EPISODE 142

[INTRODUCTION]

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FT: Hey everyone, welcome back to So Money. I'm your host Farnoosh Torabi. Thanks so much for tuning in. You know, I love hearing stories about individuals getting out of debt because it typically changes their lives in more ways than one. And I know that some of you listening might be struggling with either student loans or credit card debt, or just have a mortgage that you want to get out of sooner than later. Today's guest is Deacon Hayes, he is a great case in point. After being overwhelmed by $52,000 of debt, outside of their mortgage, he and his wife made a decision to quickly change the way they handled money. And they weren't kidding. 18 months later, it was gone. All of it. All $52,000 and because they were actually able to pay it off so quickly, they were featured on sites like US News and World Report. That led them to a live interview on Fox News. Deacon tells me that he enjoyed the process so much, he decided to turn it into a career. He quit his job as a financial planner, and actually founded the popular website Wellkeptwallet.com. And he also has a weekly podcast with that name. And there he helps people, that are in the same situation that they were in just a few years ago, become debt free.

Three takeaways from our time with Deacon: The exact steps he took to become debt free so rapidly. What did he sell? What did he cut from his budget? How in the world did he get a 740 credit score with a history of foreclosure, and Deacon's rapid fire plan to become mortgage free in just 9 years.

Here is Deacon Hayes.

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[INTERVIEW]

FT: Deacon Hayes, welcome to So Money.

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DH: Hey, thanks for having me.

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FT: All right, let's start with the obvious, 18 months wiped out $52,000 in debt. Take me through this. I hope not all of my listeners are dealing with tens of thousands or dollars in debt – some are, some have a lot of student loans and – I think it would just be interesting to find out how you and your wife took those first few steps to really get yourselves out of debt for good.

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DH: Sure. One of the first things that we did is we recognized that what we were doing wasn't working. We're like, "Hey, who are the experts out there? Who are the people that are good with money that we could learn from?"

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FT: Just to interrupt you from one second though. Was there a moment though where you were like, "This is not adding up." Where were you and what happened? Because usually it comes after like trying to buy something and you realized, "I don't have the money for it." Or wanting to go on a trip and going, "Oh my gosh, I don't actually have anything in savings."

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DH: It's interesting. I hope my wife is not listening in on this, she would purchase things and it would be in the hundreds of dollars. We're newly weds. I'm thinking if I buy something that's hundreds of dollars and I'm talking like $300 and $500, that's a big deal to me and I don't do that in a monthly basis outside of my normal budget. Categories like food, gas and that kind of stuff. I started to ask her, "Hey, you're buying this purse. You're buying these clothes. That's a lot of money and it seems to be a pattern. I'm not judging. I realize that we got to work together on this. We got to have a game plan."

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FT: Did you have one account or multiple accounts together?

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DH: We have one account and we can buy both of our finances, that's when it became apparent. Like, “Oh my gosh, we have totally different money habits. We got to do something about this.”

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FT: Okay, that was helpful. Sorry for interrupting, but I thought that would be an interesting anecdote. So then you had this aha moment together. Was she receptive?

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DH: She was. It was one of those things where we knew our parents both handle money poorly. We knew we needed to do something different and it was a matter of, “How? Let's go research. What are people doing well and let's mimic them.” Obviously there's a lot of great resources out there. There's a few that we used. One would be Dave Ramsey, another would a guy named Ron Blue and another Howard Dayton. We're looking at what they say and it's all pretty similar. It's like “spend less than you make,” “pay off your high interest debt.” It was all common sense but it wasn't common to us. We had to go back and unwind all this stuff that we learned and then start fresh with new habits.

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FT: You gave yourselves 18 months or just so happen that you got up in 18 months? Was it helpful to have a time line?

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DH: Oh, yes. Absolutely. It was one of those things that I heard people that follow Dave Ramsey, they get out of debt within 18-24 months. I just thought, “Okay, well, people can do it in 18 months. Then I could do it in 18 months. Why don't we just set a goal of 18 months and then work backwards?” My wife thought, “That's lofty. Maybe we should be a little more conservative, say a couple of years, a few years, whatever.” But that really drove me. When I had a deadline, I knew that I had to work harder. I knew that I had to reduce my expenses. I had to pay attention to where my money was going if I wanted to pay off our debt in 18 months. It was really a lot of sacrifice. I sold a brand new car.

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FT: You sold a brand new car? Oh no.

