

EPISODE 1613

[INTRO]

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FT: So Money Episode 1613, why the American dream is dead, sorry, with Vivian Tu, author of *Rich AF*.

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ANNOUNCER: You're listening to So Money with award-winning money guru, Farnoosh Torabi. Each day, in a 30-minute dose of financial inspiration from the world's top business minds, authors, influencers, and from Farnoosh herself. Looking for ways to save on gas, or double your double coupons? Sorry, you're in the wrong place. Seeking profound ways to live a richer, happier life. Welcome to So Money.

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***VT:** "Media is always dramatized, right? Wolf of Wall Street is exciting because they are popping champagne in the office, and throwing cash off of yachts. There's no movie to be made about the person who invested wisely lived within their means and relaxed at home. Nobody's watching that movie."*

[EPISODE]

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FT: Welcome back to So Money, everybody. I'm Farnoosh, and our guest today says the American dream is dead. She also says that the key to being rich is getting a little lazy. Financial guru, Vivian Tu is here with many more hot takes and an inside look at her brand-new book called *Rich AF: The Winning Money Mindset That Will Change Your Life*. You may know Vivian already, she's the wildly popular financial creator on TikTok, where she squashes the age-old,

crusty notions of financial wellness that no longer work in a world where a college degree can cost half a million dollars, and new homeownership is all but out of reach.

Vivian is a first-generation Asian American woman who has some stories about growing up as well as her first job on Wall Street. This was a fun interview. Here's Vivian Tu.

[INTERVIEW]

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FT: Vivian Tu, welcome to so money and congrats on your first of many books, I will predict, *Rich AF*. Listeners, you can figure out the acronym. Welcome to So Money.

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VT: Thank you so much for having me, and it's so good to see you again.

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FT: I know. Last week, got together. The first and last time we were hanging out was I think in the East Village somewhere or SoHo in New York.

[0:02:15]

VT: No. **[Inaudible 0:02:15]** to my spot.

[0:02:17]

FT: Oh my gosh.

[0:02:18]

VT: Casa **[Inaudible 0:02:18]**

[0:02:19]

FT: You introduced me to chai tea, which I hadn't really – I mean, maybe once or twice in my life, but that was a memorable moment. Thanks for making time for me. I've been a fan. I've been watching you all during the pandemic, rise to celebrity financial status on TikTok, and everywhere else. This is our opportunity for really getting into your journey, your advice for your audience, your millions and millions of video watchers, and listeners, and followers. Your new book is called *Rich AF*. I kind of want to start with why you wanted to write a book? You have so much going on. Why a book? I mean, people can find you everywhere, you have so much material everywhere. Why was it important for you to create this now in your career trajectory?

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VT: Yes, because I think the content that I create right now short-form wise is helpful. It is. Every single piece is typically actionable advice, something that will make you smarter, better, faster, stronger. But I **[inaudible 0:03:21]** questions that were like, "Hey, do you have these organized in a to-do list? Like I should watch this video first, then this video, then this, then this, then this?" Because my audience is so varying, and that some are young, college students who are just trying to understand money for the first time. Some are yuppies, some are heads of household, some are parents, some are closer to retirement.

I have to create content that really works for as many people as possible on a daily basis. It's not necessarily linear, and people kept asking me for a linear guide of, "Hey, if I have no idea what to do, where to start, how to get my finances under control, what do I do?" That's what really prompted the book, because it felt like a super easy step by step way to walk folks through the information, frankly, that I wish I had had in my early twenties, I made so many money mistakes. But now that I've learned from those, and ding my credit score, and hurt myself in the process, I don't want people to make those same mistakes. I think having this captive audience, I wanted to give them something that they could tangibly hold, or listen to, that would help them go from A to Z on their financial journey.

