EPISODE 637

[INTRODUCTION]

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FT: Back by popular demand, Eric Roberge is in the house. Welcome to So Money everyone, I'm your host Farnoosh Torabi. If you listened to last Friday's episode of Ask Farnoosh, you know, Eric was my esteemed co-host that day and so he was amazing I wanted to bring him back for a one on one interview because as a certified financial planner, as the founder of his own virtual financial planning company. I think Eric has a really wonderful grasp on all the issue young professionals are facing when it comes to money, and debt and saving, personal finance and everything in between.

A little bit more about our guest Eric his financial planning firm is called Beyond Your Hammock. He previously worked for State Street Corporation and JPMorgan Chase before launching his own firm at the ripe age of 33 and he helps people primarily in their 30's and 40's make strategic decisions with their money to achieve financial independence something we all want. Eric has been named one of Investopedia's Top 100 Most Influential advisers and he often contributes to Forbes and Money magazine. So, should you hire an adviser? How much will it cost? What are Eric's biggest financial tips for the current generation.

All this and way more here we go, here's Eric Roberge.

[INTERVIEW]

FT: Eric Roberge welcome to So Money! it's great to have you on the show.

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ER: Hey Farnoosh, thanks for having me. I'm psyched to have this conversation today.

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FT: I like that word psyched, well I'm excited too, you know, because the topic of personal financial advice paying for advice is I think we all understand that there is value in that is just for some of us who are at the fence because we are not sure if we can afford it, should we afford it, what start there for those are on this podcast listening and nodding our heads, “yeah, you know, financial advise is important, I probably needs some help but am I really the right candidate to work with a professional.” How do you evaluate that?

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ER: Well, I think you have to ask yourself, “what is it that you want help with?” Some people say, “you know what, I just need life insurance,” so you could go out and buy life insurance from a life insurance sales person and that's the end of it. Some people say, “I want investment advice specifically about how to manage my asset now. “

Well, then you can go out and find somebody who that can charge a percentage of your asset. So one percent to help you manage that money or if someone really needs more comprehensive help it's important to look for a certified financial planner who provides comprehensive financial planning that can help you with cash flow organization, goal development and some of the other things that go into that are investments and paying down debt and buying homes and using your health savings account. So, I think you have to again what you want first and then go up and find somebody that can provide you with that thing.

This last thing I was talking about really the only financial planners who provide comprehensive planning can help you with that. People that are in their 30's can look for somebody that offers a monthly subscription plan. So that, you can just payout a cash flow to get the help you need, so that's always the challenge too. “Well, I want help with my money but-“

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FT: How do I afford it?

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ER: "I can't afford it right now, so what do I do? Do I pay the financial planner or I go out to dinner tonight?" I never want to be in that situation, right? So, income is a big factor. If you are making 30 or 40 thousand dollars a year it may not be time for you to do that. But if you are making a 90, a hundred or more then get a financial planner at least get one conversation under your belt and decide what to do next.

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FT: Right!, Right! Because, I think, that is a misperception that you necessarily need to either have a lot of money or you have necessary P.F. an adviser, a very, it's a very strict structure, like, one percent of under management which compounds and frankly that's enough I think for some people to say "no, not worth it because I can probably do this on my own." What is your take on Robo-Advisers?

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ER: I think that is a loaded question and I'm loving it because the 1st response is, I think they're dangerous and I say that because depending on how knowledgable you are about your own finances and your goals and when you want to achieve them it maybe a perfect solution. Right, if you just need somebody to actually do the day to day management, rebalancing and individual investment selection.
But, you kind of know when you need the money buy in, you kind of know how markets that you wouldn't make a damn decision because the markets drop off a cliff someday. Then, they are perfect but for most people it's a challenge to keep the emotions out of the investing and you may find yourself making moves that aren't so in line with your ultimate goals. So, you just have to pay attention to how knowledgeable you are and then what the Robo is actually providing you.