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DH: I did and I took like $6,000 hit because I owned it for less than a year but it's one of those things where I'm like, “Okay, I have four more years of about $400 a month in payments. That's just going to kill me.” That's like $5,000 a year in car payments. We ended up selling my wife's car which was worth $5,000 and we bought two Beaters. I paid $2,500 for mine and we paid $1,250 for hers. So we were able to out of the $5,000 from her one car, buy us two cars and sell my upside down car to get rid of a big chunk of our $52,000.

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FT: That was a big jump start for you, getting those cars out of the picture?

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DH: Yes, absolutely.

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FT: Now, other trade-off. Give me more specifics. I want to get really into the nitty-gritty here because this is an exceptional triumph. We're talking about $52,000 and we're not talking student loans with low interests, this was largely credit card debt.

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DH: Yes. One of the things that we did was go through every service provider and go through every line of our budget and say, “How can we make this smaller?” I realized that when you're not paying attention to your finances, it's very easy to pay more for your cellphone, for your insurance, for all of those things. I went through one by one and I called my cellphone provider and I said, “Hey, I've been a loyal customer. What other deals do you guys have right now?” I called my cable company, we actually ended up cancelling our cable well and Netflix. I canceled my gym membership because I never used it at that time. I do today but at that time I didn't. It was just literally going through one by one, once we created our starter budget and saying, “How can I make this line smaller?” I'll tell you what, Farnoosh, we probably eliminated $500 a month just from doing that.

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FT: Was it hard? Did you really feel that you're sitting at home on a Thursday night and you can't watch your favorite shows and you're like, “Man, this hurts.”

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DH: We just changed our mindset. I discovered Lost like five years after anybody else did. It was one of those things where we could just binged watch it on Netflix. It was just changing the way that we entertained ourselves. It was an adjustment but it really wasn't that bad because the benefits of being debt-free outside of our mortgage is tremendous in what we could do. I knew that and that was motivating for us.

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FT: So let's talk about those benefits. What was the first thing that you did as a couple once you paid off that very last bit of balance?

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DH: We went to Disneyland of course. We did.

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FT: No. It's so cliché. “What are we going to do now? We're going to go to Disneyland.”

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DH: I know. “We can go to Sizzler's.” We went to Disneyland. My wife and I really loved it. We had good experiences when we're younger there and it was one of those things where we could just celebrate that together and it was a low-cost. We live in Arizona so we could drive there.

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FT: Okay, you didn't go to Orlando, you went to “Disneyland.” Got you.

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DH: Yes, we went to Disneyland. That was cool. It was one of those things where it's like, “Oh wow, we're doing this debt-free.” We're not putting it on our credit card, we're not borrowing money, we have the cash to pay for it.

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FT: Now, Dave Ramsey advocates cutting up those credit cards and never going back to credit again, is that what you have done as well once you paid off that last balance? Are you living a cash existence or do you just still use credit cards?

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DH: I hate that you ask that question but I'd love that you ask that question at the same time. While we were paying off our debt, we cut up our credit cards, we didn't use them for four years. I think that that was great and it was necessary because we had bad money habits. It was one of those things where we had to train ourselves to be good with money, to be good with putting money in the bank for savings, to have an emergency fund, so that credit wasn't our emergency fund. Right? Now, we actually do use credit cards. I have one for my business and I have one for personal, pay them off every month and never carry a balance. Currently, yes, we use credit cards but when we were in the thick of it, we cut them up and we did not use them at all.

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FT: Do you advocate this now to people? I know you now have transitioned to money coaching. Doesn't that hurt your credit when you don't use credit? It's the cycle.

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DH: Really the thing that hurt the most was when I closed long-standing accounts. Really, I actually have zero debt because as a long story short, our house is in my wife's name because I have a foreclosure on my record because I was not good with handling money. I'm like a 740 credit score with a foreclosure on my record.

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FT: What?

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DH: Really, the reality is you can build up your credit and not have debt as long as you do it wisely.

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FT: How long ago was that foreclosure?

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DH: Five years ago.

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FT: Okay. So maybe that's why. It wasn't at 740 the year that it happened?

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DH: No, no, no. But what I'm getting at is I have zero debt and yet I have a 740 credit score and the reason is because I do have two credit cards and I pay them off on a monthly basis, never carry a balance. That's why. Because I'm constantly using them, but I'm paying them off. So I'm building my credit and showing, “Hey, I have zero debt at the end of every month because I pay them off. But, that makes me credit-worthy.

