EPISODE 385

[SEPONSEOR MESESEAGE]

[0:00:32]

FT: So Money is brought to you today by Wealthfront, the most tax efficient, low cost, hassle free way to invest. Visit Wealthfront.com/somoney.

[ASK FARNOOSH]

[0:00:45.0]

FT: Hey everyone, welcome back to So Money, it's Good Friday, if you're listening to this show, I have to give you credit because maybe you're having a nice long weekend ahead and you wanted to skip a day but you decided to come back to the podcast, really appreciate that. For all of you celebrating Easter, happy Easter. I hope it's a wonderful, warm, festive weekend with your family and your friends.

Evan and I and Tim are going to be looking for an Easter egg hunt somewhere in New York City. If you have any suggestions still, I'm accepting suggestions. Email me, I'm thinking I'm probably going to go to one of the parks, right Sophia? I'm new at this, I don't know about Easter egg hunts. I'll look it up obviously but I think probably if it's a nice day, a lot of the parks will have something.

[0:01:33.8]

SE: Oh I'm sure. I personally loved going every year to the parade that they have on 5th avenue. You see some of the craziest Easter bonnets. So I always take my dog, I shamelessly dress her up like a bunny.

[0:01:48.6]

FT: What's your dog's name again?

[0:01:50.1]

SE: Lexie.

[0:01:50.3]

FT: Lexie.

[0:01:52.1]

SE: Yeah, she has a little bunny costume so I dress her up and we go on out and it's always a fun time.

[0:01:58.7]

FT: Everyone, you're listening to a new fixture here at So Money. Sophia Yannopoulos. She's my trusted assistant, helps me really keep order in my life and in my business and I thought it would be really cool if she would start joining me on this Ask Farnoosh jam sessions when we don't have a financial expert on with me, it's be nice to have her chime in.

She has a great voice, she's the one compiling these questions anyway so she's really involved and just wanted to have a little bit of a back and forth on this episodes because to be honest, it can get a little lonely for me. Maybe not for you, but I get tired listening to my voice for 30 minutes or for however long we're on this episodes. It's nice to have you joining us again Sophia. You came back.

[0:02:41.3]

SE: Yes I did. I had so much fun the first time, I had to come back the second.

[0:02:45.7]

FT: You're such a liar, you have to do this, it's your job. No, I'm kidding.

[0:02:50.4]

SE: No, no, it's fun. I enjoy it.

[0:02:51.2]

FT: Good, I'm enjoying it too. Yeah, Easter, hope everyone's having a good Easter weekend. Also want to say, if you didn't hear yesterday's episode with Jason Wrobel, run to Episode 384. This guy is so cool, he is a vegan celebrity chef, I'm not a vegan and I will never be a vegan. I can't give up cheese, oh my gosh, I live by cheese. Pizza? Okay no, just kill me. I don't want to have to abide by the strict rules of veganism.

Those who do, I respect you and I admire you, I think that's amazing because I know there are so many benefits to leading a vegan lifestyle. Jason really makes veganism fun and cool and exciting. He's got this new book out that has a ton of over a hundred recipes, 150 recipes that we were joking because when you think of vegan diet, you think of kale and seaweed, you think of tofu.

But he has all sorts of chocolate dishes and delicious nut dishes and also, what's cool about Jason is that he's young and he is very entrepreneurial in building his career. He now has a show on the Food Network but before that and still, he was doing a YouTube show day in and day out for three years strait. Very inspiring guy.

Listen to that episode, he talks also about money of course and how he made it, lost it, his celebrity clients like Woody Harrelson, how does he get them in shape form a nutritional standpoint? What do they eat, what do they not eat? I ask him for a little bit of the behind the scenes. Don't you love hearing about how celebrities actually live?

[0:04:36.3]

SE: So intriguing.

[0:04:37.4]

FT: Yeah, so listen to Jason, you will enjoy that episode I guarantee it. Just some housekeeping here. For those of you who may not have been listening to the episodes, haven't been on the email list, which you should, if you're not on the email list, please, join the community because that's the best way to learn about what's going on behind the scenes, in front of the scenes but just as a heads-up.