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FT: You certainly do that, and with such great voice. I mean, part of what really magnetizes people to you is your candor and you break down really complex things in ways that are digestible. In your book, which I'm paging through, and I'm really enjoying it, you begin your, I think your first or second sentence, which is important because how an author starts out a book I think is sort of like setting the tone. You say, "The American Dream is dead." Which is a very bold statement, and I don't disagree. But what do you think is replaced? Has anything replaced that feeling of aspiration? Because whatever, the American Dream that our parents grew up with different than the American dream today, but is there a dream still, and what is that dream?

[0:05:35]

VT: Yes. I think, one, the American Dream is dead. I say that because I feel like it is no longer possible to work your way to rich. I think this country is founded on the principle that if you wake up every day, and bust your booty, and work hard, you should be able to have a good life, you should be able to keep a roof over your and your family's head, you should be able to put food on the table. And even ever so often, you know, God forbid, enjoy your life, go on vacation, do something cool. It's getting harder and harder. We've all seen the headlines, the middle class is shrinking. It's harder and harder to make ends meet on a one income household, on a one income salary.

I think the dream has changed in the fact that it used to be, let me have my white picket fence house with my two and a half kids and my golden retriever. I work this nine to five, and I get to retire eventually with a big old pension and live my happy life. It doesn't look like that at all anymore. Some people want to retire at 30, and never wear shoes and live out of an Airstream and travel across the US. Not my dream. I need a home that's not on wheels. But some people want to retire more traditionally, at 60, they want to help their kid go through college, they want to have a vacation home. Everybody's dream is starting to look a little different. Wisteria Lane isn't really a thing anymore. On top of that, it is getting harder to get to that dream, especially if you aren't financially literate and you aren't investing.

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FT: That's it, right? You don't work your way to rich, you invest your way to rich. Is that kind of the new model?

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VT: A little bit. I would say, one of the hot things that I say, another hot take of mine is that, rich people, we've been sold this myth that they're harder, better workers than we are. They're not. Rich people are so lazy, all they want to do is kick their feet up, chill by the pool, have a glass of lemonade, and eat bonbons, but in a smart way. Because they've come to the realization, and I won't say they've come to the realization. They've been taught through generations that their money is a better money-making tool than their bodies for labor, or their brains for a white-collar desk job.

They have realized that the faster they can get their money-making money, the fewer hours they're going to have to labor for money. I think that's a principle that we should all take and that it's really important to start investing early and often as much as you humanly can. Because it allows you to kick your feet up, sooner rather than later, and you're making money through a new stream of income that isn't tied to your job.

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FT: It's so interesting, this concept of lazy, right? Like you, I agree that it's not about working harder, it's working smarter. But when anyone else, but a rich person is being "lazy." That's what's keeping them broke. Irony is that, you're saying that rich people who "use laziness," that's actually what's getting them to be rich. What's the difference? What's the difference in that? Why do we differentiate so poorly?

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VT: Because, you know what, I don't know what PR agency they have, but rich people have the ultimate PR agency. This is the same agency that took mayonnaise and made it aioli. This is the same agency that like – they have gone through this full rebrand, right? When we talk about debt, when a poor person has debt, it's a single mom putting food at the grocery store on a

credit card because she can't afford it, but she's got to feed her kids. We wag our fingers and we're like, "You're so irresponsible. Debt, debt, debt, bad, boo, ha." What about when rich people use debt for their companies? You don't even call it debt. We call it leverage. We put them on magazines.

In the same way that when regular people say, "Ugh. I'm so tired of working, my back is breaking, I have a headache, whatever." We're like, "You're so lazy. You don't want to work hard. You don't deserve to have all the things you want in life." Whereas, when rich people are lazy, and they know that there are better ways to make money than through human capital, they're allotted. I'm putting them in my book. I mean, it really is how our society speaks about rich people as if they are morally superior, when that isn't the case, versus people who don't have money, and we call them, basically unethical. Being poor is a crime.

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FT: Yes. I mean, when you're "rich" and you're willing to take out debt, or you had a story in your book about, you had a colleague when you're working the trading desk at JP Morgan, that would go to Atlantic City, and gamble the night away, and come in. He was chartered a private helicopter or jet to get him back to work on the company dime or whatever. You're like, he's breaking all the rules, but then that client that he was out with ended up making a gigantic order, so he made up for it, and he probably got promoted the next morning.