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FT: Now, you are coaching others. You are so inspired by your process, so feeling just triumphant that you really want to share this with a lot of people, and you quit your job to really pursue this full force. What was the moment that you decided, “I'm going to just do this full time.” That's also very brave.

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DH: This is really a loaded question because when we paid off our debt, I was selling wood floors. There's nothing wrong with selling wood floors, in fact I enjoyed it. I enjoyed the aspects of it. When we paid off our debt, I just thought, “Wow, this would be amazing if I could just teach other people to do this and transition from making money selling woods as making money helping people, achieve their financial goals.” That let me down a path to become a financial planner. When I was a financial planner, we dealt with high net worth individuals that had millions of dollars and I just thought to myself, “These guys don't need my help. They've already been successful with money. They're just trying to preserve it, pass it on to the next generation.” So the aha moment was I got this email randomly from a producer in Fox News in New York City, he said, “Hey, we came across your story. We would love to have you on our morning show.” I'm like, “What's that mean?” “Well, you'd have to fly out to New York. We'll pay for the tickets, pay for the hotel.” I'm like, “Are you kidding me? You really want to pay for us to come out and do this?” “Yeah.” I talked to my boss and my boss was excited at first but then they got kind of hesitant. They said, “Why are you going to be on the news?” I said, “Well, because my wife and I paid off $52,000 of debt in 18 months and they went to my website Wellkeptwallet.com and they saw that there was ads on my website.” It was weird because I work for an investment adviser and when they went to my website, they saw advertisements for other investment advisers. Now they started to get a little concerned like, “Deacon, you're advertising our competition on your website?” I'm like, “Well, not really. I have AdSense and that just generates ads based on what sites you go to.”

But anyways, long story short, it was this, “Deacon, what do you want to do when you grow up?” It's kind of the conversation I had with my boss. They saw that I was passionate about helping regular people and I had this opportunity going to Fox News on a national show. They're kind of saying that, “You either shut down your site, or we'll help you, support you with what you want to do.” I prayed about it, I talked to my wife and we decided, “Hey, we're going to go for it.” I told my boss and that basically just meant that I was quitting and they gave me a severance. So, we flew out to New York City to be on Fox News, not knowing if this was really going to make it long-term.

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FT: The fact that you followed the Dave Ramsey, his show airs on Fox, that was interesting bookend to that journey a little bit because it really gave them the next step. It opened the door to another level of your life as in the world of personal finance.

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DH: Absolutely. It's crazy. I was actually making money for my site at that time so it was one of those things where it was a leap of faith and it was something where I wasn't sure, but I had built a foundation. So, because we have followed those principles and we had a six-month emergency fund, and I had about $1,500 coming in the side from income and my wife worked full-time – we just had this recipe for making this happen. It wasn't just this arbitrary, "Hey, I'm going to quit my job and I don't know if it's going to work."

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FT: "Fingers crossed."

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DH: Right.

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FT: You had evidence that this was working, the stars were aligning and you were kind of given an ultimatum which is sometimes the best thing. Your employer was like, "Take it or leave it."

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DH: It was the best thing because I was nervous. It's like you have this comfortable nine-to-five job where you're making good money and there's people that are there for life. The average person at the time that I worked there were there nine years. If you put that in perspective like regular retail places, it's probably like one year, two years. It was really a great place to work. That was a catalyst to get me out and to say, "Hey Deacon, you're not made for this. You're made for something else and we're going to help you get there." That was a huge help.

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FT: What is your financial philosophy, Deacon?

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DH: One thing I'd say is if you don't have cash in your bank account, you can't afford it. That's what I've learned. Even if I buy something on my credit card, I never put something on my credit card that I don't have cash today to pay for. Really, I use credit card as a tool to be able to make it convenient, to get some rewards from it but that's not the main thing. If you don't have cash in your bank account, you can't afford it. I think if people lived by that, people wouldn't get in debt because they have the cash to pay for it. It's amazing how simple that is but it's so true.

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FT: It's so true. The marketing around credit cards is the exact opposite. It's like, “Hey, you can buy now and pay later.” Which is a lot more attractive or it's a lot more exciting than “buy now pay now.”

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DH: It is more exciting, but I think I feel blessed that I was burned so bad young, that for the rest of my life, I'm not going to make those decisions. I think that the marketing is really catered towards younger people. You go to a college and that guy set up, they'll give you a free t-shirt and that kind of stuff if you sign up for a credit card. I think for me, we definitely learned from it. My hope is that I can actually get to them before they get to that table at the college, to help them understand, “Hey, before you do this, understand some basic financial principles first.”

