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**Sam:** Yes, self-help books, that was the difference maker for me because we grow up often in negative settings, or hearing no, no, no, all of our lives and you got to break out from that. It's an individual journey. It's, you won't get it from your peers or your counterparts, you've got to break out on your own and make it happen and anybody that did anything in life that was significant, has probably broke away from the pack and tried to do it.

**Narrator:**You're listening to the Millionaires Unveiled Podcast, where you'll hear the stories and interviews of everyday millionaires, we'll unveil their decisions, their strategies, and their current portfolio allocation. Now to your hosts, Clark Sheffield, and Jace Mattinson.

**Jace:** Hello, and welcome back to another episode of the Millionaires Unveiled Podcast, this is Episode 120. Clark, how's it going?

**Clark:**Good, how are you doing?

**Jace:** Doing great man, what's going on in your world?

**Clark:** I'm cold up here, 01:03 [inaudible], your wife told us not to talk about the weather anymore so it's like, people don't want to hear about that.

**Jace:**You know, it's funny, we mentioned the weather, right, like when I was a kid, I used to never think much about it and then you know, we you lived in Bulgaria and I did too and that was like one of the first things that everybody always talked about, it's always hot, too cold, too hot, everywhere and now, we ended up talking, but it really does affect your daily life a lot, you know.

**Clark:** Well, I know you asked me what's going on, it's like February 7, you know, it's cold as can be, what else is going on? I mean, it's not like I'm going outside and doing anything.

**Jace:**Yeah, no kidding. It's like okay, we're in the middle of the NBA season and college basketball, we're getting March Madness coming up and that's about it, right. Like we both just went skiing this year, we're done with that.

**Clark:**So, NBA. It's crazy, right? This Kobe stuff, I know we're about what a week or two weeks now from it, but you know, I was randomly just checking online today of their first home game, I think it was against Portland, right? They canceled that Tuesday night game against the Clippers and then the first home game at Staples was that Friday and tickets when I first looked them up were like, the cheapest seat at Staples Center was $720. And then when I looked the next day, it had dropped to 650 but still pretty crazy. I mean, understandably so, right, obviously, it was the big tribute and such to him, but pretty crazy. I mean, I think that whole thing has affected a lot of people. You know, I don't think we've talked, we haven't talked about it specifically, but I've talked with other friends and you know, I think on this show a lot of times and lately we've been asking what is happiness to you, right? What does it mean to be fulfilled? What's most important in your life? If money wasn't a question, how would you spend your time, you know, what is financial freedom with you, blah, blah, blah. And I think this Kobe thing kind of made people look inside a little bit and say, okay, hey, how do I want to spend my time, right, am I doing what I should be doing and be, am I prioritizing things, right? If family's the most important, I say family's most important, am I really living my life in a way that my actions are portraying that, right?

**Jace:**Yeah, totally. I think you bring up an interesting point. I know, you know, we just recorded a recent episode, probably won't be released for several more weeks, probably. But, you know, we got in a very deep discussion about that very topic and we didn't bring up you know, the Kobe situation, but it just goes to show you, I think, sometimes it's, and I think, especially for him and very prominent athletes in general or celebrities that some time they might seem somewhat invincible, right. And, you know, Kobe was so young and had to at least the most our knowledge, no health issues, right, so, when somebody has cancer, it's like, we know, there's a potential there, but this was such a catastrophic accident that you know, I think a lot of people were, I personally, I mean, I grew up watching him and, and, you know, I was personally shook a little bit. At first, I was like there's no way, like seriously, like, it can't be true, you know, TMZ reports it, my buddy texted me and I was like, no way. Like, I just didn't want to believe it at first.

**Clark:** All right. Did you see the clip of Shaq when he first found Kobe was in a clip, you know, he said, like a nephew came up to him and he was like, get that out of my face. Because he thought they just made it up. But yeah, anyway, it's just, I don't know, it's caused me and I'm sure a lot of other people obviously never knew him or whatever, but it just makes you think, right, here's somebody that has all the money, all the fame, he's done, you know, he could do anything he wanted. He had raised 100 million dollar fund, he was starting to do all these charities, he was a champion for women's rights and pushing his daughter's and you know, all these different things and then you have a freak accident like that. And, you know, it just, it kind of makes you look inside a little bit and make sure you're doing all that you want to do. And I don't know if there's ever a time that you're really always comfortable, right? I mean, we always talk about, hey, am I prioritizing things, right? Am I, you know, should I be doing more of this or less of that and that probably continues realistically if you're a high achiever your whole life, right? You kind of look back and say, maybe I should have started this earlier, maybe I should be doing this now instead and I think it's just kind of a constant battle to try and find that balance, at least for me, it is.

**Jace:** Yeah, no, I think so too. And I think you had a really just one, you can't always just live for tomorrow, right? Like, you've got to have a little bit of a live for day, learn from the past, live for today, look forward in the future, and plan for that. But sometimes in the conversations, we get caught up with people, whether it's FIRE movement, or financial independence, whatever it might be, there's so much play of like getting to the future, like getting to this mark, getting to this point, we always try to ask our guests like, what's the plan for, you know, where do you go from here, and I think it's easy for a lot of us sometimes to get caught up in trying to like, delay that gratification, delay all these different things. And sometimes we might forget to really place and live in that moment, and create those memories or do those things now, you know, because we're so focused on what the future might hold.

**Clark:** Totally and where you want to get to and you think, okay, in 10 years, I'll become a millionaire, I'll have a net worth of two or I'll be able to retire, I'll have passive income of x, right? And, I think that's, at least it's caused me to kind of just say, look like, that's great. Obviously, you still want goals, obviously, you still want the passive income, obviously, you still want to get to a certain net worth or have money or be able to live life on your terms a little bit. But I think it's caused me to just enjoy the ride a little bit more, to try to, just in case, but you can't just stop. You know, that doesn't make sense either, just blow all your money.

**Jace:**You know, I got to pay you a compliment, is, you know, we had these conversations and you just came up to the plate and said, man, we're taking you guys on a cruise with us. I said, thank you, Clark, man, that's awesome, I can't wait to go with you. Moneybags Clark. Anyway, all right, man, today we've got Sam on our show. He's got a net worth of almost 7 million bucks. He's retired from his work as a civil engineer, in fact, I think he might be our first civil engineer on the show. We've had a few other engineers, but he might, I think he might be the first civil engineer. He owns several rentals and has seen extensive growth in his stock portfolio, provides a unique insight on looking back over his life and providing some great financial advice. And it's crazy we're bringing Sam on, he's got one of the higher networks of somebody, he's also on a higher wage scale, but God, man, the guy and we talked about his income and it wasn't like he, you know, had an income and, you know, 500 or million dollar range to build this network that he's done. So, it's quite a phenomenal story.