But that guy, I couldn't help but thinking about him, and how he's like taking these risks, and maybe being like seemingly lazy, but really strategic is like, if things don't work out for him, he's still going to be okay. I'm sure he's got a nice family that's going to give him a place to stay if things turn upside down for him. I think that's the difference sometimes when people who are, they don't come from wealthy backgrounds, or they don't even have a lot of money of their own, that they – risk is a very different word for that, because the implications of taking risks are much more severe. There's this cyclical problem. How do we get out of it?

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VT: I think this comes into a lot of abundance versus scarcity. Yes, it's a mindset. But to your point, it's also a very, very legitimate lived experience. The risk of someone who has very little money starting a new startup could literally be them being homeless, being on house. Whereas, if you know that you could spend every dollar in your bank account, and go into debt. But mom and dad have a trust run waiting for you that you start to get access to at 21, then again at 30, then again at 40, you're not that worried.

I say this from a very big place of privilege. The reason why I was able to start Your Rich BFF was because I looked my fiancée in the eye, and I said, "What if I can't make any money?" He said, "Well, I work in investment banking, we will never starve on my salary." That gave me so much comfort, because I knew that I would never get kicked out of my apartment. Sure, we wouldn't be able to go out to eat, or take Ubers, or go on vacation, we would have to just buy groceries, and cook ourselves, and take the subway. But like, the stakes were just not that high. The stakes are never that high when you come from a position of optionality. That, unfortunately, is when you don't have money, you don't have options.

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FT: So you're teaching people in your book about how to access that optionality, how to think a little bit more strategically and how to erase this American dream equation, and rewrite it for themselves. I love that you give people more options, new options I've never even heard of that have been tried and tested by the "rich", but now you're bringing them to the masses. You learned this because of a mentor, by and large that you credit in the book. Tell me a little bit about that relationship and how – you're stepping into that role now for your audience, but what was it about that specific mentor-mentee relationship that you had that changed your life?

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VT: For the first time, I saw someone who looked like me, who had made it, who had everything I wanted, all the things that my parents didn't have. At first, it was super shallow, like I just liked that she had a blowout in her hair every day, click clack into work with those Gucci stilettos, new Chanel bag flung on to the counter next to her desk every day. I love those things, because that to me was an indication of success and wealth. Those very, very visual, tangible material things.

But it was also the fact that on a desk of 30 to 40, white men, she had risen to the top. It's so funny that I always say I look up to her, because she's like five-feet tall. She could strike fear into any other, any one of these boys on the trading desks hearts. She would be like, "Repeat that" and they would just shut up. They would sit down, they wouldn't say it again. She just had this je ne sais quoi of powerful, successful, strong, knew her worth, had that money, didn't need anybody else. And those were all things I wanted other people to describe me as.

When she said, "Jump," I would say, "How high?" The best example I think is like – my mom is Chinese, and in Chinese culture, there is a big priority placed on having fair skin. She always would say, "Wear sunscreen Vivian, you have to wear sunscreen," and I did not care. I never wore sunscreen as a kid. I was like, "Let it burn. I want to be tan. Everybody wants to be tan." I think I came in one weekend with like a little bit of a sunburn. My mentor was like, "Why weren't you wearing sunscreen. You have to wear sunscreen every single day. That's going to cause wrinkles." She basically went on a tirade about how I needed to wear sunscreen. I have worn sunscreen every single day on my face ever since. This was the exact same advice my mom had given me, but it came from someone that – I hate to say this, but I had a different level of respect for.

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FT: I think she gave you a better why. I just heard you say, your mom would rationalize, and be like, "Well, because it's culturally not acceptable. You need to have fair skin. That's not what like the standard of beauty, whatever." But this one was like, "You could die." That changed the lens, and I think that that's another takeaway from your story. To highlight, is just that, when it comes to establishing goals, pursuing anything, financial, career wise, you really need to know what is the motivating factor. You got to be good on that. Anchor it in something important. But also, yes, we'd love to hear and take advice from people who aren't our parents. That's just the truth.