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FT: And just FYI, they're not allowed anymore to go to colleges and set up their tables and their tents. It's been banned.

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DH: Are you kidding?

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FT: Yes, it's banned, 2008 Card Act. Look it up.

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DH: I feel so old now. I graduated in 2007.

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FT: So it was right before that got shut down. Yes, that is one good thing, I suppose that they can't do this heavy marketing on campus anymore. Well, you brought up your childhood earlier. You mentioned that you and your wife were not raised with much financial directions so much, that there was some bad lessons perhaps learned as a kid. What was your experience as a child? What was your greatest money memory?

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DH: When I was growing up, for the most part when I was younger, my mom, single mother on welfare, working a couple of jobs, I'm going in elementary school and that kind of thing. So for me, I could just tell it was like a paycheck-to-paycheck mentality. As I got older and kind of my teens, my mom got a nice job and started working but she started borrowing a lot of money. It's one of those things where since then, she's gone bankrupt and she's had a foreclosure on her home. So, I really saw a lot of those really dramatic events that could happen and didn't want those to happen to me. Unfortunately, I've had some of those issues. Like I said, I had a foreclosure on my record. I was impacted from my childhood and I realized, “Okay, I got to teach people to avoid these things because they are painful and I hope that nobody has to experience them.” It's part my mission, it's to help educate people so that they don't experience the same things that I did.

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FT: What does your mom think of you now?

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DH: We have a great relationship now. It's so funny. She's completely debt-free, believe it or not now. It's one of those things where she has seen us and the progress we made and she loves it, she highly respects it, and she practice it herself now. It's a great relationship now. It was definitely rocky back in the day.

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FT: You talked about a foreclosure that you experience. Would you say that was your biggest financial fail?

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DH: I would. Yes, that's definitely my biggest financial fail but it's also an opportunity for me to learn. It was really a...

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FT: What happened? Was it during the whole mortgage crisis and the subprime mortgage crisis?

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DH: It was. I had a couple of friends, I live in Arizona and they were buying two, or three, four properties and they're in their early mid-20s. I'm like, “How are they doing this?” I sat down with them, talked to them and they're like, “We got this great 100% loans, no money down. You don't even have to really document how much money you make. You just give them estimates.” This seems to good to be true, but prices were skyrocketing in Arizona and I'm applying for these loans, and they're giving them to me. I'm like, “Okay, well, I guess this is how it works.” This is what society was doing around me. Obviously, that's not the right way to think but that was how I thought at that time frame. So, I just went with the flow. Bought two properties at the height of the market, literally the height of the market and I didn't have any renters in mind, I didn't know how much it was going to cost me every month because I never owned a piece of property. It's one of those things where I got into it and 50% of my income was going towards mortgages. That's not including utilities and that's not including HOA fees and all the rest of that stuff.

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FT: Your friends, how did they fare?

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DH: They all got foreclosed on. It wasn't that we're trying to get rich quick. It was, "Hey, we just saw an opportunity and wanted to get on board and it looked like the things were going to continue to climb." Now looking hindsight, we know that wasn't the case. I definitely learned a lot from that.

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FT: Well, now you have a 740 credit score which I think is amazing. After a foreclosure you never hear that, at least not just a few years out.

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DH: Yes and I tell people, really, it's just about consistency over time. If you've got a credit card and what I usually tell people is don't even use it for variable expenses. Use it for fixed expenses like your cellphone, Netflix and that kind of stuff, so you never have the propensity of overspending. If you do that for five years seven months, which I've done, you'll have a 740 credit score likely if you don't have any other debt because that's what I have and I don't have any other history beyond that. It's one of those things that's consistency over time.

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FT: Getting out of debt in 18 months, I'd say is a tremendous So Money moment, but if you have to describe another So Money moment in your life, what would it be?

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DH: That's a really good question. I'd say on top of that $52,000/18 months, I'd say that's really our biggest one. Maybe quitting my job. So it's work for myself full-time because you're transitioning from this rigid, you come to work at this time, you leave it this time to this entrepreneurial life of I might have to work nights, I might not have to work a week at a time. I went from that kind of structure to building my own structure and doing things a different way. That was So Money because I wouldn't trade it for anything in the world. You couldn't pay me $1,000,000 a year for me to come work and do a nine-to-five deal. I love what I do.

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FT: I know. Now you have a taste of what it's like, it's really hard. It's like living without roommates and then it's the saying, “You got to live with three more roommates now.”