**Clark:** I don't think he ever made over, didn't he mentioned he never made over 80?

**Jace:** I think it's something like a 100, close to six figures-ish, somewhere in that range, yeah.

**Clark:** Yeah. For anybody listening to this. I think it's a longer episode. So, if you're going to skip through it, at least go through the end. I think he shares some really great advice at the end, you know, and he grew his, you know, his net worth was, I don't want to say low. I think he had a million dollars until 2008, 2009 or something like that, 1.5 maybe and then it just spiked. And so, the end of this conversation, if you're going to skip through, is really, really interesting. So, just if you do skip, just listen to that last segment.

**Jace:** Totally. You know, in last week's episode we had Alex, he had current net worth of 140k at 24 years old, very unique lifestyle, which included living and servicing a yacht, he saves about 80 to 90% of his money. So, for those younger listeners that keep writing into us, go check out that episode, episode 119. If you'd like to invest in our multifamily opportunities, feel free to reach out to us at millionairesunveiled@gmail.com if you want to call to discuss opportunities and strategy. So, I want to say thank you to all those who have reached out to us, whether it's been interest in investment opportunities or to be on the show, you know, Clark, our guests are phenomenal and we appreciate every single one of them that's gone on and shared their story, it really helps all of us out. And we continue more and more to receive emails from listeners week after week, day after day, thanking us and thanking our listeners and our guests for being a part of the show. So, once again if you'd like to share your financial story, millionaire financial story, you know our goal is to get a broad list of guests and stories and professions. And if you're close to becoming a millionaire or millionaire status, please reach out to us, once again our email is, millionairesunveiled@gmail.com. We appreciate you tuning into the show week after week. If you enjoy the show, we'd appreciate a five-star review on either iTunes or Stitcher, continues to help us grow the show and reach new millionaire interviewees. So, without any further delay, let's get in today's episode with Sam. Sam, do you want to just give us a little bit about your background and kind of what you're up to today?

**Sam:**  Certainly, background Clark and Jace, my background was college civil engineering, West Virginia University. I got out of there around 21 and then went into work. My career started around 25 and I was there with my employer for roughly 30 years and got out at 56, that was my career background. My personal background, I bought my first property when I was about 29 and it was a little, a house that was broken up into apartments. And that began my foray into real estate, and it was a handyman special, it was, had some individuals living in it, but I was finding myself working. I had been surveying property on the side, but I hung up my transit to take care of property as I became a real estate guy and then a few months later, I bought a duplex a few blocks away, I had a real estate license. This was back in the mid-1989, 1990 and I acquired a duplex and that was something that I just did on my own behalf but I have a sister in Buffalo, New York, and she's a few years older than me, I'm 60 and my parents, they're deceased. And so, it was just a small family and we grew up in a middle-class environment here in northwest Virginia and then I took off for the city in Pittsburgh.

So, that's a little background and the real estate, I accrued more properties over time. A lot has to be said about how you grow inside and mentally and personally and that's found was back then it was cassettes and self-help books. And we can talk about that at some point, Jace and Clark. But that's really what evolved and changed me into becoming and seeking financial independence and getting there through self-help materials, and hard work and good old American diligence and Yankee ingenuity, you might say, etc. So, that's, that's a little bit of background about me.

**Jace:**And that's awesome. And what's your network today?

**Sam:**Net worth, 6.7 mil, liquid.

**Jace:**Yeah. And how is that kind of divided, in terms of your what you consider your liquid net worth? Is that invested in the market, is that all cash?

**Sam:**Great question. Never cash per se, although I do have roughly, I'll say 5 or 8% on the side in cash that I call dry powder, but that is broken up into mostly with a large mutual fund company or ETF company now, if you will, and across the board, I buy their ETFs, I used to start out in mutual funds and I began in mutual funds in the mid-80s. So, that's roughly 35 years ago, and those and I still hold those, and they've accrued, and we can talk about tax efficiency and tax inefficiency, I know them both well. And but that's all in US stock equities practically, not much big on international because large cap funds typically have plenty of international exposure such as your Johnson and Johnson, any large, Microsoft's any big cap US company has gets the majority of its revenue overseas, I believe. So, I'm mostly US equities, stocks, mutual funds, individual stocks I like and I acquire a taste for that, I will give to your listeners a tip, Investor's Business Daily is really where I started cutting my teeth through the charts and the terminology, but all that is broken into those equities. I don't count real estate, although many do and it's a lot of people differ with that, real estate does count as an asset. And it is, but it's illiquid. So, I just look at liquidity and how monies can be, but let's say the book is in US equities with large mutual fund companies.

**Jace:** And has that always been the case with the liquid portfolio that you have?

**Sam:**Yes, and that's a great question. Since I was in my mid-20s, so that was 35 years ago, I would always take $100 or whatever it could make on a side hustle, now, back then it was called moonlighting, Jace and Clark, now, it's called gigs and side hustles.

**Jace:**Crazy how the terminology changes, but it's the same stuff, right?

**Sam:**The same stuff, it's all about hard work and diligence and it's not what you say, it's what you keep. And so, my side hustles I call bread and butter was your daytime job. So, and then side hustles was what you did when you got out the door. And in my case, it would be surveying property, or it might be labor work or tutoring, I recall, you know, I would tutor but I've tried a lot of things. The book, The Millionaire Next Door talks about that in some degree where most successful people did a lot of gigs on the side to get there, and they failed a lot. And I've had my share of being fielded and terminated, etc., growing up, also but IQ or not IQ, but GPA was average in college. I didn't set the world on fire, but I certainly built good steady work habits and study ethics, if you could say that, but I like to have a good time. As I like to tell people, I went to West Virginia University, so I know about a good time. So, that's a little bit of background there but yeah it was always working second jobs to get ahead, moonlighting, your bread and butter job, stand out, keep an overhead down, good debt is mortgage debt or a car debt, you could say but I think in my intake to I was driving, my first 20,000 was in recalled driving in 1984 Ford Escort if you've heard of those, $20,000 and I felt good, I think I'm probably 27 or 8 years old.