My show, follow the leader on CNBC was supposed to premiere this week on the 23rd, but we learned a short while ago that the network wanted to push it to April 6th, Wednesday April 6th as the first premier date, it's a once a week show, 10 PM eastern pacific because they wanted put some final touches in the editing process and also they wanted to air it after March Madness because they actually do want people to see the show because as it turns out, when March Madness is on, nothing else gets ratings.

That's just an FYI for everybody who wants to stay in touch with that show. Stay tuned, April 6th, DVR it, set your alarm clocks, whatever you want to do but I would love to have you watch it and then we can talk about it. Then I can give you some of the dirt and the behind the scenes. What do these people really like? What do they actually do when I wasn't filming, that was juicy and fun. Stay tuned for that.

All right, big breath. Sophia, who has a question this week?

[0:05:59.5]

SE: All right, so our first question comes from Taylor. She writes in:

[0:06:02]

T: "Hi Farnoosh, I just had my sixth month work-iversary and became eligible to sign up for my 401(k). Thank you to you and your podcast, I made sure to sign up as soon as possible. My employer match is at 5% so I only signed up to contribute 5% personally for 10% total.

My question is, do you recommend maxing out at 10% personally with the added 5% employer match for a 15% total? Not sure if I can financially swing it at this time but maybe in the nearby future after I feel I can ask for a raise. I just turned 24 so I'm hoping that I'm ahead of the game by signing up now even if I can only afford 5% at this time. Thanks for answering another one of my questions."

[0:06:52.4]

FT: Yeah, Taylor, anytime and congratulations on your six month work-iversary and glad that you signed up stat for that 401(k). I think the younger you start investing, the more advantageous because compound interest, as we know, works best when we start young, that accumulation, that compounding, just really adds up tremendously and even if you just save a lot now in your 20's and stop in your 30's, you will actually have more money saved by the time you're 40 than someone who didn't save in their 20's and they actually saved more in their 30's than he did in your 20's. Just to show you the power of compound interest.

So to answer your question, I think you're doing great, I love that your employer is giving you a 55% match, that's amazing, you putting in five plus their five, 10% sweet. Good, great. I will say though, if you ask anybody who is now in their 40's and 50's and older, the one thing they wish they had done the most when they were your age, 24 was save more. Because even when you make more, you think, "I'll be able to save more," but that's not really true because the more you make, the more expenses you may have and it's not always that simple, that justification, that I'll just make more then I'll save more because it may actually be harder at that point.

So one of the behavioral tricks that has been proven to work for many of us because saving is difficult and it's hard, it's painful to part with money. Especially I know, when I was 24, I was making pennies. Every dollar mattered and every percentage that I gave away to my 401(k) meant a percentage that I wasn't giving to my personal life or other expenses and it kind of made life difficult but one of the things that you can do to elevate that pain is to sign up for an automatic bump to contributing to your 401(k) every year.

So automatically, once the clock strikes 2017, you start contributing an extra 1%. That's called save more tomorrow, that's a behavioral trick, I think I read it in the book *Nudge* and what that basically allows you to do is commit to saving more in the future. Make the commitment today, make that hard decision now and then when that clock strikes 2017 in the future, you will automatically can be contributing now 6% and then the next year do 7% and the next year do 8%.

Just make that commitment now, set it up automatically and I guarantee you by then. When you probably will get some sort of annual bump or raise, you won't feel it. You really won't, I mean when I was your age I was saving around 10% of my salary and I think at 24 I was making about $45,000 a year. So the idea of contributing that much of my end plus taxes and everything. I was like, "Are you kidding? I live in New York, I will have nothing — I'd be living in a shoe box."

The truth is, when it's out of your paycheck automatically and you just get that paycheck into your bank account every month, you don't really know the difference. You just work with what you get and you make it work and then you'll be a lot happier when you're suddenly noticing your bank account, your 401(k) account like a year from now. You're going to be like, "Oh my god, I actually have tens of thousands of dollars, how did this happen?"

Trust me, you would never be able to do this on your own if someone said write a check to yourself every month. Your employer is taking out of your paycheck automatically. Long story short, stay the course but today, tomorrow, walk into HR and say, "I would like to automatically contribute an extra 1%starting in 2017."