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DH: Exactly. That's a great analogy.

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FT: I know I transitioned in 2009 full-time freelance and it was scary but I cannot imagine having to get up every morning and just do that routine of going into an office. I have a lot of respect for my friends who work big jobs and hard jobs, consistently day in and day out. But for me, I know that it would be very difficult.

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DH: Yes, it would be for me as well.

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FT: What would you say Deacon is your number one financial So Money habit?

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DH: The number one thing, it's so small and so simple but it is the biggest thing for us, it's paying extra on our mortgage every month. For us, being completely debt-free in our 30's is going to be huge because of the opportunities that is going to afford to us because our expenses will be significantly lower. That's one thing that we've been doing consistently over time that we're hoping within the next four years – being an entrepreneur, my income is variable to have it paid off in full.

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FT: You're really in trench in the Millennial market. You're a Millennial, you probably work with others who have millennial money issues. Are Millennials interested in the traditional real-world life like owning your own house, having two cards, having a family? It seems as though a lot of the new reports out there and anecdotally we hear that because Millennials are so saddled with debt, that this idea of the American Dream traditionally is just not something that either they can achieve or it has lost its luster. What do you say to that?

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DH: I think I find the same thing and I talk with people that they much rather travel, they much rather have experiences than have things. To some extent I agree with them. Life is about relationships and about enjoying experiences together with other people but it's really to think about being 60 years-old and renting. I can only imagine what it's going to be like in another 30, 40 years. It's not going to be a $1,000 a month, it could be $2,000 or $3,000 a month. That definitely restricts what you can do and you're going to need more money to be able to afford your lifestyle. Really, when I talk with people that are younger, if you put together a plan, you can have a home. You can enjoy experiences, you can travel and you could do all these things, but all you have to do is create a plan and then stick to it. Sitting down and saying, “What do you value?” If you value those things, this is how you get there.

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FT: It's so true. I think that there is this fear or this assumption that, “I'm just never going to be able to have all these experiences and to have all the lifestyle that I want.” Because currently today, life is a B.

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DH: It's funny. When I was younger, I thought about traveling overseas as an impossibility. I really did. I just grew up at a very paycheck-to-paycheck type household and so now I've had the privilege to travel so many different places like Egypt, Morocco, Paris, London and Singapore – you name it. When I was younger, I really have this limited mentality that it would be hard to travel overseas, it would be hard to achieve my goals on life and I'm telling you now, if you're listening to this and you're a Millennial, if you make a plan, and stick to it, and you're a hard worker, that is totally a reality for you.

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FT: I love that. How old are you, Deacon?

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DH: 32.

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FT: Okay. You are in your 30s. I thought maybe you're still like 29. I'm still 29.

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DH: Nice.

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FT: I'm not. All right, So Money fill in the blanks, Deacon. You've been such a fun guest. This is even going to be funner. If I wont the lottery tomorrow, let's say $100 million, first thing I would do is?

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DH: Pay off my house of course.

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FT: Of course. By the way, how much per month do you – like percentage-wise? Are you putting an extra 10%? Why not just one extra payment a year as we always hear as sometimes a good way to do it?

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DH: I'm currently doubling my payment every month and the reality is – here is the difference. Let's just say traditionally the rule of thumb is if I paid at extra payment a year, I paid off in 22 years instead of 30 years. That sheds off about eight years off the mortgage. Well, if I pay an extra payment in my situation every month, we'll pay it off at nine years from when we got the loan. It's from 22 to nine years. That's a huge difference. That's 13 years sooner being debt-free. We definitely have the resources to do more at times and that's how we're going to pay it off faster, but that's consistently what we've been doing, one extra payment a month.

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FT: So much interest saved. My goodness. Okay, the one thing that I spend my money on that makes my life easier or better – this is my favorite in the fill in the blanks – is?

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DH: It's technology. Anything that makes my life easier or more productive – I recently bought a smart watch which I was very hesitant. Like, "Oh my gosh, is this going to be worth it?"

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FT: The iPhone Watch?

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DH: No. I'm an Android guy so I've got a Moto 360 and this thing is awesome because if you texted me and I could reply to it, I could just say, “Okay, Google” and say whatever I want to say like, “Farnoosh, I'll get back to you in a second.” If I'm driving somewhere, it will give me turn-by-turn directions and vibrate when I need to pay attention and make a turn, it's pretty sweet.