**Clark:**Well, so Sam there's so much to jump in here and a lot to ask you but first your net worth 6.7, you say that's liquid investments. So, what to not include with that, some not included is real estate, right?

**Sam:** Yes, I have about a half a dozen properties, seven exactly that I've owned long term. I'm not a flipper, but I do know a lot about maintenance and these houses can be anywhere from 100 years old to a 20-year old with the average, all being, saying it's 60 or 70 years old. In this part of the country, Pittsburgh is an old town, it's a great town and this part of Northern West Virginia is certainly well established, and the homes are, I grew up in a house that was built in 1960 by my dad. So, I held that, I purchased it from my sister when she inherited it, it's sentimental. That means a lot and the houses on each side was built by my father and I got it through a bank sale, the other one that was distressed and those are built in the 1970s, in 1955. So, in other words, property, but none of the, like a lot of your listeners probably have nice stuff on the coastline, that's newer, condos, etc., never went that way, although I, I am going down to Florida frequently and just before I contacted you, I was looking at property in Florida to think about but the old saying with real estate that I like is to drive by your property once a day. Now, that's not always possible, but certainly to drive by it frequently and that way you can keep tabs on it. I don't have Property Management at this point in life, but that's just, real estate only Jace and Clark.

**Clark:**So, those seven properties, you just mentioned a couple of them are single family homes, are they all single family, or do you have a couple duplexes as well?

**Sam:** Good question, yeah, one duplex. One duplex, my first property was a four unit. We're in the war in Pittsburgh and your Northeastern cities, perhaps Clark, I think is from New York City, he would appreciate this, homes were broken up into units for families to move into. I'd heard this, I never knew this till I got to Pittsburgh and I was in an older stock, old stock section. And so, it's not unusual to find homes that are carved up into units, the bedrooms, little kitchenettes on the second floor and the main floor having two units, that's what I had. I had a four unit, but it was a single-family home in a single-family neighborhood. It did slip by the zoning and all way back. It was grandfathered, but that's from World War Two, I believe, so on. So, yeah, that was a four unit in a duplex which was a decent duplex, I still hold that, it's probably built in the early 1900s, and so on. And then the rest are single family homes Jace and Clark.

**Clark:**So, you said you bought these, you said you acquired your first one several years ago, right, right after you started working?

**Sam:**Yeah,1990. I started in 85 and I rent it and I took a job, hurricane Hugo, Charleston, South Carolina, they got whacked good with 1985. And suddenly, I found myself getting a lot of overtime and then suddenly, I saw myself looking at how much taxes I owe the IRS because I had no write offs. And that began my quest for my first property and that changed my focus around from working on the side with surveying property, doing engineering type things, after work, worked as an engineer during the day and then I would--. And a key to listeners is, start out when you're, you know, 15 or so and into anything you can find but just start working and you'll pick up your hobbies or I follow my dad for a certain extent, even though we fussed a lot with each other but that's where I got the surveying. And then I could go on and, and work for other surveyors in Pittsburgh and, and that's got me started and invest the money properly. And then when the write off idea came along, I couldn't do it all, I had to drop the survey property because a lot of that got into litigation and fussing was squabbling over property lines and I could see where my dad was going into magistrate court more than I care to go. And I didn't want that life of fussing and all that. So, I chose real estate more so and getting the write offs and to this day, I still do my taxes and learned a lot, use tax software. And that's the key too to your listeners is knowing your taxes, it's more about defense now Jace and Clark than it is offense.

**Clark:** And are you done buying investment properties or when is the last one you bought? What year did you buy your most recent?

**Sam:**I just bought one in 18, 2018 with my girlfriend and it was beautiful. That is, she's beautiful. But she lived in one part of town, I lived in another, we'd always go back and forth, and it had been seven, eight years past of doing that. And we said, well, let's get under one roof and that brought us to this nice, beautiful neighborhood, on the cul-de-sac, a 20-year-old house in an HOA, and there was a lot of buyers and we won the bidding war. This was just a couple years ago, you know, the real estate market was really hot, still is, but boy, there was a point there where you had three bidders on one house and I bought it and won it, but boy, I just went through property appeals at the county level last fall and that kind of blindsided me, but that's another story. So, yeah, that's a 20 year old house and I am done unless something and there's a saying that applies to all your listeners and to you guys, until something better comes along, I will keep investing in the market until something better comes along, but real estate is work, W-O-R-K, if you're a do it yourselfer, and that's really the way to make profit, I think but there's a lot of smart guys than me, who can buy multi-unit apartments around 100 units, etc. And I, you know, I'm not that well-coordinated and connected with that kind of, now's the time, it's all about free time. And I want to throw out to your listeners and Jace and Clark, I got into Toastmasters International for six years, have you heard of it?

**Clark:** I have not. Jace has, Clark has not.

**Sam:** Jace and that's for all the young professionals out there. If you want to improve your speaking skills, get into it. They meet on lunchtime, it's volunteer, it's nonprofit. And I had six years of that, I mentioned all that because that's one way to sharpen your speaking skills and to think on your feet, as well as to encourage young people to pursue STEM. If you're a young person out there looking at school, going to school, etc., getting into college or even, you know, just fresh out, just keep on focusing on math because you can't be running numbers through your head when you're trying to do real estate calculations on the fly, and so on. So, with Toastmasters International, I had six years solid of that, and got a lot out of it, everything from eye contact, to gestures to speaking on your feet, and so on. And if anybody out there knows it, you're talking to a past district governor, which put about 1000 people under my watch, back in the late 90s, and so on, but it's a good thing. But now, I just it's all about free time gentlemen, I remember doing that and it was like a vacuum, it would just continue to suck you in, the more you put in to volunteer efforts and you want to get a return on your time. And so, I said no more that, I'm going to take care of my mother and move on and take care of the properties and just enjoy your free time or make free time is the key. It's all about saying no as you probably know.

**Clark:** Yeah, financial freedom, you know, I'm looking in front of me, just a little quote. It says, the ability to do what you want, where you want, when you want, how you want and with whom you want. So, that you.

**Sam:**That's well put, yes, to travel and everybody likes to travel and that gives you the free time. Please continue on, I'm listening away.

**Clark:**Yes, so these rental properties, are they all rented out or some of these homes that have been in your family for a while, maybe you've held on to those but, or have not rented them out rather but how much in rental income are you making per month?