That way you'll almost forget about it and I will just kick in and that's one way to just kind of do it painlessly. That's my advice and I'm sticking to it. The book is *Nudge*. If you're curious about learning more about behavioral tricks, its' a great book. Best seller talks about how as it turns out, as human beings, we're not very good at saving money, it's just not something that as human beings we are hardwired to want to do or to really be good at. We have to do this mind tricks. Setup this systems to get us to do the right thing. All right, what do you think Sophia?

[0:11:14.5]

SE: I love the book *Nudge*, I actually had to read that in one of my poly-sci classes in college and I thought that was a great read. I'm with you on that. I highly recommend it and before working with Farnoosh I was at a PR firm in this city. I had the 401(k) as well and you definitely want to contribute as much as you can and, as you said, automation is great.

The less you think about it, the better and when you have to think about moving that money out of your bank account yourself, it really becomes a hassle whereas if you don't think about it, you don't see it, you don't worry about it and then you start to notice a nice pile of money starting to build up and it's a really nice feeling.

[0:11:54.8]

FT: Yeah, I mean it's not — it's just not something you really want to do but you just have to get over that feeling and just do it, sign up and then you'll be so much happier. When I left my job from New York One where I was making 45,000 a year and I was saving very aggressively in the 401(k). When I left that job and I had to carry over my 401(k), it was like $40,000 that —I mean at 26, how did this happen?

But you know what? It couldn't have been more thankful that I just listened to Mary who actually Mary in HR who put the fear of god in me. She was like, "You must do this Farnoosh, it is too good to pass up." They also had a match which was really not as generous as your 5% Taylor but I think it was 3% which is, hey, I'll take it.

[0:12:47.7]

SE: Yeah, definitely. All right, the next question comes from Danielle, she writes in and says:

[0:12:54]

D: "Hi Farnoosh, your podcast is outstanding, thank you for sharing such helpful content. I'm 22 and I've worked on upping my personal finance in the last thing few months. I have about a thousand dollars beyond my normal savings for rainy day goals, et cetera and I want to open a Roth IRA. Should I go for Charles Schwab, Wealthfront or something else? What resources should I use for picking in investment strategy. Tony Robins' book? An adviser? I'd love to hear your thoughts.

[0:13:25.8]

FT: Wow, I love that she's 22 and asking this question. She is So Money.

[0:13:32.0]

SE: She's totally So Money.

[0:13:33.9]

FT: We should have like a gong or something on this episodes where we just celebrate really awesome people — I mean you're all awesome, Taylor, I love you. Danielle you're awesome but I feel like when you're 22 and asking me about where to invest because you've done everything else right and you have a thousand dollars more than you need in normal savings and want to do something productive with it, I love that. That just shows, it's just a great inspirational anecdote.

So Danielle, it doesn't really matter where you open up this Roth IRA as long as you're making sure that they're not robbing you of fees. I think that for the most part you can open up a Roth IRA at your existing bank. I like keeping everything under one roof for the most part, if possible, where you're banking, if they do offer Roth IRA's, or IRA's, definitely look there first and then as far as your investment strategy, you know you're 22 years old and a Roth IRA is really meant to be a retirement vehicle.

You aren't going to be touching this money until you're 59 and a half. You've got gosh, over 35 years here we're talking about. So I of course we talk about it on the show a lot. My guest love index funds, indexing the S&P 500 over 35 years, my guess. Based on historical average returns that you're going to have more money than what you started with and you'll have a nice gain over those decades.

So an index fund that tracks the US market, the S&P 500, you could also look into target date funds. These are mutual funds that have a mix of investments calibrated based on when you want to retire or when you're going to be cashing in. They'll be dated like your target date of retirement.

Maybe it's like an index fund with a target date of 2045 or 2055. Those are the two ideas I have for your investment strategy because you're 22 you can be a little bit more risk tolerant. You can go for an investment strategy that's more heavily in stocks than in bonds. I would say like 75%, 80% stocks. The rule of thumb that I learned way back when was that if you're curious about your investment mix.

Like, "How much do I be in stocks, how much should I be in bonds?" You take a hundred, you subtract your age and that's relatively the percentage of stocks that you can comfortably be invested in of course you also want to take into account your own stomach for risk if you're somebody who can't literally sleep at night because the market gyrates and is volatile, maybe you want to take it back a notch.

But iff you can be someone who can keep a long term view, it doesn't get too nervous or emotional over day to day fluctuations of the market then that's a pretty good rule of thumb. Good luck to you.