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FT: Right! Well, I think that, in many cases the idea behind Robo investing is that you kind of set it and forget it so you're not really, the idea is your not looking your portfolio everyday, every week even so you hopefully not going to be, you know, getting too emotional or your not really seen the day to day fluctuations and getting concerned.

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ER: Yes, that is-

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TF: In my case, I mean, that sort of, it solves the problem a little bit, you know that you don't have to if you're not a savvy investor its okay like if you just buy to index funds for ETF’s hopefully over to 30 years you will end up on the positive side.

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ER: Sure, for retirement money and if you're young and you know that you're not going to be looking at the market movements on a daily, weekly or even monthly basis that maybe for you, it really comes down to the individual.

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TF: What's your approach to investing when you work with clients? What's your framework?

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ER: Well, there is two questions there. So, my approach to investing is not necessarily my framework for planning, right. So, when I work with a client we have to decide on what their goals are. So, we are going to look at everything in the beginning. Sometimes the investment conversation isn't right upfront. We're trying to understand the cash flow and where to put the savings that they want to build for a home purchase or how to combine their finances with their new spouse or to make sure that they have the life insurance necessary because they have a child that just came into the world.

So, there's the planning aspect of it so we can develop a structure and the specific goals everyone would achieve and we have it on paper so we can use that as a guide along the way. When it comes to investing, if we are talking about goals that are 5 years, 10 years, 20 years, down the road then it will make sense to invest money. My approach to investing is to choose a strategic portfolio which means that were going to look at asset classes U.S. stocks, international stocks, emerging markets, and treasury bonds, and figure out the combination that fits your risk tolerance and your ultimate goals then we're going to build that portfolio and we're going to monitor it and rebound it as necessary along the way.

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FT: That sounds good to me, you know, there's a school of thought that just index it and then you don't have to, like, really do all this maintenance and worry over, you know, how your stocks are doing, what's your take on that?

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ER: Well, I guess you have to ask what does index actually mean?

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FT: Invest in an index fund like follow the broad market, just follow the broad market because historically the returns have been good, good enough for someone who's interested in retiring after say 30, 35 year investment trajectory.

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ER: Sure, so like the S&P500 index or something different.

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FT: Right, broad market.

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ER: Okay, the S&P500 would be U.S. large cap stocks. Right! In this case that's a very small segment of the overall stock market. So you look at the U.S. S&P500 and say in the past its done pretty well, you know, 8%, 9'%, 10% depending on the time frame you are looking at. Which is great, you know over the long term that's great. I think there are fluctuations and segments when it does really poorly. So, you have to really look back and see historically, what kind of returns you got and when they happened because the first part of the 2000 it was basically a flat market in the S&P500, it was like you made 1%.

So, for 10 years you have to just sit there and watch other parts of the market go up and down and wonder, "Am I doing the right thing should I be putting it in a bank account because 1% jeez! what is going on?" So, there's a lot of emotions like come into it. You have to understand those things and just really piece together a good portfolio for you.

So, combining other asset classes in there helps you make sure that your portfolio is getting the returns it needs all the time and the entire market goes down like it did in 2008, S&P500 went down like 46% so, if you have a broader diversified portfolio you wouldn't hit the bottoms like that. So, again, it comes to emotions and what you think you can handle for the long term.

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FT: I will ask you one more macro question, and then I want to talk about your personal finances because I'm really nosy. Where do you think the markets going? One of the moms to one of the kids in our school, her stepfather is Howard Marks, he is the co-founder of Oaktree Capital. He also writes his memos every quarter, he is very prolific in his writing and he writes this like 30, 40 page memos about the economy and the stock market. Warren Buffet subscribes to his email list. I've got a chance to meet him, and he printed out his memos, his current memo for me and I have to say I'm pretty scared about what he thinks is going to happen.

