 60, 70 people on a very rainy night in New York City.

Thank you to all the audience members who decided to make the trek and come and see and hear us chat about money and life and careers and all the things. Priya is someone that I had been wanting to interview for some time.

She is an entrepreneur and founding partner at Stash Wealth. Which is a financial planning firm for, get this, Henry's. Do you guys know what Henry's are? Henry stands for high earners, not rich yet. I have a feeling that that's a number of us listening on this podcast and I mean, I would probably raise my hand too, you know?

Everyone's got a different definition of rich and if you are making the good bucks, the good dollars but feeling like you have a ways to go to establish wealth because you've got the student loans or you've got credit card debt or just because it takes time to do all the things.

That's where Priya and Stash Wealth come into the picture. Priya is someone who has a storied background, she worked for 10 years on Wall Street and then she left. Sort of unceremoniously. She'll talk about this, to start her company. She's known as the rebel of Wall street. Got to know what that means and Priya is very open about a lot of things.

She talks about some financial deal breakers, we're in a relationship, how to talk about money with your partner and also, this was unexpected, the best credit card on the market. This is her opinion and I kind of agree. Make sure to stay tuned for all of that.

We actually did some audience Q&A at the end which I'm saving for a future Ask Farnoosh Episode. There's more to come from this live interview. Of course, special thanks to our sponsors for the evening. Birchbox and O'Neill Vintners.

All right, without further ado, here is Priya Malani

[INTERVIEW]

[0:03:45.6]

**FT:** Priya, welcome to So Money.

[0:03:47.1]

**PM:** Thank you so much for having me, I'm such a big fan and I've been waiting to be on the show for so long so I'm so excited, I'm so pumped.

[0:03:52.2]

**FT:** The pleasure's all ours. I want to start with your title, which is not only the co-founder and CEO of Stash Wealth but also, you are known to be the Wall Street Rebel. That is on your Bio, it's out there. I didn't make that up. Tell us the story behind that. Is there a story that captures your rebelliousness? The fact that yes, you left Wall Street to start something revolutionary but even when you were at your desk, working on Wall Street, what would be very characteristic of you?

[0:04:25.5]

**PM:** That's a really good question. To be honest, the rebel of Wall Street, that honestly came from me. I gave myself that name. I think it was just you know, in creating Stash, I really wanted to make sure that we were defying the odds and doing something really new and I didn't want to take inspiration from the old, traditional Wall Street firms. I was looking elsewhere and I think every time I come up with an idea, I'd be like, my god, that's so rebellious.

Literally, that's how it came and now of course, it's in the news, it's everywhere where people call me the Rebel of Wall Street, it's kind of cool, I like it.

[0:04:58.7]

**FT:** When was your aha moment? When did you actually decide, okay, I got to leave and I'm starting Stash. It was probably a moment, right?

[0:05:08.4]

**PM:** No, and it never is. It sounds crazy to say this but it was really early on when I was working at Merrill Lynch. I joined Merrill right out of college so was super young, didn't really quite know what I was getting into. Started in wealth management and I was just so shocked. I remember one time I was pulling together like a financial plan for a really wealthy client and I was like wait, this is how we show investment data to a human? This doesn't make sense, it's not in English.

[0:05:41.1]

**FT:** Too many numbers and algorithms.

[0:05:43.2]

**PM:** Numbers and, not necessarily what was the most relevant to them. If it's not really relevant but a financial advisor presents it to you as relevant, you might think you need to make a decision based on that data and you don't always need to, I can get more into that.

Yeah, I think that slowly I just found more and more things that seemed so odd, I was like wait, this is not how it should be done and I felt like I could do it cooler, faster, better.

[0:06:06.8]

**FT:** Right, the accessibility of it, the cost, right?

[0:06:08.9]

**PM:** Absolutely, so expensive.

[0:06:10.1]

**FT:** And really, what you're trying to serve is this unserved market that you know, were making the money but we may not be making the millions of dollars which the truth is, that's kind of what you needed to get a wealth advisor.

[0:06:23.0]

**PM:** Exactly. I know a lot of people who have left Wall Street have a similar story but friends were coming to me and they were like hey, what do I do with the 401(k), what's a Roth IRA, why should I care about it, what are stock options? Obviously I couldn't help them. Wall Street really doesn't want to talk to you unless you have a million dollars and even if you have a million dollars, you're like a D-list client to them.