**Sam:**Good question, the goal was always to have income coming in on your properties, and never just sit stagnant. Then one would argue, model units do a better job than single family homes, because you always got a buyer on your properties. And I like that, but the majority are single families and that the way they were acquired and the circumstances that were required. So, the duplex is a moneymaker, it's probably I am I need to put a new roof on it. I'm going to study my taxes and see if I could justify selling it. Schedule E is a real estate schedule for the 1040 and everybody that has property knows a little bit about that, that's renting property or has income. And the write offs are precious but darn it, they haven't raised the write-off amount of 25k for 30 years or there's just no special interest out there to get that jacked up. So, you get a point where you hit saturation, where you don't get any benefits of owning more property from a write off our defense standpoint. So, it's all about making money. So, yeah, the goal was always kept them rented, to have them all rented, 24:25 [inaudible], one house that some tenants trashed it a while back and I'm doing most of it myself. It's hard to find helpers in this area. In other words, you there's not a lot of young workers or contractors that you can find or that are, you know, in your price range or timeline. So, yeah, keep them all rented.

**Clark:** I think we lost you there, you just cut out for a second, just want to make sure that we that we get it. You said you try to rent them all out, they're not always rented, but if they are, how much in total rental income is that?

**Sam:**I'll say my rent roll on monthly basis, and this isn't going to be too impressive to some of the high cost of living areas. But I'd like to see 7k in that vicinity for my properties. Now if I have a tenant that's been there for year after year after year, I don't usually raise the rent because I'm a one trick pony, I do it myself. In other words, I do everything so to have somebody stable, that means more to me than then making another 5 or 10% or jacking up rents. If a tenant's good to me, I'll also keep the rent stable. In property taxes, do eat at the margin and so on but how much, I'd say around 7k which is probably one month's rent for New York City.

**Jace:**That's a lot when you have no mortgage on any of these either, right?

**Sam:**That's correct, all paid off. Yeah. And it's all about income streams. If there's one point I could stress to all your listeners and to you too is, look for multiple streams of income if you can, as best you can. And real estate is the ultimate income stream if you hold it long term, some guys are good at flipping and that's a good thing. But I'll put on 25,000 miles on my vehicles just driving from Pennsylvania to West Virginia, Central West Virginia, Northern West Virginia, Western Pennsylvania, etc., so it adds up.

**Jace:**Yeah. So, you mentioned at the beginning when you were giving your introduction, that something that really helped you out was the self-help stuff, right? And I'm thinking of a quote by Jim Rohn, where he said your level of success will rarely exceed your level of personal development, because success is something you attract by the person you become, right.

**Sam:**I like that. That's Jim Ron. Yeah, he's good. So, my I cut my teeth on Brian Tracy, who is a contemporary of Jim James Ron, they were good friends. Yes, self-help books is really, that's the anchor of all those trying to get ahead, that was a difference maker for me because we grow up often in negative settings. or hearing no, no, no all of our lives and you got to break out from that. It's an individual journey, it's, you won't get it from your peers or your counterparts, you've got to break out on your own and make it happen. And anybody that did anything in life that was significant has probably broke away from the pack and tried to do it. And it is a lonely journey at times but the key now is to enjoy your friends and be social but yes self-help books tend to be around like minded people who enjoy self-help books and can receive those with you, like you guys, you know you and I can enjoy them and discuss them. It's not often you find a lot of people that can talk about self-help books unless you're in like-minded company.

**Jace:**It's definitely a challenge sometimes to find that that kind of tribe, if you will, to get around those kinds of people and get around that mindset.

**Sam:**That's correct.

**Jace:** I kind of want to like dive a little bit into the to the real estate minds that you've done and acquired all these properties. When you were buying property, would you typically put 20 percent down, finance the past over 30 years or what kind of was--?

**Sam:**Yeah, good question. I recall a VA loan that I was able to get at 5%. That was my first property. So, that was two or three-grand, etc. and that I got in the door that way with property number one. Property number two, I remember going over the, you know, inquiring, this was back in the late early 90s and I went to Dreyfus mortgage, Dreyfus was a mutual fund company, and I found mortgage interest there. And so, I would fill out all the paperwork and this was not, there was no internet then. And you would do it all by snail mail and longhand and phone and get it all going, getting mortgages, typically, always looking for the best terms, like even now I'm looking to refinance and I'm not finding much better than what I have presently. So, yeah, the mortgage, the 20% wasn't pushed until that darn crisis occurred in 07, 08 when everybody and their grandmother or anybody that had a pulse could get a mortgage and buy a timeshare or condo, I should say. And that's what, you had a lot of bad actors in the mortgage industry that created that 20% law now, if you will, it's my opinion.

So, just always look for the best terms and keep good credit and chances are you'll find something better than 20%. But I haven't went out and got a mortgage, I did a couple years ago, and I put down half, 50% on equity on the house. So, that gave me a lot of leverage. And I think I got my interest rate of 4.7. So, there was no 20% rule, hell, I put 50% down at that point because I just wanted the mortgage for the balance of the mortgage for tax write off someone argue that's not the way to go. And they're probably right. But I did want to write off Schedule A on the taxes, because with the new Trump laws, it's, they took away so many good write offs. But yeah, I think for young people starting out, it's the 20% unless but where there's a will, there's a way and if you want it bad enough, that will happen. But the key is the location, not to buy or pour money in a rat hole, it's got to be generating dollars and your numbers should be breakeven right away and then deal with the mortgage but the numbers, the income, the dollars coming in on a monthly basis, not necessarily a fixer upper that has no money coming in right away because it'll sit there for a year before you see a buck coming in or a half a year so that's the idea of getting multi units something that's generating money right away and then get the mortgage second to, you know, make the bank happy and do what they want but don't get bent over a barrel either because chances are, you'll want to turn it or sell it in a few years. I held mine and still do hold my properties long term and that's just the way my thinking is. I'm more conservative and that sort of thing. But a lot of guys out there do quite well, flipping, and my girlfriend loves those house shows where they fix them up and flip them, we like those.

**Jace:**Yeah. Would you ever pay any of those off early?

**Sam:**Good, question, short answer, yes, I would always throw extra money at the principal and get that 30-year mortgage. And you did ask that, it was typically 30 year, I wanted the lower monthly payment versus 15 year. And I would always do extra dollars at the principal each month and get it paid off in 15 years approximately.

**Jace:** So, typically, you were never using the cash flow from the rentals to actually live on, you're still using that from your job and then just using the rentals to kind of spiral your wealth.