He's pretty concerned about where the market is heading as extremely frothy, he thinks there's a lot of over valuation and he was right on the money about 2008, 2009, he was right on the money about the tech bubble bursting in 2000, he's been right before, he's going to be right again and he thinks that we're headed for another crash, soon. What do you think?

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ER: Well, I guess the definition of crash is going to be different for everybody. But, if you're saying crash means 2008, I don't think so. The market has been on a bull run of over 8 years now which is the second longest bull run ever. So, just based on history the shoes going to drop at some point which is a normal market correction could be anything from 10 to 20 percent. So, if we see that in the next two years I will not be surprised. However, there is no reason to change your long term portfolio just because the market might drop 10 to 20% because if really if you have a good investment plan you've built in those assumptions already for that kind of drop.

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FT: And, I'm with you. I'm 100% with you, but for people who are, for example Howard, you know, he's got investors and he told me that he has a few responsibilities as an investor for his clients, he says he has to be able to time things a certain way maybe that is just to savvy for the average investor but there are some people who with that idea that expectation that the market is going to take. They start to sell some assets now, they rather, they take some loss now than when everything is in free fall.

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ER: Yeah, I guess it depends on when your time horizon is, certainly if you're needing that money in the next 5 years you probably should look at the risks.

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FT: Want to act on it.

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ER: And back off a little bit but if you're going 30 years down there nobody can time the market. I don't care who it is.

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FT: That's what I think. I know.

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ER: Nobody can time the market, so you can get it right sometimes but how about all the times. I don't know Howard all that well personally. But how many times did he get it wrong and just no one talks about it, right? It's when you get it right everybody says, “Oh! man you got it right.” Well, how many times did he get it wrong? Not everybody, people can't get it right all the time.

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FT: That's a good question, really, I should ask him that. I don't know, I think I was in his house and I think I've might have been kick out if I ask that question. Ah, but, yeah so shoutout to Howard Marks and everyone checkout OakTree Capital once you become a quadruple millionaire maybe you can give some of your money to Howard and he'll manage it for you. In the meantime there's Eric Roberge and Eric tell me about Beyond Your Hammock, that's your firm, I love the title, how did you come up with it and I know this is a departure from what you were doing in your career that you sort of been managing peoples money as kind of a new chapter in your career.

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ER: Yeah, I'd to start my own company because I was fed up with the industry of financial planners. Not the people necessarily but the industry itself is just not conducive to helping people that are younger. So, I got sick of my bosses telling me, well, you have to work with a 55 year old, white couple that's looking to retire tomorrow with a million dollars. Because that's not my life, right, that's not who I connect with, I don't want that. So I need to start my company specifically to help younger people not necessarily manage the money that they have but understand how to build their wealth from now until the end of their life. So, I had to design a new plan for that and Beyond Your Hammock came about because I chose a name that I didn't want somebody to say, “Oh!, you know what I know 10 of you” based on me saying, “Yes, I work with Roberge Wealth Management.”

Everybody has an idea what that means but when someone says, “Beyond Your Hammock” they have no clue what I do so it allows me to paint the picture because Beyond Your Hammock really came from me loving the word beyond, like beyond society's norms, beyond the everyday, beyond the crowds, I don't like to do what everybody else does, so I don't want my name to see what everybody else says.

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FT: That's smart, that's good branding.

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ER: Yes! and really this cincture was when I texted my brother in law and I asked him if he thought it was a good name and his response made me choose the name because he said, “While I was in my backyard yesterday and it was such a coincidence I was looking at my hammock hanging between two trees. And I was thinking of carving one tree, work whenever, and on the other tree relax forever.” And I just had all this tingly feelings in my brain when I heard that because it was so exciting to think that I can help people to do just that and that's what I try to do for my clients.

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FT: Between two trees, between to firms, between two anything is successful approach to branding I think. You heard of Between Two Ferns, right?

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ER: No, I haven't.

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FT: Oh! Zach Galifianakis, Between Two Ferns? Youtube it, you'll know what I'm talking about and you'll basically have, you'll have to clear your schedule really 48 hours so just keep watching its really good. Okay! I digress, tell me what is your financial philosophy Eric, what's your money mantra?