[SPONSOR BREAK]

[0:16:31]

FT: Time now to shed some light and say thank you to one of our sponsors on the show today, Wix.com. Need a website? Why not do it yourself with Wix.com? No matter what business you're in, Wix.com has something for you. Used by more than 75 million people worldwide, Wix.com makes it easy to get your website live today. You need to get the word out about your business? It all starts with a stunning website.

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

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

[INFERVIEW CONITUNED**]**

[0:17:36.3]

FT: All right, who's next Sophia?

[0:17:37.8]

SE: All right the next question comes from Sarah. Sarah writes:

[0:17:41.8]

S: "Hi Farnoosh, I learned about your podcast after spotting you in Women's Health Magazine and I was instantly hooked. My question for you is this, are there lesser known real estate investment opportunities that are more affordable and less risky than purchasing property for the sake of taking on tenants. I live in LA so that should give you an idea as to the cost associated with the traditional route."

[0:18:05.5]

FT: Yeah, lots of people are interested in real estate right now. I would say that you could look into RIETs, those are real estate investment trusts that are basically it's an asset class, it's an investment — it's a type of investment that you can select as part of an overall portfolio. So a lot of time this comes in the forms of exchange rated funds, ETF's.

Basically what a real estate investment trust is, and they take on different personalities like one might be a trust that's all commercial real estate. You're really what you're doing is in you're investing in a variety of projects, commercial projects and you may be diversifying your risk spread across a number of different projects.

Other real estate investment trust might be in residential. Might be shopping malls. Look in to that because that might be a nice additional mix in your portfolio as you're also investing in index funds and individual stocks perhaps and bonds. REITs could be a nice, healthy addition. I wouldn't do too many REITs, I wouldn't go too heavy in that, I wouldn't do more than 5% of your overall portfolio in this category.

And don't just take my word for it, I would talk to a financial adviser as well for more specific guidance but for somebody who wants the real estate investment, opportunities, maybe to gain from that or to ride that wave but not necessarily be a land lord, REITs are probably something you should look in to. All right, good luck Sarah.

[0:19:44.7]

SE: All right, the next question is a long one, are you ready Farnoosh?

[0:19:48.9]

FT: Can you shorten it? I don't like long questions, that's my only pet peeve. I know sometimes it's really hard to get into your question because money is complex but, you know, just know that if your question is more than 150 words, I'm probably not going to spend time on it. 'Cause I just can't use the whole episode reading your question. Bu tGo for it, give me your best shot.

[0:20:13.6]

SE: All right, this comes from Ali. She says:

[0:20:16]

A: “Big fan of the podcast. I’m seeking some financial advice that many of my friends are in a similar situation. I’m 28 years old in LA, working in marketing. Right now I have about $20,000 and a high yield online savings and money market. I’m not exactly sure which I should focus on more, paying off student loans, saving to buy a house or buy a smaller property like a condo while interest rates are low? I want to invest more in my future and I think now is a great opportunity for this since interest rates are at the lowest it’s been but I’m not too sure.”

[0:20:49.8]

FT: Okay, I think you abridged this, right?

[0:20:53.9]

SE: I did.

[0:20:54.8]

FT: ‘Cause this was a pretty long question. She gave us a lot of background and all the options she’s considering but I think I have enough here to kind of give you some general guidance Ali, I think that without knowing what the interest rates are on those student loans, I’m going to assume that they’re not too high and maybe that’s a false assumption on my end but in general, student loans don’t carry as high but interest rate as credit cards.

If this is an area where you are paying a lot of interest in then you might want to consider knocking that down just to give yourself some more cash flow ever month and also to not be paying so much interest on the life of those loans. Also, let’s take into account your mental health. Sometimes people with debt, the idea just carrying that debt no matter what kind of debt it is, it just weighs on their consciousness, they have trouble really feeling like their financially "liberated".

So if that's you then I would say concentrate on those student loans but if you're someone who is okay in the student loan department, you've got that under wraps, the interest rates aren't too high and you're curious about real estate, you want to maybe look into buying. You know, it just depends on what your goals are. If you're somebody who would prefer to have the house instead of the condo then save up for the house.