**Sam:**Very good. Precisely. Yeah, the job is bread and butter, you need that to build your 401k and a financial foundation to truly become financially independent. But the second income stream such as the real estate, that makes the difference. There's nothing better than that type of income, if you're cut out to be a landlord. But yeah, bread and butter job and invest, invest, invest and we'll see down years, I've seen three hard, also 1987 to 2002, those are tough times. 2002 was worse than 07 and 09 but my focus was always on the US stock market and mutual funds and equities and ETFs now, but real estate certainly. And a lot of guys out there, I read on Facebook, they do better with real estate making their 100,000% returns but I've always found that it's nicer to go with the stock market and have real estate as my complimentary income stream and continue on gentlemen, hopefully I'm answering your question about the 30 year mortgage.

**Jace:** This is great. And I'm curious, you know, rewinding over the last 30 years, you've been investing in real estate and in the market, if you went back in time, would you do anything differently?

**Sam:**That's a great question. You've got a hell of a good script back there, I shouldn't use that word, but you've got a heck of a good script back there. It's a good script and you guys are polished at this because I've heard a lot of your earlier podcasts and they're good. What would I do differently? Great question. Real Estate is hard. Like right now I'm dealing with a tenant that's not working out greatly but that's, I've been through that for 30 years and I've heard it all, all the excuses, etc. So, but you got to be cut out for it, property management would take a lot of the headaches away but that's a 10% cut in your profits. But what would I do differently? I think what and that's a great, to work backwards, what did I do correctly? I would, you got to invest in the markets as I've said many times already, sorry about that. But that's just a fact and success is redundancy and simple. It's not complicated or sophisticated, success is, financial success. And what would I do differently? I would say, no more often, because I was a nice guy, still am and I will often try to appease those around me and that's where the Toastmasters came in. You're trying to make everybody happy to some degree by what, the word you're saying. But you got to say no, but on the other hand, it's good too to think out things, not rush or make snap decisions, I always say sleep on it. So, never make an impulse decision.

Vehicles is a key question, the two greatest things we spend money on in our life is the house or the properties and the vehicles, the toys and the frills, there's a saying I like, the difference between a man and a boy is the size of his toy. And that means that you don't need to go by the boats or all the frills, particularly when you're young because those dollars could easily compound and the law of compounding and the rule of 72 is key here for your listeners. You got to know those. I don't think I can say anything I'd do differently. It was just, it's very hard, very hard to get financially independent and getting used to saying no, never argue, if I could have any regrets and pick your friends, particularly when you're super young. If I could go back and change something, I probably would have been involved in some other activities. I played sports, I played the trumpet in the band, but on the other hand, it was in the 70s, there were things that kind of diverted you from those and I'll let you guys figure that out. And I would probably be a little more astute in my peers and college was great, but WVU was even greater, had a good time, football games and all that, and it was wonderful, but study, develop good study habits, but what would I do differently? Probably, we'll come back to that, because I'm stumbling because I could say everything.

**Jace:** I asked you to go back 30 years and figure out what you would change but I wonder when I talk to people as successful as you and I wonder, you know, was there like a point in time when it was like, you know what, I wish I would 35:39 [inaudible] or I would have done this deal.

**Sam:**Jace and Clark, I've got the answer I tell young people nowadays, always. And I say to young people, STEM, science, technology, engineering, math, and somebody clarified that once and said by biology or some medical field, but stem is the way to go if you're young and you're wanting to produce to college, otherwise, go into welding, go into vocations, go into trades, go into electrical, etc., go into a contractor's or trades, because you can start out making 70 or 80k at 23 years old and then your overtime on top of that, and your travel time, if you want to weld or if you want to travel, so science, technology, engineering and math, I would, whereas going into soft degrees, you're just going to hit the unemployment line and have a sub-par class of living, sub middle class by going into the teaching, by going into the political science, by going into degrees that I just don't get, law is not impressive to me. But anything because we got to keep up with China, they're going to eat our lunch, but we'll hold our own, we'll do okay. But that's where it is, China and India. What are they excelling in, well they all go into those fields? And I would encourage listeners to really look at, because it helps in real estate, running numbers through your head, it helps in engineering or your job, your business, business is a good field. And I like finance and accounting and there is a demand for good American prospects in these fields with companies but that's what I would tell young people to do, not to go into anything less than a hard degree, or definitely go into a trade or vocation, academics isn't as impressive as it used to be. So, but fortunately, when I got into college, engineering was a good place to be. So, I wanted to elaborate on that Jace and Clark, so please continue I'm listening.

**Jace:** Yes. So, Sam, at this point, you've built a great net worth, financially independent, you've got great passive income coming from your real estate, where do you kind of go from here? I mean, you're still relatively young, do you have a net worth goal you're climbing to or what are you trying to achieve at this point?

**Sam:**Great, great point. There’re no more mountains to climb and there is always mountains to climb, but I spent a lot of time with the girlfriend. And we've got two great dogs, once a Bouvier Which is out of France and the others little Corgi and I love those guys and we have Riley the cat. So, I inherited these with a girlfriend. And she and I'll get married soon or one day, but we could talk about being single or marrying and I must say, I didn't think of it until now but I've often stressed this, if you're single, stay single. If you're married, stay married. Divorce will kill a man's finances in the future, perhaps you guys can know that. But where do I go from now? I like to travel, just got back from Florida and had a good time at Fort Myers. And we'll probably go back next month if she can get time off, she works as in the hospital and nursing is a great field to be into, I wouldn't discourage that for people in the medical field. But where do we go? I'm just keeping the--, it's all about maintenance, Jace and Clark. I've had to maintain those properties, my second house down here in West Virginia and I'll work next door tomorrow with tenants and I may go out to the other property, it's an hour away. There's a couple of side by side, the idea there, they're all clustered, the properties are clustered together, I wouldn't dare fly across the country to look after a property that I own. Many do; however, Florida is starting to look interesting to me at this point. But it's all about enjoying your free time and I got that from Toastmasters, where they would take every minute of my time, respectfully, but you had to cut it off, you had to enjoy your own life and not just be at someone else's beck and call.