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ER: I want people to focus on what they can control. There's so many distractions out there that it doesn't makes sense to pay attention to most of the noise in the world. My fiancee and I just really have been doing a lot with our own personal finances, like understanding what we value and then going out and breaking the things, the activities that we really value and getting a good price on them. This is an example here, we went last year, we went to Punta Cana and we stayed on it's exclusive resort for 7 days and it was beautiful. And of course, people would say "that sounds great Eric." We didn't have that much fun because we paid a lot of money, we ate mediocre food and we didn't do much other than sit on a chair.

We're very active people, right, so we've learn from that, that we don't want to just spend for the sake of spending and have this what everybody else might think it is a great vacation. So, we this summer, went up to Maine and we went to Acadia National Forest which is the most beautiful place on the east coast. I've never been to it before but it was awesome and we paid a fraction of a cost of the Punta Cana trip. Had much more fun, we're active hiking, saw beautiful sites, ate incredible food and we came back so refreshed.

Again, for half the price. It's about finding the things that you enjoy, understanding what your values are and then making sure that you can spend on those now and still be able to save money for the future.

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FT: I'm looking at a Acadia National Park right now. I'm sad to say I've never been there and I'm from New England. So this is a really a shameful thing Im aghast at these pictures, they're beautiful and you're actually there. Yeah! Maybe that is something that we will put on our bucket list that you're totally right and not only aligning or spending with your values but these experiences are totally worth your money they do actually increase happiness. Do you believe that? Do you believe that like spending investing your money in people and experiences that can actually make you happier?

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ER: Yes, absolutely. People that just kind of think they want certain things and just spend their money on those things and don't get full enjoyment out of it then end up spending more money trying to find enjoyment and just chasing it over and over again and forgetting that they have to actually save some money too.

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FT: My husband and I also did an all inclusive in Mexico and it was, like, you pictured it. I mean it was mediocre food. Not to mention when we got there, they spent an hour trying to up-sell us. On all of these different tour, I'm like, “all I want to do is to go to my room” and I was stuck in the lobby for an hour. Post plane arrival and I was just, we looked at each other we couldn't help but laugh, you know, because really. If you don't laugh, you want your money back. But, yeah, I've been there too and never again, that's a lesson learned. What's a memory from childhood that you had growing up, that really paints a picture of how you learned about money and how maybe that influenced your relationship with money.

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ER: You know, I was thinking about my childhood and it's funny because I asked this question of my clients all the time and when they come up with these answers, they are like, “aha I never thought about that, it's really great “but I never asked myself that question. And, and for me, I think, the one I remember is at one point like, my dad is at work at one point, I think it was in the 80s, when we have that the late 80s when there was a market crash and the economy is not doing not so great and I was washing the dishes or rinsing my dish before I put it in the dishwasher and he said, “Don't use the water to rinse the dish because it's going into the dishwasher anyway." I'm like, "What, what does that mean? He's conserving the water to save money."

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TF: Don't double dip in the water, okay.

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ER: Right! So I am like, "Man, that's interesting where we must be tight on money right now" and I had no clue stokes, I was like 10, 11 years old but that's the 1st I remember of like making sure you're aware of what you're spending on and being committed to keeping cost low, I guess.

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TF: But, I would have said that because I was a real snarky kid, I would have said, "but if we don't pre rinse mom and dad," now I was the big dishwasher of the house, I was actually, my mom trained me how to use the dishwasher when I was 4, that's another story but, so I was really good at it but at the time I was 11, I would have said to them, "You have to pre rinse because the dishwasher doesn't get everything and then you have to wash it again." So a little pre rinse can just mean a more efficient wash. But, hey that just happens.

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ER: Yes, you do not know my dad, there would have been arguments, nobody would have been happy, dishes would have been broken, who knows what happened.