They'll take your money, they'll throw it into a bunch of investments and then you'll never hear from them ever again. That's kind of shitty service.

[0:06:49.0]

**FT:** Yeah. We can swear on this podcast too by the way.

[0:06:54.4]

**PM:** Good.

[0:06:55.1]

**FT:** So tell us a little bit more about how house Stash works. I want to get into your brain, more about like your financial hardwiring and all of that. On So Money, we like to dissect people's money experiences, their money philosophies but really quickly, because before we move on, how does Stash work and how does it differentiate?

Because now there's a lot of technologies out there that promise a similar thing. Lower fees, more transparency, you know, no more fine print, we just tell you exactly how your money's getting invested. Where do Stash kind of work itself into that market?

[0:07:27.5]

**PM:** Yeah, that's a great question. Stash is a registered investment advisor. We're able to provide holistic financial planning and investment solutions to the 20 something and 30 something demographic. One of the mistakes I thought Wall Street was making was that they were offering financial advice and guidance and piecemeal. They might help someone with a specific situation but not their entire financial life. That was one wrong that I wanted to right at Stash.

The way in which we operate is to provide millennials with the virtual financial planning experiences completely holistic, end to end. How to keep your avocado toast lifestyle, Rose,

boozy brunch, the whole thing but also making sure that you don't turn around in a few years kicking yourself because you didn't get your financial shit together sooner.

We offer a virtual financial planning experience; it takes most people about five to six weeks to go through. It's completely designed to answer every financial question that one might ask and the questions they don't even know to ask because this stuff wasn't taught in school.

Making sure that before they could be their own worst enemy, we solve for the client's issues. Are you using the right credit card, are they hacking taxes, how to avoid an insurance sales person who is trying to sell you a whole life product? You know, all of those things that we didn't learn in school but we –

Because no matter what job you have, no matter what industry you're in, you really need to know about mastering your money is a critical life skill.

[0:08:46.7]

**FT:** It's an ongoing journey, it's not like you're going to learn it in one full stop and then you're done. What is a question that we don't ask that we should be asking or we don't know to ask?

[0:08:55.3]

**PM:** Yup. A lot of times, clients come to us and they want a budget, does that sound familiar? Everyone's like a budgeting is the holy grail and at Stash, we actually don't believe in budgeting.

[0:09:08.3]

**FT:** Yes.

[0:09:09.1]

**PM:** It's so liberating when I get to say that.

[0:09:11.5]

**FT:** It's like, you don't have to go on a diet.

[0:09:14.4]

**PM:** Yup, exactly. It can be something as simple as budgeting or like I didn't – maybe a lot of conventional wisdom that is passed down from our parents. Things like – the question you might not know to ask is, you default to thinking, I must buy a car, I must buy a home, that's the corner stone of adulting. But did you ever think to ask, is that the right financial decision.

A lot of times, we help clients ask those questions and then answer it for them so that they don't make money mistakes that they regret.

[0:09:43.9]

**FT:** That's some deep rooted stuff though. You're also probably part therapy.

[0:09:48.2]

**PM:** We joke that 80% of what we do is therapy.

[0:09:49.1]

**FT:** Yeah, I would imagine.

[0:09:50.3]

**PM:** The numbers are the easy part quite frankly.

[0:09:54.9]

**FT:** Transitioning now to those beliefs that we grew up with. What was childhood like for you, what's a money memory that you have that as an adult woman like it's still either hunts you or you know, is a pleasant reflection. We can go either way with this.

[0:10:11.5]

**PM:** Yeah, I'm the child of immigrant parents. My parents came over from India in the late 70s, early 80s. But they were very progressive so money was not hidden in our household. It was talked about, discussed, fought about. The whole thing. I was exposed to it all.

The memory I think that sticks out for me would be early 90s, the markets crashed, my dad had listened to a friend who said, these are the stocks to buy and it didn't go so well. That really scarred me and it's also in a good way, what it's led to is that -

[0:10:48.8]

**FT:** How did it scar you because, did they talk about it with you? How did it trickle down to your childhood?

[0:10:54.4]

**PM:** No, it's not necessarily something that my parents talked to me about but I definitely observed what happens when you lose money in the stock market and how detrimental that can be. I think for us, we've done a really good job at Stash to put the psychology behind investing as a big educational component of how we teach our clients.