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VT: I did this event where I was speaking, and I had people write on notecards. What are you saving or investing for? What does money mean to you? Let me tell you, not a single person

wrote down Chanel bag. Not a single person wrote down fancy Lamborghini. No one said, mansion. You know what people wrote? They wrote, being able to take care of my parents in their old age, setting my kid up so they had a better life than I did. It's having a home so that I can gather my family for the holidays, and a place that we all feel safe, and comfortable, and loved.

I think it's really important to remember that people like you and myself, we talk about money, but money doesn't exist in a vacuum. Money is a tool, and that tool, you don't just wave your money around and feel good about yourself. You trade that money for things. Sometimes it's your time back. Sometimes it's comfort, and security, and convenience. It's the ability to provide yourself with the life that you've dreamed of. It's not just buying a golden toilet.

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FT: You know, I read the book, *The Psychology of Money* by Morgan Housel. By and large, his advice in the book is like, rich people get rich because they do really boring things, they invest. They don't they don't overreact with their investments. It doesn't paint this picture of this brazen risk-oriented person, but you want your audience to take more risks. But in what areas, especially?

[0:18:16]

VT: Yes. I think, one, to address your comment, media is always dramatized. Wolf of Wall Street is exciting, because they are popping champagne in the office, and throwing cash off of yachts. There's no movie to be made about the person who invested wisely, lived within their means, and relaxed at home. Nobody's watching that movie. But I think there are places where we can take more risks, especially when it comes to demanding our worth, asking for a raise every single year, be ballsy about it. There's risks we can take when making calculated decisions of, "Hey, let me put my money in the equities market, because I know I don't need to touch this for 30, 40 years." There's calculated risks to be taken when you budget, and initially set aside a certain amount of money that goes straight in to your retirement account that you can't touch without penalty for the next 30, 40, however many years. There's power in that, in taking those

risks. Because ultimately, statistically speaking, those risks for the most part almost always paid off.

Other things, risks are not smart. Things like concentrating your entire investment portfolio in some shit coin. Am I allowed to swear on this?

[0:19:40]

FT: Yes, sure.

[0:19:41]

VT: Yes. On some meme stock or something that we don't know has actual fundamental value, or not asking for a raise, or trying to play it safe. That's the biggest risk. Playing it safe for your job and not moving every two years if you don't get that raise. If you don't get a raise every two years, there was a study that showed you will make half as much over your entire lifetime half. Half. Are you cool with that? Because I'm not.

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FT: No. How are people getting raises right now? It feels like a very tumultuous time to be going in and asking for more. With this being another banner year for tech layoffs, especially, and a lot of us work in tech.

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VT: Yes. I think, I agree that the vibe is very different than it was during the Great Resignation, where you could literally snap your fingers, and your boss would like do backflips to get you a raise. That said, if you are a really top-notch employee, I'm sorry. But top-notch employees get paid every year, every single year. What you need to do is have quantifiable examples of why you're worth it. Something I mentioned is, creating that folder in your inbox, your brag book. Forwarding any of those emails that are like, "Oh, Farnoosh saved a cat from a burning building.

She's amazing. We couldn't have done this project without her." Whatever. But have that laundry list of things.

And, I would say, you got to start early and often. Everybody loves to wait until November, December to be like, "I've worked really hard. Can I have a raise?" I'm just like, "Where's this coming from? Your boss was just blindsided by you. No, no, no. You ask six months ahead of everybody else. You start mentioning in July, "Hey, these are my goals for the year. I'm tracking really well towards them. Is there anything else you think I need to be doing?" I would like to see a raise of X percent commensurate to the level I'm currently operating at by the end of the year during final end-year reviews." Make that known. Don't be annoying, but you got to remind them every two months, and make it clear that there's a couple of touch points to be had.