If you can wait it out and save and so that you can buy your dream home first as opposed to maybe taking a stepping stone with a condo and then the house, I think maybe delay your gratification a little bit. Interest rates are low right now, they are going to go up in the future but not like they're going to go up tomorrow or even I would say this year they're going to be relatively steady, they're going to go up a little bit but not too much where it's going to really impact perhaps the housing market.

But if you're really aggressive and you really want to get in and sink your teeth into the real estate market now and you can do this without breaking the bank then go for it. I started out in New York City, bought a small property and I bought a condo when I was 24, 25. I held onto it though for 10 years. My intention wasn't that I was going to flip this or it wasn't the sole intention that I was going to buy this for the purpose of making a profit, I actually wanted to live in it for a while.

That's, I think, the real overarching personal advice I have for any home buyer out there whether it's a small property, a big property, be in it for the long haul. You know, think of it as not your forever house necessarily but that you want to live — that you enjoy this home that you want to be a home owner. With that comes a lot of responsibility but also a lot of enjoyment hopefully, and that you're looking at this as like a three to five year commitment.

Because if you're just looking at this as an investment that you want to flip, that's really risky. Who knows what's going to happen with the market in a year, six months, two years? But if you are willing to be in it for four, five, six years plus then through that time period, hopefully you'll be able to ride out whatever conditions arise. Even though perhaps real estate is not as volatile as the stock market, it's still has ups and downs and you need to be able to be prepared for that. I don't know if that really answers your question but I think it hopefully gives you some perspectives that maybe you didn't have before.

I really think that if you're going to go and buy a property, you want to think about it as a long term commitment, relatively long term, not just something to be in it for a short period of time. If your goal is really to have that house with the yard, then wait. I know interest rates might go up but then at least you'll be able to be in the house that you really want and not just to be in a house to be in a house. Does that make sense Sophia?

[0:24:36.6]

SE: I think so.

[0:24:37.1]

FT: You don't want to jump in to something like real estate just because that's what you think you should do because interest rates are really low. I think you need to do it for all the right reasons, which is yes, the conditions are good right now to buy as far as interest rates but you also have to be ready for it and also be mentally capable to take on whatever might come about.

[0:24:58.7]

SE: Yeah, I think your guest Patrice is watching and talked about investing in real estate and how that didn't necessarily maybe work out so well for her.

[0:25:09.0]

FT: Yeah.

[0:25:09.6]

SE: You have to be careful for sure.

[0:25:10.9]

FT: Yeah, she went bankrupt. That was also a very terrible time and that was during the housing crisis. She wasn't alone but just to show you, bad things happen to good people when they're not covering their bases and she was over leveraged in the real estate market. Not to scare you Ali, just be really thoughtful about this and if your student loans are keeping you up at night then maybe that's where you need to pay most of your attention.

[0:25:44.4]

SE: All right. So the next question is from Kelly. She writes in:

[0:25:48]

K: "My husband and I would like to start investing in the stock market, about $2,000. Our plan is that this would be a start to a long term investment plan to help build wealth but we may need it in the next few years to pay for daycare if we have another baby. Advice on what to invest in but still have the possibility for liquidity would be appreciated."

[0:26:09.2]

FT: Yeah. Kelly, so I learned from one of my former bosses, Jim Kramer who has been on the show before, that if you need money in the next five years, if you have money that you want to "play with", right? But you, in the back of your mind, are saying to yourself, "I kind of want this money. I don't know what's going to happen in the next five years, I might need this for education, for my kids, I might need it for a rainy day, I might need it to buy something significant like a house or a car or even a vacation."

You don't want to roll the dice with this money, i.e. put it in the stock market because that's what investing is really, it's taking big risks and over a five year term in your case, you're saying maybe in a few years you need this money to pay for daycare, you're not going to be able to ride out big swings in the market comfortably and even successfully. Because in order to really weather the storm of the stock market, you need time. If you need this money in the next three years, I would just put it in a plane old bank account.

Liquidity in this case trumps your rate of return because you need this money. And you know, daycare is the most challenging part of financial management when it comes to kids and having kids. It's definitely our number one expense with Evan and I know a lot of families whether you do the daycare or you have a nanny or it's preschool or it's part time care. It's expensive and you just need the cash.

It's very hard to negotiate day care, so I would rather see that money just sit for you in a bank account especially if you're thinking about expanding your family in the next few years. I mean maybe you could put it in something like a 12 month CD, a 24 month CD but again, it's not going to be as liquid for you as maybe ideally you would want it to be. So I would just say don't invest it, save it.