Because Wall street actually does a really shitty job at this. They love to portray investing more like gambling. Buy a stock or buy bitcoin, that's literally gambling, that's not investing and people don't understand the difference and that's a lot of times where they go wrong. Understanding that the stock market is not Vegas. If you want to gamble, just go to Vegas, it's way more fun, they give you free cocktails, the whole thing.

If you actually want to make your money grow, investing is something that is certainly a great tool to use but you have to understand the difference between investing and gambling to be successful at it.

[0:11:50.0]

**FT:** Quick advice, how do we invest accordingly to Stash's, you know, guidelines, you know, just be done with the idea of picking stocks.

[0:12:04.4]

**PM:** Picking stocks is such an old school way of investing, it's how our parents used to have to invest because they had no other choices. But luckily, the investing world has come such a long way that we have so many great tools that allow us to invest into much more holistic goals based way.

I bring up the point of goals based because everything at Stash is driven by goals.

[0:12:23.0]

**FT:** No, I mean, I'm remembering – this is actually a real story because you're right. I feel like buying stocks, especially like over the phone, it's so antiquated but that actually was something that I experience on the Am Track train coming back from Washington. There was a gentleman, we were like sharing a four top and he was like.

Buy 20, no, sell it 40 and I was like, it's 2019. Are you trying to pick me up or like – I don't know, what is this, what is going on?

[0:12:51.1]

**PM:** It sounds so sexy, it's way cooler when you're at like a cocktail party or something. I don't know if people talk about this at cocktail parties but it's way cooler to say like, I own Amazon or I own Facebook, it's like way cooler to talk about that and say, I own a diversified -

[0:13:04.1]

**FT:** Buy the index fund.

[0:13:05.5]

**PM:** Yeah, buy the index fund. This is not as cool but honestly, investing is a way for your money to grow over time and not overnight. One of the things that we believe in is making sure that our clients don't make any arbitrary financial decision so we don't believe in saving for the sake of saving or investing for the sake of investing, it all has to be driven based on your goals. That's the new conversation and Wall Street doesn't like it but they're going to learn because a millennial is a very smart consumer and they're demanding more sophisticated solutions.

[0:13:33.0]

**FT:** Yes, force to be reckoned with. However, millennials are also, I hear, saddled with a lot of student loan debt, the fact that it's so hard to access healthcare, affordable healthcare for everybody but in particular, a millennial who say is not making much because wages have been stagnant and then you got the student loans and then you've got the financial illiteracy as well and all of these things that seemed almost like out of your control, the systemic issues. I'm sure you hear about them.

I see people are crying on your shoulder at Stash Wealth but how do you work within that system? Is it workable? There is a school of thought that no, all these advice is like all for nothing.

[0:14:15.1]

**PM:** Clearly, there's a systemic issue. There's no denying that, I don't think anyone can really argue with that but the narrative that we take at Stash is to empower our clients and sort of steer clear of the victim narrative and more towards the victor. What can you control and what can you do about your situation. Listen, we hear it all the time. The average Henry, the national

student loan average is somewhere around 30,000, right? The average Henry at Stash has around 80,000 in student debt. We're dealing with it all day every day, it's part of the financial plan, it's part of the discussion and you don't necessarily have to wait until your student loans are paid off.

Until you begin accomplishing other things. In fact, you shouldn't. You can certainly take advantage of smart options that allow you to do more with your money if you take that more holistic approach.

[0:15:07.9]

**FT:** A hybrid approach.

[0:15:08.2]

**PM:** Hybrid approach, yeah.

[0:15:09.2]

**FT:** Is Wall Street paying attention? Are they listening, what's good? A lot of it is shitty as you said. but they obviously must be paying attention. Are you noticing any improvements?

[0:15:20.5]

**PM:** That is a really good question. So obviously in 2008-2009, I think Wall Street lost the trust of our generation and that is when they really have to start paying attention but that environment definitely created room for newer options and there are now the robo-advisers that we hear about, which are pretty much the only other option I think Millennials have besides Stash Wealth then we're on opposite ends of the spectrum.

Robo-advisers is going to be more hands off, more technology driven and Stash Wealth does more hands on human driven, just a different approach but I am seeing that they are trying to pay attention.