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TF: Oh, my God.

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ER: No, I'm just kidding.

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TF: So, so did you always feel, were you a saver you think just hard wired and programmed to become a saver as a result of your upbringing.

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ER: Yes, absolutely, my mom drilled it into my head to never have a credit card balance if I could afford not to, that was something I never did, until I opened my business. And then, you know, just being able to save money each month excites me, there's like I get a lot out of doing that so I do it every month as much as I can.

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TF: And when you say it excites you is it because you're watching your balance, your seeing it, your visualizing it, I mean how are you experiencing the savings if that makes sense.

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ER: I think it just gives me the control that I want or my money, in my life in general because I'm actually choosing to move this money into an account whether it is an investment account or a savings account but I also could choose to spend it to, you know, on something. So, I'm choosing what I think is the best thing for me to save and invest and to grow my assets so I can make bigger and better choices all along the way. That's what is exciting.

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TF: So what's an example of that, how has your saving has given you some freedom that you directly attribute to your saving regimen.

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ER: Oh yeah, that's a great question, my fiancee and I now that we're engaged recently-

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TF: Congratulations.

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ER: Thank you. We actually started saving for our wedding before we got engaged which is probably not the norm but you know, I'm a financial adviser and she likes finances, so it was cool. We're saving a certain amount each of us, every single month starting in January 2017, so by the end of the year we will have enough to fund the wedding and we don't have to think about where we're going to get the money.

We don't have to think about putting it on the credit card. We're going to have it sitting on a bank account. We can use all of it. We can use some of it. We can use none of it. But, we're going to have to choice at the end of the year on how we have our wedding just because we saved every single month up to that point and we don't really feel it. It's not like, "oh we can't live our lives now because we're saving for our wedding." It's just a little bit and you save it along the way, that's a perfect example of doing that.

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TF: And something that I've learned from producing my wedding, and I call it a production because it was a production like it really is many, many things flying at you at ones, some of the vendors don't accept credit cards. They just take check or cash which is kind of scary because its a lot of money like our caterers, you know, they just wanted a check.
It didn't come all once they did it in stages so that was helpful but that's another reason why having cash is really important that's something that you cannot put into a credit card depending on your vendor. Well, so question for you, I just wrote about this for mint.com how people are affording weddings and it turns out that, you know, an increasing number of couples because we're getting married later in life when we're hopefully more financially independent. We're

paying for our weddings ourselves but that is not to say that the parents aren't still involved and that's the 2nd biggest source of contribution for the wedding is still the brides parents.
Would you be open to accepting monetary gifts from family or contributions towards the wedding or you want to do this on your own.

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ER: You know, we talked about that and for my perspective I would much rather have my own parents keep their money or either have it for their own retirement which is coming up very shortly or spend it on us in the years to come, like let's go out to more dinners and enjoy great food and family when we have kids and other things like that rather than just blowing it on one day. So, I'd rather have them stay out of it and let me just handle whatever we handle and we'll keep the cost as low as we can to make this.

Again, going back to values, what do we really appreciate, we appreciate family, we appreciate good food, that's what we want on our wedding. We want celebration, we don't need all these fancy things.

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FT: You're a good son. What's a mistake you've made have you ever made a financial mistake? Anything?

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ER: Oh, man, yes.

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FT: Okay, good.

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ER: When I left JPMorgan I was making a good amount of money and when I left I made zero dollars because I started independently as a financial adviser so I had no money coming in although I have done a good job saving before then I didn't actually build a budget or kind of a plan for how long I'm going to start making money and how much I can spend a month before I ran out. So, I found myself stuck at my parents place, I had to move back with my parents and I was stuck there from 27 to 29 years old because I didn't make enough money to afford my life and my savings was getting eaten away at all along the way. That was a huge mistake and also a great learning opportunity to understand cash flow and for planning purposes.