So, enjoying free time, I work, every morning, you got to write your goals down. And this goes back to my comment on Brian Tracy, he's in the Jim Rohn category of self-help material. The first book I bought, incidentally, was Think and Grow Rich by Napoleon Hill in the 1930s. He interviewed Andrew Carnegie who sent him to see the Rockefellers, the Vanderbilt’s, the Edison's, the Fords and all that, and he got all his secrets. So, that was the grandfather of self-help books, is Think and Grow Rich by Napoleon Hill, and then the 40:00 [inaudible], leaving the Millionaire Next Door is what I tell everybody to get now. And then his daughter has a Millionaire Next Door, which is good also, but the Millionaire Next Door was a New York Times bestseller, as you know, and that is one for everybody's library, but I'm just enjoying my free time and that's the key. I don't really want to, I'll volunteer, I'm visiting a gentleman in the elderly nursing home, as we call it, he was a friend of Janet's, my girlfriend, and I, you get a perspective on life when you're 85, that's 25 years from now for me and you see things from a whole different world when you're there and you're on the last chapter and you can see what, there's nothing better than being able to look from the rear view mirror back and see what things are like. That's perspective, that's wisdom.

From a Christian perspective, your listeners should read Proverbs and Ecclesiastes, etc., those are great. Those are Old Testament as well but that's the Christian perspective or from a spiritual perspective. And I'll just wrap up this comment with, you start your career, what are your priorities in life? Well, it's spiritual. The most important things in life are spiritual in this order, your health, so you got to be exercising Jace and Clark, and then followed by those who you love, your spouse, and your family, then finally your career. It's that order, spirituality, your health and exercise, those you love and finally your career or how you're making money, blunt terms. It's not about your job, there's, I'm reading a book now, I just put out there in Choose FI on die broke. Die broke is a book by Steven Paul and it's roughly 30 years old, but I get new pearls of wisdom from it and he's all about, you just work to make the money so you can enjoy the life you want. Forget your career, forget your, what the job offers and this isn't what employers want to hear but where I worked at for 30 years with little recognition, I came to realize after 10 or 12 years when I saw the ceiling and how hiring was to go and terms, and you just work to enjoy that as you work for the salary, do your best Enjoy your work, but realize it's all about your freedom, your financial freedom. And that's where you really enjoy life is when you retire. And you have the freedom to do what you want to do with enough funds that you need.

And importantly, Jace and Clark, I look at my monthly budget, I take the compound interest formula 6.7, what does that get me monthly? Some would say 39k per month pre-tax, 29k post-tax, if that makes sense to you. So, okay, can I live on 39 or 29k a month plus income from rentals, etc. Do you follow that? In other words, the compound formula, what can you draw down at a conservative interest rate, say 5%. That's a 5%, I could see 30k a month and can I live on that plus other income streams. And I won't even get into Social Security and Medicare premiums and all that nonsense, it comes along in five years, that's they're going to tax me to death, RMDs and all that, I need to find new tax shelters and it's not found or maxing out on real estate and oil and gas doesn't really, that's a little sophisticated and it's probably just a loss of many charitable deductions, seems to be the answer. I can talk to my mutual fund company and they can give me someone to talk to but they'll push bonds or, charitable deductions looks to be the way to go but the 43:29 [inaudible] died broke and I'm jumping around a little, they tell you to spend every dime and bounced the check to the undertaker when you die. So, in other words, spend all your money down so and including the kid’s inheritance and give the kids money now so they can enjoy it versus inheriting it. I think that's a good concept.

**Clark:**Start gifting it now, right so that you don't reach that at 11 million or whatever it is.

**Sam:**Yeah, girlfriend's son has 60k in college debt. I'd like to help him but he's not blood. I probably will, you know, 15 or so years, if he doesn’t have a paid off, I'll say, well here, I don't need this, take this money, pay off your debt. And that's such a shame. Bey your pardon?

**Clark:**Do you have children.

**Sam:**No, I don't. And that goes back to that stay single concept. I do not have children of my own and it's kind of unfortunate. But on the other hand, it’s fortunate because divorce is 50% probability, and I would likely fall into that category, I'm afraid. I know that's kind of self-deprecating, but facts are facts and, okay, next question.

**Clark:**Yeah, so Sam, I'm looking at this chart you sent over to us for the listeners, it's just a year that that's tracked his net worth every year and so just bear with me for a second here. So, you raised about 500,000 in 99, right and then maybe you got, it looks like to about 800 or close to 1,000,000, 800,900 in 2001 and then when you had a little drop in the market there, you went from 800 to 500, 2003 and 2004 to 2008, that's when you first passed million. So, you passed million and about 2007, 6, 7. You got up to about, I don't know, 1.2 or something in 2008, 2009 It looks like you lost 400,000 and dip down to 800.

**Sam:**And when we say lose, let me pre-qualify that with paper losses but continue, you're right, paper losses, not hard losses. Go ahead.

**Clark:**You're right. And then, so 2009, you had about 800 and now in 2019, you're up to about 6.57 and that doesn't include your real estate. So, realistically, you're what 8, 9, 10?

**Sam:**It wouldn't be a 10, wouldn't be a 9, this is Northwest Virginia in Western Pennsylvania. So, real estate is not, unless you're in you know the million-dollar club for your own homeownership, properties aren't what You guys would see in New York City or Seattle or Austin. We'll just say a modest 250, 350k is the property values and these are older homes. So yeah, I would say, you know, seven and a half, eight is a fair way to look at it.

**Clark:** Yeah. So, even, let's just call it eight. So, do you ever think about hanging it up and selling all these market investments?

**Sam:**Great question, short answer, absolutely.

**Clark:**In 11, I was at a million now I'm at 7 or 8, should I buy a bigger cash flowing property and just live off the cash flow? Should I just hold cash and withdraw at 3 or 4%? a year or do you worry about the market correcting with all this money in the market?

**Sam:** Right and that's the thing about, there's a lot of questions you asked there, but I'll try to be brief and try to be quick on it and that's good stuff you ask. I would, the money has to is paper money, you can't because we're set up for a hard correction. I look at charts and we're kind of, by hard correction, I simply mean a good healthy 5 or 10% and the rule of thumb is 5 or 10% corrections two or three times a year. And we haven't seen that lately, but that's fine, maybe that's, credit goes to the president who knows but no, no, I won't go to politics, forgive me. But I have--

**Jace:**He tweeted out today how everybody was liking their 401k valances, but his additional tweet was like 409K, is pretty good.