[0:15:56.7]

**FT:** What about Bitcoin? I have to ask that question right? I mean you are all thinking it.

[0:16:01.1]

**PM:** It is a scam.

[0:16:02.6]

**FT:** It's a scam, okay moving on.

[0:16:03.1]

**PM:** Blockchain, anyway moving on.

[0:16:05.8]

**FT:** No blockchain I think is valid.

[0:16:06.8]

**PM:** You're right.

[0:16:08.3]

**FT:** Yeah, I mean that is all I know. That is the extent of my literacy right there so I've been told that Blockchain is cool. So let's go back to you, you seem like you have your financial life figured out I am guessing.

[0:16:25.4]

**PM:** I got lucky honestly.

[0:16:27.4]

**FT:** But did you fail ever because I really want to talk about that. I want to talk about a misstep, a failure, a regret, a money regret.

[0:16:33.7]

**PM:** I know, this is hard. I get asked this question all the time. I got very lucky because my senior year of college I was already interning at Merrill Lynch and the financial advisers that I was working with took me under their wing and I think being a child of immigrant parents saving was a thing and I think I told my younger sisters you need to graduate from college with X amount no matter what in savings.

And then I fell into Merrill Lynch and they told me to open up a Roth IRA so I did. So I've had one since ever and you know?

[0:17:08.2]

**FT:** And how did you negotiate your raises?

[0:17:12.4]

**PM:** I am looking at Lindsay.

[0:17:13.7]

**FT:** Who is Lindsay?

[0:17:15.0]

**PM:** My lovely editor.

[0:17:17.3]

**FT:** Oh Lindsay, right, why are you looking at Lindsay?

[0:17:19.3]

**PM:** We've talked about this a lot and negotiating and you know, for me working in a male dominated environment worked to my advantage and I never thought of myself, especially in a corporate world, especially on Wall Street. I didn't think of myself as a female, I just thought of myself as a person in the room and my ideas are as good as anyone's and if I think I deserve a raise I will go in and ask for it. I didn't go in and ask without having proof to back it up.

And I think that's where a lot of people go wrong, it is like what am I worth, what am I worth conversation, well it is not an arbitrary question. It is a question that you have to back up with data and you know what I always did and the advice I give is to put yourself in the shoes of the person that you're asking, like what would you need to see from someone asking you to be able to be like, "Oh yeah that makes perfect sense. You should definitely get a raise. We don't want to lose you, you're super valuable" and then that's how I would position it.

[0:18:18.2]

**FT:** Can you take us into an actual scenario where you negotiated successfully.

[0:18:22.9]

**PM:** I mean it is over a decade ago, let's try to think back.

[0:18:24.1]

**FT:** Come on let's rack the brain because I really think that capturing that, maybe there was a – you are going in for the ask and you were maybe a little nervous or?

[0:18:35.9]

**PM:** And you never go in for the ask without, this is a key thing, you have lined it up like you know that you've spent months doing things that when you go in for the ask it's so much less scary. It is almost like, "Yeah we know it is going to be a yes" and I think that is also very important is just don't go in and ask expecting to get a yes immediately. You need to spend time. Yeah, you're literally almost grooming the person to be like:

"You're an idiot if you don't give me a raise because I am valuable to the company and I know that and you know that?"

[0:19:11.3]

**FT:** So when you left, do you have friends still on Wall Street?

[0:19:14.8]

**PM:** I walked out cold turkey, yeah. It was crazy. I still can't believe I have the balls to do it. I am happy I did but it is kind of crazy.

[0:19:23.6]

**FT:** Well we're glad you did. I read a stat recently that I am seeing more data like this that women are actually better investors than men. What is your experience?

[0:19:33.7]

**PM:** Certainly, the studies show that women tend to be –

[0:19:37.3]

**FT:** Or we just fail less.

[0:19:39.4]

**PM:** Well I think this goes back to and just to be clear, Stash is a gender neutral brand. We serve men and women alike. I think it comes back to that concept of what is investing versus what is gambling. By nature, I think men tend to think of investing more like gambling like let us look for that quick win. Let us trade the stock and if the markets are down, I need to do something or if the markets are up, I need to do something and I think women may naturally –

I don't know, I could be totally stereotyping here but have a little bit more patience and investing rewards patience it does. So if a couple comes to us, a heterosexual couple and the woman is like the CFO of the relationship, I will always tease the guy like, "Good job, you guys are on track" because these do show that women –

[0:20:26.5]

**FT:** I am curious to know about the dynamic of couples because you service millennials, are you seeing that they are a little bit more modernized in a way that they divvy up the financial responsibilities in the household. They are gender neutral.