So when budgets come out from HR to your boss in October, they don't come out in December, they come out in October, then your boss has to divvy up that money between you and everybody else that works for them. Because you've already asked three times, they know what matters to you. And then you are the top of their mind when they are actually dividing up that pie chart of what budget they have.

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FT: It's like campaigning for the Oscars. You got to start early.

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VT: That's right.

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FT: It's so true. I love the part about asking your boss, "What advice do you have for me then? What can I do?" Because then, you're really putting the ball in their court, you're getting them to be accountable now to your measure of success. If you do all the six to 10 things they say they recommend, and then they still don't give you the raise. Here's the thing, they may not give you the raise, but wouldn't it be better to know.

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VT: Why.

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FT: Right? Because then you can – also, you can leave earlier than just keeps lingering at this company that's not going to give you a raise. I campaign for a raise at New York One News in my early twenties when I was a producer for months, and months, and months, well over a year. Always kept saying the same thing. You're not ready, you're not – I mean, because to give me more money, they'd have to promote me, they claimed, which wasn't true. My salary range was wide enough. It was just this –

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VT: You were in a band.

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FT: It was an abyss and I was like at the very far left of it. Finally, after – it's good to get those knows. You know why? Because the sooner you can get out. And the sooner I did get out, and I use the knowledge that I had of that salary range at that company, and leveraged it at the next company when I negotiated. It's scary to ask, and you may feel like you're being too eager, too hasty to, too too, too much, asking soon like you recommend, and not around reviews time. But then the sooner you'll get your answer, the yes or the no, and the sooner you can plan for your next move.

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VT: Exactly. And, I also just think that a lot of people, especially if they've developed a close relationship with their manager can feel bad asking. They're like, "Oh, no. I don't want to make them uncomfortable. I don't want to upset them. They like me." That money is not coming out of

your boss's paycheck into yours. That money comes out of a corporate banking account literally set aside for labor costs. You are allowed to ask for money. This is not the first time somebody has asked your boss for money. It's not the smallest number, it's not the biggest number. Very much pedicure principle. Your feet are not the gnarliest, or the best, or anything that pedicurist has seen. You can ask. That is your boss' job.

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FT: You went straight into Wall Street, I think, after college. You're adamant about making a lot of money, unapologetic about that. I love it. I mean, why else does somebody go work on Wall Street because it's fun? No, because there's a big pay day waiting for you.

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VT: In fact, working 14 hours a day is fun. No. I'd rather literally be doing anything else.

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FT: Right. It was a bit of a short-lived experience, but you learned a lot, and you're parlaying that into your education, to your audience. But my curiosity is, what drew you to wanting to make so much money at a young age? Not everybody has that ambition. What drove you?

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VT: I think you're seeing how my family lived and grew up. My family's financial situation changed quite a lot through my years. It was abundantly clear because of where, and how we lived. When I was in early grade school, my dad actually worked out of New Jersey, and would drive down to Maryland where we lived on the weekends, because he couldn't find a job in Maryland that paid enough to help us make ends meet. Things got better for them eventually. But we were, I would say, solidly middle class through mid-level. The game changer, and frankly, this is why I was able to graduate from college without any student debt. My parents were actually thinking about taking out a second mortgage on their home to help me pay for

school, because they had emphasized to me over and over again that education was the key to socioeconomic mobility.

My mom ended up getting a pharmaceutical consulting gig out in California. She would live in California and come back to Maryland to see my dad every two weeks, or he would come out to California and see her for every two weeks. But that job changed my family's financial situation, to the point where they were able to buy a home, and put me through school. Their relationship with money, even throughout all of those changes was always the same. My family's from Shanghai, and there's the Shanghainese phrase that's like [Foreign language 0:26:58], which directly translates to like, money needs to be used on the knife's edge. But it just means that like, you should only spend money when you absolutely need to.