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FT: So, when did you hit the brakes because I feel like that has happened to me too and sometimes I'm out a little careless about spending, I have a wake up moment when, like oh, my gosh. You know, I didn't realize, I was running such a, a bill a tub and I need to, you know, maybe pare down some cost and so for the next 6 months, I embarked on an Austerity Program called just not eating out for awhile. But, but was there a moment for you, you had this realization and what did you do in that moment.

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ER: I think it was realizing that I wasn't able to payoff the credit card every month and that balance is growing right now and I'm paying interest which was like a real bite in the side.

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FT: Your mom told you never have a credit card balance.

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ER: Exactly, so I'm like this is awful, it really hurts so I need to figure things out. I really need to slow down the spending, not that I was like spending so much money but I need to pay more attention to my money and I also need to get a side job so I can have money coming in so I can survive the beginnings of my business. It's very important.

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FT: Right, to give yourself some runway, we always talk about that when you're starting your own business and quitting your day job to do it, just don't quit your day job until you've got financial runway, right, because you're going to make mistakes, you're not going to make money right away, you just need to keep, to be able to keep the lights on for as long as you can. What's your daily habit, what's your daily money habit Eric?

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ER: I don't have a daily money habit, I have a monthly money habit and I call it my money meditation because at the end at the beginning of every month I sit down with my computer and I look at all of my spending and my income for the month before and I actually manually put it into a spreadsheet so it's all together, my business, my personal then my net income at the end. And by going through this I stay abreast of all of my spending habits and what's going on and what expenses is growing up and down and left and right and how much money I can actually save at the end of the month is determined by the spreadsheet. So then I moved the money manually from my bank account to my savings account or some other investment account for my goals and then I'm done.

And I feel, honestly like I've just been into a yoga class, I just feel so relieved and relaxed and grounded with my finances.

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FT: Do you practice yoga?

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ER: On occasion, not consistently.

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FT: Have you ever done hot yoga?

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ER: Yes that's the first one I did.

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FT: That's the 1st thing you did.

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ER: That's the 1st thing I did, yeah, I just want to jump right in.

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FT: And did you stay for the whole class? They tell you not to leave but they're like "if you can't deal just sit there but don't leave."

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ER: I did I save it all the time, I played soccer all my life so 95 a hundred degree weather running around outside, I can deal with that, so hot yoga wasn't all that bad but it was so great for my muscles, it was awesome.

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FT: Yeah, it's a, you know, they really do make it hot in that room, its sometimes it's just when you're doing it for the 1st time, public service announcement, just go with the expectation that you don't have to do all the moves, it's not just to sit there and try to practice breathing but anyway let us just do some fill in the blanks. This has been a great interview like we talked about money but we've also got into several directions let us just do some fill in the blanks and this is where I start the sentence and you finish it, the first thing that comes to mind just fill it in. If I win the lottery tomorrow, the 1st thing I would do is?

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ER: Go out for an amazing dinner and then do nothing with my money after that for a week.

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FT: For a week, good. Any reason why a week not a month, not a year.

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ER: I think I'm getting a little antsy about how to plan for it.

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FT: Yeah.

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ER: But, I'm going to get myself that gap period so that I will not just start spending for no reason.

[00:31:12]

FT: Right, it happens to the best of us. When I splurge, the 1 thing I can't do without is?

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ER: Restaurants and great drinks in Boston.

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FT: Where in Boston are you?

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ER: The south end.

[00:31:27]

FT: Oh, nice. I was born in Wooster and I had actually an internship at Smith Barney on Steed street when I was 19 and my job was cold calling people to get them to come and book an appointment with my financial advisor that was my boss.

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ER: I interviewed with them, I was on the 20th floor in this tall glass office talking with the vice president about like working there, and I was like, “No I don't want this at all.”

[00:31:56]

FT: Yeah, I was really good being on the phone though I didn't like the actual job, job I like just talking to random people on the phone and anyway maybe that was a sign that I should be podcasting and not selling insurance. When I spend money to make my life easier or better I spend on.