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FT: Wow. The iWatch commercials are so great, but I'm still not going for it. I think of a watch as very personal item and I like my watches. I don't know if I would wear anything other than something that I would have some sort of – that has a cool design. I just need the time. I don't need my whole life on my wrist. But maybe in a few years I'll change my mind.

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DH: They might come out with some fancier, or nicer, more stylish versions for you.

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FT: Perhaps and there aren't ones that are just out of this world price-wise. Okay, my biggest guilty pleasure that I spend a lot of money on is?

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DH: A lot of money is relative but I'd say K-Cups.

[00:29:38]

FT: Oh yes?

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DH: Yes because I love coffee but my wife doesn't drink it. I don't want to brew an entire pot of coffee but K-Cups are expensive. If you're to break it down per cup, it's like $.40-$.50 a cup. But, it's cheaper than if I was to go to Starbucks.

[00:29:55]

FT: Yes, I think a Starbucks coffee is like 100 times more expensive.

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DH: Yes. It is a guilty pleasure. I really do because I just pop it in, it's one cup at a time. If I want four today, I have four. If I want two, I get two. I don't waste any.

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FT: I'm with you. I just had a K-Cup this morning but I just wish it was more environmentally-sound. What's funny is that I just bought a bunch from Trader Joes. Trader Joes is this tree-hugging company, I thought, and then I opened up the K-Cup box and every single K-Cup – which by the way, K-Cups in it of themselves are plastic – but plastic was wrapped in plastic.

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DH: Oh my gosh.

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FT: Individual, every single K-Cup in the box was in its own plastic wrap, it's like, "Oh my gosh, I just want to return this and speak to a manager." Because those are making me feel really bad. I already felt bad with the K-Cups and the environment, but now I'm just like, "Is this really necessary?" To have it come from Trader Joes was just a shock. I don't know. It's like save money or kill the environment. I think we should probably save the environment.

[00:31:05]

DH: Yes, there is a compromise and it's the refillable K-Cups.

[00:31:09]

FT: What? Talk to me.

[00:31:11]

DH: Oh my gosh, they are awesome. It just takes more work and more time. I buy half a bag of coffee beans and I have a grinder and I can grind them fresh and keep them in a Tupperware container or whatever, but there's a refillable K-Cup that literally all you do, the top comes off and you put your coffee in there, put the lid back on and press go.

[00:31:34]

FT: Okay.

[00:31:35]

DH: That's your solution right there.

[00:31:37]

FT: Problem solved. I'm going to buy this.

[00:31:39]

DH: That's actually so much cheaper. It's like $0.10-$.20 per K-Cup now.

[00:31:42]

FT: Wow. Also, you can sleep better at night.

[00:31:45]

DH: Exactly.

[00:31:46]

FT: Thank you. This is serious, I'm going to go on Amazon next and purchase this. One thing I wish I had known about money growing up is?

[00:31:54]

DH: The dangers of debt. I saw how people said, "Debt is a way to get what you want in life." If you want foreclosure, bankruptcy, heartache and pain, that could be the case. But not that it's the case every time but just the dangers of it. Now looking back, like I said, I use it now but I use it wisely.

[00:32:16]

FT: Very good. When I donate money, I like to give to _____ because _____.

[00:32:22]

DH: I like to give to organizations that teach people skills. There's that one called Barrio Works here in Arizona and what they do is they teach intercity kids how to work on bikes, on bicycles and they can earn their own bike by putting in ours. Here, these kids are learning a trade, a skill set and they're also rewarded for it. It's kind of a very much capitalistic mentality but now these kids can earn money repairing bikes, building a bike from scratch doing that kind of thing. Not only gives them the ability to earn a bike but teaches them some valuable skills along the way.

[00:33:04]

FT: So wonderful. Okay. I'm Deacon Hayes and I'm So Money because?

[00:33:10]

DH: I'm So Money because I now control my money and it no longer controls me.

[00:33:15]

FT: Love it. Deacon Hayes, thank you so much. Your website is Wellkeptwallet.com and you have a podcast with the same name, right?

[00:33:22]

DH: I do. Yes, the Well Kept Wallet Podcast.

[00:33:25]

FT: How often is that podcast? Is that every week, or every few weeks?

[00:33:30]

DH: It's a weekly podcast and it's about career, money and lifestyle.

[00:33:34]

FT: Awesome. Check that out, everybody. Deacon, you've been a fantastic guest. Congratulations and best wishes to you.

[00:33:40]

DH: Thanks, Farnoosh.

[00:33:44]

[END]