The biggest fight I ever got into with my parents was over a pair of ripped Abercrombie and Fitch jeans. I came home from the mall with a friend, and my mom saw the receipt in the bag, and was like, "Are you joking? You spent this much on ripped jeans." The only thing I could think to say was like, "Well, my girlfriend got like a pair too." I think it like really hurt her to say this to me. But my mom said, "Well, her dad's a lawyer. Your parents aren't millionaires. We can't afford this." I ran up to my room, and I was crying in my little like middle school teen angst. I made a conscious – there was a conscious shift in my mind, and I was like, "I never, ever want to be told I can't have something because of money ever again. That's not something that I can address now as a 13-year-old, but I'm never going to be want for anything ever again." I was like, "That's the goal, to make a ungodly amount of money so that I can live and do whatever I want. And live and do whatever I want from jump when I graduated meant designer goods and going on fancy vacations." As I've gotten older and have more and more money, live and do whatever I want is like setting my own schedule, going to bed at 9pm. Nobody calls me on weekends, and it's funny how things change. But I think I've always had an appreciation for money, because we just didn't have a lot of it growing up.

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FT: Yes. As my immigrant mom would say, and I'm sure she would have been friends with your mom that, it all worked out. Their parenting style technique, if we can call it that, it got you to some extent to where you are. I remember feeling in a similar way, like at a young age,

recognizing that money would be a ticket to freedom. Whereas, I don't think a lot of other kids were even thinking about that They don't even know what money was, but I was like, I had such an early experience and early education on the limiting resource that is money and the fights that can ensue when there is a limited resource called money in your household, and one parent works, and another one doesn't. Yes. So it did work out, but I don't recommend this as a parenting style.

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VT: They didn't want to get out of their house as bad as we did. I wanted to leave my hometown and never look back. I had dreams of living in a big city and not the suburbs. I wanted to get away from everyone. I just felt like no one understood me, and I just feel like we come from a place of almost like, I don't want to say desperation, because I always had food on the table, always had a roof over my head. I'm very grateful for that. But I was desperate to have a very different life than the one my parents had.

[0:30:21]

FT: Yes. You talk in the book about this bad advice that a lot of personal finance folks give, have given over the generations. I mean, we've kind of covered a bit a few of them already. But one that I that I was sort of stuck on was that you can't just like switch your job to make more money. That's sort of an impractical – you need to make more money, just go to another employer. Certainly, we've taught – you mean, there is a benefit to leveraging and going to different companies. They say like, if you can't make millions of dollars staying at one company your whole life, I mean, unless you become the CEO. So how do you make do if you can't jump from one place to another as easily as others? Do you get a side hustle?

[0:31:11]

VT: Yes. I really like the idea of side hustles. But I want to differentiate between three words that are starting to really blend, passion project, side hustle, and second job. So passion project is like, you do something for fun, you don't need to monetize. Just because you like to crochet does not mean you need to open an Etsy store. It is okay to have hobbies. Unfortunately, none

of mine are monetizable. I just really like napping and **[inaudible 0:31:41]**. But a side hustle is something that you do for a temporary period of time to meet a short-term typically, cash need. It can become a long-term supplemental piece of income, but you really got to like it. But side hustles are easy because they're typically low barrier to entry.

To find a good side hustle, you want to make sure that it has very, very low startup cost. This can be something as easy as wag. You go, and you show up to somebody's house, you pick up their Pomeranian, you walk around the block a couple times. This can be something like, oh, I go and help out at this one local cafe on weekends. It's just kind of like a fun thing. I bake some cookies, like they pay me a little bit. Great.

A second job is something that is contractual, it is the same as your first job, and it can frankly make your life a lot harder, because you now have to juggle the schedules of your second and your first job. You do not get to decide when you work. It's not okay if you just don't show up one day. You can decide, "Hey, I don't feel like walking on wag today." Okay, you're not in trouble. You sign up for the gigs that you want.