[00:32:21]

ER: A cat sitter.

[00:32:21]

FT: A cat sitter, that is, I wish I have a little sound effects going on. That's the 1st time anyone says a cat sitter.

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ER: A cat sitter makes it so great for both of us to go away and enjoy ourselves and not to think about if the cats are okay.

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FT: Wait until we get a baby sitter. If that's making your life easier and better, wait until a baby- I mean, I don't have kids but parents you know what I'm talking about. That's a fun answer, what are you paying cats sitter.

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ER: I think it's about 20 bucks a day.

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FT: That's it, that's it. A day.

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ER: Awesome, yeah.

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FT: Is someone living in your home or are you taking your cat to this person?

[00:33:00]

ER: No, she comes, she's like the Cat Lady Boston, like really cool girl.

[00:33:03]

FT: catladyboston.com, wow.

[00:33:05]

ER: And she plays with the cats for like 20 minutes she just sends pictures and videos of doing that everyday so we get them and we can watch the cat.

[00:33:11]

FT: Does she stay in your house?

[00:33:13]

ER: Just for 20 minutes.

[00:33:14]

FT: Just for 20 minutes, okay. 20 bucks for 20 minutes not a bad dig, a dollar a minute. So she does that like, you know, let's say 5 hours a day because you know she got to get to and from. That's 60 times 5 that's 300 dollars a day.

[00:33:33]

ER: Yeah, and she loves it.

[00:33:35]

FT: Not a bad side gig.

[00:33:37]

ER: Pretty cool.

[00:33:37]

FT: Let's plant that seed for anyone out there whose making to look for a quick cash, cat sitting. Okay, now one thing that I wish I have learned about money growing up is?

[00:33:44]

ER: Compound interest, it sound so cliche but I have saved in an investment account when I was like 10, that money would have grown significantly by now.

[00:34:01]

FT: You know, the country should just make that a requirement, like when you're 10, in order to maintain your citizenship, you must put a dollar in a bank account like an index fund, okay and then just a dollar every year until you're 20 and then just don't do anything and that can be your, like your social security.

I don't know I'm just thinking out loud, so you're not the 1st person who say this, you won't be the last and I feel like, it doesn't, with compound interest the beauty is when you start young, you don't have to be so aggressive it's just a matter of doing something, anything, any amount compounded over 20 years when you start young is going to end up being a significant amount of money much more than what you started with. So, maybe, we should make that a federal mandate.

[00:34:49]

ER: I agree. Let's do it.

[00:34:53]

FT: I don't know, just a thought, alright when I donate I like to give to blank because.

[00:35:02]

ER: I think education and financial literacy and I think it's because the more we can educate kids about anything really the better people are going to be, the better they can manage their lives and the bigger things they can do in the world.

[00:35:16]

FT: Yes, I had a guest recently telling me that too that she likes to donate to educational causes because she thinks like you, you know, that the foundation. So, many problems in this world could be solved if people just had the understanding, the education, the experience and unfortunately so many people don't have resources to get access to that so I'm with you on that. And last but not the least Eric, I'm Eric Roberge I'm So Money because?

[00:35:43]

ER: Because I can motivate a room full of people to see things from a different perspective.

[00:35:51]

FT: And, we're going to be seeing each other right at the XY Planning Conference.

[00:35:56]

ER: We will be seeing each other at XY, I think also at ThinkCon if I'm not mistaken.

[00:35:57]

FT: Wow! So, I'm so excited for that and I look forward- are you going to be talking to a room full of people and changing our minds?

[00:36:05]

ER: At ThinkCon yes.

[00:36:05]

FT: Okay. Yes.

[00:36:06]

ER: Niche marketing for sure.

[00:36:08]

FT: Alright, well maybe I'll experience that and definitely will be finding you and saying hello. Thanks for stopping by Eric.

[00:36:15]

ER: Wow! Thanks for having me this is awesome.

[END]