**Sam:**Now, you, Jace and there was a lot of questions, one that you initially brought up there on the chart on my, that first 20 years is the hardest years to get that first mil, and that's reflected there in front of your eyes. And that's the hardest time, then it starts to accumulate through the law of compounding, just in from the stock market and so on. Your real estate is what you're living on for extra things, you know, your vehicles, etc., what you got to buy, but if you can create income streams, not everybody's cut out for real estate, and that's fine. I wouldn't wish it on anybody unless they have a strong backbone. But then it starts building and that chart reflects the recessions that we saw in 2000, 02, 07, 08 as well as 1987, there's a trickle there but that's when I was starting out. I will sell the properties because I'm not getting any younger but here's where I am presently, I want to examine the way the properties affect my taxes, because I don't have taxes taken out, I pay quarterlies and I'm retired, but I would minimize taxes with my W4 and that way, I have more money, as most people know, in this rule, you don't give the IRS money that you don't have to, you pay them later.

And so, I always cut the IRS a check and the state, but I also have to pay quarterlies now, and so on. So, I do pay a little penalty but the point of that is, I want to see how the properties will marry up going forward with the next 10 years. The best 10 years are age 60 to age 70, I think, and I would love to free up time by selling a property or two that I don't need. So, that's where I'm at, I don't have a decision. I've talked to my girlfriend, I said, look, if I didn't have this property, it wouldn't really matter that much and so that immediately tells me, well, you know, let it go at this point, I've owned it for 30 years or 20 years, I ringed out most of the depreciation from it, etc., let's just let it go. So, that's kind of where I am so yeah, you want to have free time, you want to be able to enjoy yourself, travel to Europe all over and properties won't let you do that unless you have your kids looking after them or you're passing them on to kids and family and that's a good way to go. But it's so, yeah, in my case, I'll probably sell them down and look at other options such as qualified charitable deductions. Continue on you guys, hopefully I've answered a little bit of that.

**Jace:** Yeah, Sam, I've got an interesting question, you know, as our listeners, some of them are approaching, you know, retirement age in this country deemed retirement age, you know, we've got a couple things looming in regards to RMDs, we just have a secure house and whatnot, is that something that you're thinking about? And if so, are you planning around that or how are you planning around that?

**Sam:** Great question. Probably, they're all good questions. They get better all the time from your script there, I say that in jest. But yeah, RMDs bother me, because that's, shoot, I'm just going to have to cut a check to the IRS. Annuities come up, I'm not one for life insurance products at all But in the book Die Broke, he talks about in your 70s, get a fixed income annuity to cover a fixed cost, a fixed premium annuity that will give you monthly income to cover fixed costs. So, that's, I mentioned that because I would like to find, the RMD is going to be a monster the Medicare premiums are going to go up, the means testing is going to bite me and all that. I don't know about, you know, marriage, probably to help her so she could be under my insurance. And that would perhaps help me, married filing jointly. But RMDs are a factor, and they're going to be unforgiving, I don't know if we'll have any good write offs against that. There's the Roth IRA, I have dollars there, the traditional IRA, and I encourage all your listeners to have the 401k or the other 401 versions, as well as a personal Roth and a personal traditional to fill those in.

Starting out all over again, I would probably, I'd probably go on Roth, I did Roth one year with my job and I felt like I was taxed twice. I didn't have a good feeling about my employer donating to a Roth, that is contributing to a Roth through my employer because the tax bite just hurt. However, it is tax free later, but the personal Roth with after tax money, you can feel that at 6k a year, and that's a good thing. So, I like that. So, I still have a lot of traditional that's going to be tax deferred, it'll be taxed as well as the RMDs you mentioned. So, I've got a, do I have an accountant? I'm looking around but you know at a 150 an hour, you just want to pay by the hour, you don't want to get somebody to take a percentage of your net worth, no way no how, in estate planning or in tax accountants or anybody, financial planners either, I just want to get a smart accountant or two to talk to me about which way to go and there's not too many corners you can go into to beat the IRS, is what I'm seeing. Yeah, to answer your question, I'm just going to have to foot the bill but maybe QCD is qualified charitable deductions is my only outlet so far, but there's a lot of people out there that have other ideas and suggestions too, so I'm always anxious to know about that, maybe you guys have a thought or two, anything?

**Jace:** I was going to say, good for you. It seems like you stay up to date on all this.

**Sam:**Try to.

**Clark:**Seems like you really research your options.

**Sam:** The soft tech software that I use is great stuff, it helps, but then there's a lot of reading and a lot of stories, articles to read, etc. I can't say enough about that. Most importantly, I attend these workshops locally, the retirement workshops, and they can be on taxes, they can be on estate planning, elder Law, etc. as much free stuff out there as you can, that's where I spend my free time, also, when I can find them, and I attend one or two a month. Please continue.

**Jace:**What do you do for healthcare? I'm just curious.

**Sam:**Yeah, I do have, great question. I have my health insurance from my job, I pay those premiums monthly. That's so I have the typical health coverage or health insurance coverage through my employer, and it stays in effect, as long as I'm alive. Since I retired, I retired roughly three years ago, and I kept my insurance intact as anybody would and that's what I go to, if that answers your question.

**Jace:** Yeah. And what about when you lose it?

**Sam:**Well, you wouldn't lose it in my case, through my employer, as long as you pay the premiums, you're in. You have an open season; you can look around and choose a different one such as your as your Blue Cross Blue Shield. I have GEHA incidentally and, and I like those. But yeah, my girlfriend on the other hand, she would lose hers and she would have to go in the market. My sister in Buffalo lost 1500 a month for the family out of her pocket is what she was looking at. Now it's a little less and I'd always cringed at that. But since she was a schoolteacher in New York State, and once you retire, you're going to go out on the market and look so I don't have that situation, I was able to retain insurance coverage from my employer.

**Clark:**So, Sam, just before we wrap up here, I want to finish with some rapid-fire questions. So, just some quick yes or no or a couple word answers here. Have you ever used a financial advisor?

**Sam:**Short answer, yes, but not, they were free, they were part of the mutual fund company that offers it when your net worth reaches a certain level. So, short answer, yes. But it was a 45-minute conversation, etc., it wasn't on a steady basis but I'm, you know, it might be money well spent.

**Clark:**Yeah. How much do you spend a year, household spending?

**Sam:**I'm a real normal guy. I household spending and I kind of assess this or stress this enough, before you retire, do a lot of dry runs on what your monthly budget will be, income and outgo and I must have did about a dozen or 15 runs before I said, all right. I submitted my papers to get out of there. And so, that monthly budget was, I'll say, I could, it would be around 10 to 15k a month, which, that was on the high side. So, it could be 5 to 7k, I put everything on a credit card and this month's credit card will be 7k and that's everything from A to Z. So, but it's gone up since retirement because the monthly draw as you guys can tell or assess, what I'm what I'm capable of bringing in on a monthly is comfortable, so you just put it on a credit card, pay it off and you get that cash back and buy books at Amazon and 56:06 [inaudible].