[0:20:37.7]

**PM:** Totally, absolutely and most often, the couples come to us through – heterosexual comes to us through the female. So she is the one stepping up and saying like, "We need to get our financial shit together and we are going to do this" and usually the guy is like, "What are you roping me into" but then once we – which is a common thing. It is totally fine but once we get them on the meetings and get them understanding how to think like more one team, one dream both of them are super pump because they are planning their life together.

It is a really important conversation to have. In fact you really shouldn't get into a serious long term relationship unless you've had that mid long term conversation like where are we headed, what are our goals, what are the stat. It uncovers a whole bunch of stuff Farnoosh.

[0:21:16.5]

**FT:** Yes, so are there financial deal breakers? I read an article that was like, if your spouse or if your boyfriend's credit score is less than 650 tell him to take a hike and I was like, "Uh seems sort of arbitrary" but I mean money breaks up relationships all the time.

[0:21:33.0]

**PM:** It does, it definitely does and the sooner you have those conversations, the sooner you have a better understanding of where both people fall in terms of values, priorities, etcetera. So we of course encourage couples to have these conversation is pretty important.

[0:21:51.1]

**FT:** And pre-nups too.

[0:21:52.2]

**PM:** Pre-nups absolutely, we think of pre-nups more like disability insurance, right? You have to get it but you don't expect to use it.

[0:21:59.4]

**FT:** You hope not, yeah.

[0:22:01.3]

**PM:** Definitely not, right.

[0:22:03.9]

**FT:** This question comes from – So Money has an exclusive financial partner, Chase and we want to know from our guest this month as we look to the summer, what is a way that you'd like to splurge or save when you travel?

[0:22:17.1]

**PM:** I love to travel.

[0:22:17.6]

**FT:** You can take this either way.

[0:22:19.6]

**PM:** Yeah, for the gram obviously.

[0:22:21.8]

**FT:** For the gram, some people are gramming it in fake locations now like a makeshift private jet at a pop up where they are like, "Hey look at me" I haven't done that.

[0:22:20.0]

**PM:** We have a public service announcement at Stash, your friends appear a lot richer on social media than they actually are hands down, beware. And I know because I see credit card debts. Okay, well I am not affiliated with Chase in anyway but I love the Chase Sapphire reserve card and what is really cool if you are a Chase Sapphire reserve card holder is that when you book travel through their site like I said, if you are going to book a vacation or book your flight, don't go directly to the airline.

Go through the Chase website, do you know this? You get a 50%, up to a 50% bump in value exchange. So I might as well book it through Chase, yeah and then another thing that is really cool about that if anybody has a Chase Sapphire reserve, oh my god it is the best credit card. It is so good.

[0:23:27.8]

**FT:** This is not planned by the way.

[0:23:28.4]

**PM:** You will get the 100,000 – I know.

[0:23:30.3]

**FT:** They are going to be so happy about this.

[0:23:31.0]

**PM:** 100,000 bonus points, yes so badass. I mean that was –

[0:23:36.1]

**FT:** It's got to be the reserve though. There is a Chase Sapphire in this.

[0:23:38.1]

**PM:** The reserve, yeah the preferred is really good too but for a lot of Henry's they are ready to upgrade and a lot of clients, one of the big mistakes we see people making is they are holding onto the credit card that they had from college like whoever is canvassing their college campus and a lot of times people also think – I can talk about credit card forever, a lot of times people think that, "Oh I have a..." I don't want to name a specific bank.

But if you have a checking account with a specific bank that is where your credit card also needs to be to that bank. That is absolutely not true. You should definitely hack and find out which credit card is aligned with the way you spend money so you could really hack those rewards points because all millennials want to hack rewards points. One thing that is really cool about the Chase Sapphire reserve card.

[0:24:17.6]

**FT:** Yeah, I think we have found Priya's sweet spot.

[0:24:22.9]

**PM:** Everyone is like, "Oh my god the fees, the annual fees" so –

[0:24:24.5]

**FT:** Why didn't I ask this question sooner?

[0:24:26.9]

**PM:** The annual fee is really steep, it's like 450 bucks but \$300 of that is reimbursed through travel credit that counts for like New York City taxis, Ubers and as I found out liquor on an airplane.