[0:28:11.6]

SE: All right, we have our last question which comes from Rigo. He says:

[0:28:15]

R: "I hired a tax professional to handle my return this year and after all was said and done, he cost me more than double what my return was. After going through my return myself that it looks like the 1040 he filled out for me was pretty easy to do.

I've been using Turbo Tax in the past which was also easy and very cheap. Would you advocate using a tax professional or do you think I can probably get by fine on my own? Thanks, love the show and especially love the Ask Farnoosh segment, it's probably my favorite Farnoosh show."

[0:28:47.7]

FT: Cool. You know, I love that this is your favorite part of the show, it's kind of mine too. Looking at also the downloads overall, I feel Sophia, I think maybe you've noticed this too that the Ask Farnoosh's are getting more popular and at some cases are the most popular episode of the week, which is cool.

[0:29:03.5]

SE: I have noticed.

[0:29:04.8]

FT: I mean it's proof, it's evidence that we need more shows like these and my work is not for nothing and I would say Rigo that you know the answer to your question. I mean you just told me that you overpaid in some cases a little bit to your tax person, that you made less of a return than what you paid in tax filing help and you investigated it and you probably could do your taxes on your own, and that's totally fine.

I would say the only time that it's really important to work with an accountant is if you own your own business, you have a lot of freelance income or you have a lot of investments, property, you want to have a professional check because in those cases, the IRS is more likely to audit you and if you have someone who is helping you out, it's just nicer to know that you have that extra added layer of oversight.

In that case it's money well spent but typically a CPA costs anywhere from 150 to $200 per hour. Maybe on average it will take that person five — three, four, five hours to do your taxes depending on the complexity of your taxes and of course assuming you have all your paper work at the ready. If you don't, it's more money.

That's a tip right? If you're going to hire someone to do your taxes come organized with all your paper work that you're going to need for them. Pay stubs, invoices, receipts because then they're going to charge you more for the time that they spend basically doing your book keeping and your organization. But certainly you can just buy some tax offer like Turbo Tax.

A lot of times too, libraries I've noticed around this time of year will hold evening sessions for free for the public where they'll have volunteers come and help you answer any questions you have about your taxes, they're not going to do your taxes for you, but if you have a few questions about line items and your exemptions and things like that, then I think you might want to take advantage of some of those free resources in your neighborhood. That's what I would say.

I'm sorry, gosh, that you had to pay so much for your CPA but I guess that was one way to learn, right? And hopefully this person did teach you a few things about some of the qualifications you have for exemptions and credits as deductions that now you can apply more rapidly, more readily when you do your own taxes to just have more of an awareness of what you're qualified for, and that can hopefully help you save or make money back in the future with your taxes. Thanks so much Rigo.

What'd do you think Sophia? These were some really good, hard questions this week.

[0:31:40.4]

SE: They were. I always enjoy reading everyone's questions and so it's so interesting to hear what everyone has going on.

[0:31:48.2]

FT: Many young people in their early 20's. We ran a survey of ya'll earlier last year and we discovered that many of you are millennials, many of you went to grad school and many of you make about $75k or more. That's a pretty interesting demographic. I think the audience has some money to play with or they're really ambitious, they're professional, they're a go getters. So thanks to all of you. A

And just to give a shout out, 'cause I always do this, Taylor, Danielle, Sarah, Ali, Kelly, Rigo. Thanks for your questions. Sophia as always, thanks for ushering and managing and steering, not just the podcast but my whole business, I really appreciate you. Hope you'll be back again soon. What are you doing this weekend?

[0:32:34.7]

SE: I think I'm going to head to that Easter parade on 5th avenue if all goes well with the weather, show off my puppy and go out and enjoy the nice weather we've been having. I mean it's been great. I already feel like a different person now with the daylight savings and weather that's been above 40 degrees. So definitely planning on getting outside.

[0:32:58.2]

FT: Good, good. I hope so and hope that Evan gets to do some Easter egg hunting. His first ever, it will be sweet, I'll take some pictures.

[0:33:05.2]

SE: Definitely.

[0:33:06.1]

FT: Thanks everyone for tuning in, hope your day is So Money.

[END]