This can really be tricky because side hustling can be both very lucrative, but also very draining, which is why I like to say it's typically a temporary thing. Say, you have an upcoming wedding, say you have an AKA me, say you have an upcoming big purchase like a vacation that you want to pay for, or a downpayment you want to make on a car, or a down payment you want to make on a house. Side hustles are a great way to get there, because you only have to hustle for a few months to really help you hit certain goals. With the rise of side hustles, you don't need to switch jobs as often. That's not to say, I don't think you should be looking externally all the time. You should always have one foot out the door, because sorry, companies are selfish and you got to be selfish too. You got to look out for number one. But it gives you flexibility.

If you want to stick around an extra six months and see if your manager can make that 15% raise that they promised happen, you now have the flexibility to do that. I think a side hustle is the happy medium between a second job and doing something outside of work where you don't get paid.

[0:34:18]

FT: I met a woman during the pandemic at one of my daughter's gymnastics classes, we became friends, and she worked in finance. She said, she had a second full-time job because she could, because it was all virtual. I'm literally like – I mean, I think the Wall Street Journal wrote about that. That's not actually – I think you probably get in a lot of trouble if your company found out. But she was like, "Well, I can. I'm going to. Because my one full-time job, I can just clock it in. It's really – I can do it in my sleep, it pays well, benefits. The other one is a little bit more work, but like whatever. It all balances out to maybe 50 hours a week with these two jobs during the pandemic. I want to preface, when it was all like make a mess, and it was – now, probably less possible. I don't want to out her, but it was two different financial institutions. Yes. So she was making two Wall Street salaries.

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VT: Did you see that headline that was like, many people who are working from home are making upwards of \$600,000, because they have those two jobs, and are just scheduling meetings differently.

[0:35:21]

FT: That was her. Yes. Seriously, there's actually – but you made me laugh, because you said, you can't make money from napping. But there are some really crazy side hustle. I was just reading about in, I don't know if it was like – I want to say it was somewhere in Asia. It was in, I don't know. It was one that I was scrolling on Instagram. It was like, you can make money. So people get stuck in traffic a lot. You get stuck in traffic, let's say on a bridge, there's no out, there's no exit, and you're like late for a job appointment. You call this company, or you go on the app. Somebody with a moped comes in, meets you, takes you to your job interview or wherever you have to go. Then, somebody else who's also on that moped now gets in your car, and takes it to wherever you need, whenever this traffic subsides. Did you get it? Like that – if you have a moped, and I think this could be helpful in all over the world, wherever there's traffic. Because how many times you've been in traffic, and you're like, "Well, I'm going to miss my flight, or I'm going to miss my job interview, or I'm going to miss daycare pickup.

[0:36:25]

VT: Versus like those movies where the hero or heroine just leaves their rental car at the curb with the fucking keys running inside, and you're like, "Ugh, sorry." You can actually drop it off at the lot so you don't get the fee.

[0:36:38]

FT: Well, I was actually – I did a live podcast and the guest who was a celebrity, she was driving in and couldn't find parking, and we were running late. We were like, "Okay. Someone's going to come meet you to release you from your car, and then you're going to have to come in, and then we'll go and park it for you. Because this is the only way the show's going to go on." But next time, I'll have to use the app. There should be an app for that.

[0:37:03]

VT: That's genius.

[0:37:03]

FT: Billion-dollar idea right there. Lots more billion-dollar ideas in your book *Rich AF*. Vivian Tu, your rich BFF, thank you so much for hanging out with us and sharing some really, really fantastic stories. I love your advice. I think it's important, and as you say, and as everyone knows, very much needed for this generation.

[0:37:25]

VT: Thank you so much for having me.

[END OF INTERVIEW]

[0:37:29]

FT: Thanks so much to Vivian for joining us. Her book again is called *Rich AF: The Winning Money Mindset That Will Change Your Life*. I'll see you back here on Friday for Ask Farnoosh. Be sure to send me your questions. It's very easy. Just DM me on Instagram @farnooshtorabi, or you can go to [somoneypodcast.com](https://www.somoneypodcast.com), click on Ask Farnoosh, and submit your question there. It goes straight to my inbox. Thanks for tuning in and I hope your day is so money.

[END]