[0:24:40.3]

**FT:** Damn. Well I just got upgraded to the, what is it, the Jet Blue, what is the fancy Jet Blue? Not Mint it is like the elite status on Jet Blue whatever it's called and I get free alcohol now okay? And that is all I read. That is where I stopped reading and I was like, "I am in, sign me up" cheers to that because I have two kids under the age of five and that is necessary on a six-hour flight. So we'll get into some more hacks as people hopefully come up and ask questions.

But before we wrap, I want to do a traditional So Money fill-in-the-blanks with you Priya. I did tell you I was going to do this. Okay, so this is like I start a sentence and then you finish it first thing that comes to mind.

[0:25:23.1]

**PM:** Okay.

[0:25:24.7]

**FT:** If I won the lottery, I know you don't play the lottery maybe you do, if I won the lottery tomorrow let's say a mega ball, whatever it is called, Powerball like \$200 million, the first thing I would do is?

[0:25:41.6]

**PM:** Super responsible sounding, but I would put a lot of it into Stash for the technology and then I would take a really sick vacation.

[0:25:48.7]

**FT:** Nice, where would you go?

[0:25:49.6]

**PM:** Maldives.

[0:25:50.8]

**FT:** All right, have you ever been?

[0:25:51.2]

**PM:** Yeah.

[0:25:52.6]

**FT:** Okay, it's that good. When I splurge, I like to spend on?

[0:26:02.5]

**PM:** Deep down I am a girly girl so I like all the girly girl stuff. I love to shop, I love shoes. I love all of that stuff but yeah, I get myself a nice facial all of that good stuff.

[0:26:13.2]

**FT:** That is unapologetic and I like that. One thing I spend on that makes my life easier or better is?

[0:26:22.2]

**PM:** Cleaning person.

[0:26:24.4]

**FT:** Yes, this is the number one answer that I think I have interviewed, I don't know 750 people up to this point and cleaning person is number one, followed by manicure, wellness, anything to do with self-care so I am there with you. All right, when I donate, I like to give to "blank" because?

[0:26:47.1]

**PM:** Right now I am really into giving financial literacy organizations. I have top of mind I can't think of the one that I love. It is New York based I will come back to you but absolutely, I think it is a big problem in our country and it needs to be solved.

[0:27:02.3]

**FT:** Well, I'd like to take this opportunity to talk a little bit about there are people out there who think like it doesn't matter how – you can't teach financial literacy to 10 year olds or 12 year olds. A lot of colleges won't even get behind it you know? Because for some reason aren't putting money towards it and yeah, there are studies too that show that you can teach a kid how

to open up a checking account and all of that but they could still end up with debt in the future so I don't know.

[0:27:30.6]

**PM:** It's the principles, it's the psychology behind money more than just the actions I think and I think that's where that –

[0:27:38.2]

**FT:** There is confusion. I think they are thinking, "Oh I got to teach you how to budget" which you hate.

[0:27:42.6]

**PM:** It's a dirty word at Stash.

[0:27:43.0]

**FT:** Right but it is more about getting comfortable talking about money.

[0:27:48.3]

**PM:** Also true, which is also a problem in our society. Yep.

[0:27:48.8]

**FT:** Encouraging people to ask questions, yeah. All right, we are on the same page with that, okay and when I was growing up, the one thing I wish I had learned about money is? She is looking at her sister.

[0:28:06.6]

**PM:** The one thing I wish I had learned about money, I started investing really early, I started saving, credit card was a little tricky. I remember my dad calling me when I had a credit card and being like, “You overspent” and I didn’t quite understand why that was an issue.

[0:28:26.9]

**FT:** But they gave me the limit. Right.

[0:28:29.2]

**PM:** Exactly.

[0:28:30.2]

**FT:** And last but not the least, I am Priya Malani, I am So Money because?

[0:28:34.9]

**PM:** I am So Money because after leaving my big sexy job on Wall Street and starting a company, I finally pay myself a salary.

[0:28:44.0]

**FT:** Oh right, thank you so much.

[0:28:47.9]

**PM:** Thank you Farnoosh.

[0:28:48.9]

**FT:** It’s been a pleasure.

[END]