**Clark:** Okay, and then as much as you're comfortable sharing what's been your range of household income through your working life?

**Sam:**Very good. I once had an interview with an outfit it was young called Wealth Lion and I wrote down 90k at that point and they were amazed because I said, while, somebody can actually make a million dollars on a 90k salary. And I said, sure, you can, in Brian Tracy's books, you can make 50k salary and be a millionaire. And if you keep everything in range, as the Greek said, all things in moderation, you can live quite nice on that. So, my salary was never more than 90k with the job but then on the side incomes, maybe double that. Yeah, so--.

**Clark:** And the side incomes more than just the real estate?

**Sam:**And just real estate but then if I could make a buck here or there when I was younger, side from the real estate on I did all kinds of odd jobs and knocking on doors and, and I looked at the Ayo Williams story, some guys out there are going to be laughing at that, but that wasn't too productive, that was insurance and financial planning, but I was into it at that point. So, yeah, a lot of work on the side, any side hustle you can get, it's all time well spent, just keep your priorities focused, as I said, spiritual, health, your loved ones, and then your money. So, continue on, I'm listening.

**Clark:**Yeah, really, really good advice. So, what's worth spending more money on to you or what do you kind of splurge on?

**Sam:**Well, I like travel now and then I just had, I hit a deer and totaled my Tacoma. And in the Millionaire Next Door, the most common vehicle that those people owned in the interviews were Tacomas and I'm a third time truck, Tacoma truck guy, so I hit a deer, had to spend 42k cash on a new truck and gladly did it. I just wish I'd carry the rental car insurance, the rental car rider on the insurance that I had because I had to throw 500 in a rental car but yeah 42k as I mentioned, the vehicle is the most expensive thing. I might buy a new house even though we've been there for a few years, we're quite happy, but I might step it up a notch or two but she talks about too much square footage, we have enough now at 2500 square feet, she wouldn't want anything bigger than that. But she says just going to on the frills of the amenities, more upscale or upgraded amenities if you will, countertops and even better than what we have and so on. So, yeah, the car and a newer house and the travel, other than that I'm pretty much an average guy.

**Clark:**So, just I mean, first of all on the on the car or something, Jace just said you could buy a couple Lamborghinis here and it probably wouldn't even make much of a dent in your net worth right?

**Sam:** Yeah, I can't think like that, millionaires came a long way, that's fast money. And if you win the lottery or if you inherit it or if you're from, you know, an ultra-rich family or your Nova rich as they say or celebrity or athlete professional. Yeah, that's the way to go. But when your long term to get there, like the chart shows you on my net worth, you don't think about that. I could but it will probably be a day when I wish I would have but--.

**Clark:**Do you fly first class when you travel?

**Sam:**A good question, I'm tempted to go upgrades, but I'm still old school, you can't break the habits that got you there, not easily. And so, I still go coach and all that. But I'm tempted to upgrade, but is it worth it to me? That's the key question. Are the benefits greater than the cost? Is it worth it to me, what is gained from that transaction? So, there's a lot of, I live by quotes.

**Clark:**So, just I guess, last question here, as we talked about this whole thing, right? You seem like the Millionaire Next Door type of guy, right? You're pretty frugal, you spend where you want to on travel and these sorts of things. If your net worth keeps growing and the market keeps going up, obviously, there'll be dips along the way and at some point, you'll lose 30%. What do you spend all this money on? Where does it all go?

**Sam:**That's the hardest question, you've asked many great questions, now you're hitting me with the hardest one.

**Clark:**I'm saving it for last.

**Sam:**There's nobody, yeah, I wish the folks were around, I would put it in front of them, I'd give them some nice things, but they've been gone for many years. I don't have a good answer, travel, I think travel to Europe to travel more to get her out of her job, but she's only 52 and she can't get her pension till she's 67. So, I'll probably say honey, just stop and then take on her as a partner more financially too, where I'll be footing the bill for her, which is fine. So, travel, I like that, to some degree. It's, you know, everything gets old. Maybe, I don't need more than one vehicle. It's all about keeping your overhead low. I would probably spend it, I'd probably throw a nice party for friends and that's the thing you want to do, if you, those that are about die say they wish they would have spent more time with their friends and loved ones, not worrying about what people thought. So, I guess I would probably just have a big time with a lot of friends, maybe travel somewhere, etc., good friends, true friends over the years, at least try to. But then I'd probably look at, you know, where the money could be better spent, I wouldn't go to United Way, I wouldn't go to the church necessarily but I would put it in someone who truly needed it. And God would send you in that right direction, you know, where could the money best be spent? It's called soul searching and you would have to look around where the money could best be applied for the better good and not just to put it out there to, its best done anonymously,, I suppose but not for notoriety or to be noticed. But who could really benefit from it? People who are good people, I think. So, yeah, it's going to grow, and she would be the beneficiary, but I haven't really come to answers to those questions, I'm still just a young 60.

**Clark:**No, it's good.

**Sam:**Got to get the will ready.

**Clark:**Do people know of your net worth people?

**Sam:**A great question. You never advertised that. A lot of young people I see on Facebook throw what their nickels and dimes are. But now you never let, old money never talks about that and I'm not old money at all. But people often, the key point, people often, when they see you, they'll say, well, there's the $5 million man or there's a $2 million woman and that's all they'll think about in some respects and that's arguable. But I know, if you told me you're worth 8 million, every day, I see you from the rest of my life, I'm going to remember that. So, and that just breeds envy, possibly, unless you're with like-minded people who worth that much, they'll always be coming, looking at that aspect so you never let out your net worth.

**Clark:**Well, I hope they don't hear you on here.

**Jace:**But hey, Sam, we appreciate your time. We've taken enough of it. So, just thanks again, an amazing story, very inspiring, net worth of 7 million. Thank you so much for coming on and sharing your story.

**Sam:**Thank you very much. I've enjoyed it thoroughly, you guys are going to be super successful if you're not already and best of luck with Millionaires Unveiled, I'm a true follower. Thank you very much

**Clark:** Thank you.

**Jace:**Thanks, Sam. Thanks again.

**Narrator:**Thanks for listening to the Millionaires Unveiled Podcast with Clark Sheffield and Jace Mattinson. For more stories, investment opportunities and information, check out our website at millionairesunveiled.com. See you next time when you'll hear from another everyday millionaire.