



**SPI Podcast Session #131 -
Creating Creativity: Success Outside of the Box
with Jason SurfrApp**

Show notes: www.smartpassiveincome.com/session131

This is the Smart Passive Income podcast with Pat Flynn, session #131.

[Singing]

Announcer:

Welcome to the Smart Passive Income podcast, where it's all about working hard now, so you can sit back and reap the benefits later.

And now your host, he's half Filipino and half Caucasian, but looks neither - Pat Flynn!

Pat Flynn: You know, one of my favorite things to do in this world is record this show for you. I absolutely love it. I love delivering content in this medium to all of you out there and to all of you listening right now, thank you so much for spending time with me today.

I love it because I get to connect and chat with amazing guests, the big names like Tim Ferris, Michael Hyatt and Gary Vaynerchuk. Not only that, also names people don't know. People like Shane and Jocelyn Samms, two teachers from Kentucky who recently shared their incredible success story with us in session 122. They're making over six figures a month, selling digital products online. How awesome is that?

What's really cool about this podcast and podcasting and being online in general is that our podcasts, our brands are ours. We can pretty much do whatever we want with them. We can add silly little intros or beat box at the top of the show, like today I did a little Oompa Lumpa from Willy Wonka. It's funny because whenever I do these - I don't do them in every episode, but when I do I get emails about them. I get people saying things like "Dude, your Billy Jean was awesome" - [beat box]

The one that has been getting a lot of love lately is Insane in the Membrane by Cypress Hill, I can't remember exactly what episode that was. I get to be creative and I love that. Internet, podcasting, video, they all allow us to be as creative as we want to be. It's up to our imagination how far we want to go. Not just what kind of content to deliver to our audience, it takes a little bit of imagination and discovery to figure out what kind of content to deliver or what kinds of products or services to offer, but how. It's the how. The how is so cool.



Creativity I feel is a huge differentiator. It's a word that doesn't get thrown around enough, I feel, when it comes to standing out of the crowd, which is something we all need to do online these days.

We always talk about creating extremely useful content, unique content, but we hardly ever hear about being creative in its delivery. Those who are creative do stand out. Creativity is what today's episode is all about.

By the end of this episode, I hope you'll be inspired to do something different, perhaps even a little out of the box. Creative and smart, to help promote you and your brand and your services, anything that you're offering, your message perhaps.

To help us dive into this topic today, I'm really happy to welcome Jason SurfrApp. That's right, his last name is SurfrApp. We go over why in the interview. It's interesting because that's not his original last name. You might know Jason. He was previously known as Jason Sadler. He became well known for creating IWearYourShirt.com. This is the site where every day, he would wear a different company's shirt. That company would pay him to wear their shirt and he would just wear it. How crazy of an idea is that but it worked out really well. He's done other things like this.

We're going to talk to him today about being creative, stepping out of the box and how to do that and be OK with it. It's not easy, that's for sure. He also has a book called *Creativity For Sale*. Listen to the end because he's actually giving that away to us for free. It is for sale on Amazon but you can download the digital version for free, I'll give you the link at the end of the episode here.

And he's doing something cool at JasonDoesStuff.com. There's a lot of places to find him. Let's just dive straight into the interview, this is such a different but awesome and inspiring interview. I hope you enjoy it. Thanks and here it is.

Pat Flynn: Hey Jason, what's up? Thank you so much for joining us today. Welcome to the show.

Jason SurfrApp: Thanks for having me Pat, it's awesome. I feel like I've already been on, only because a couple of years ago you did mention something we'll talk about, one of the businesses I had and I got constant referral traffic from it for over a year, which was amazing. I was like "Who is this Pat Flynn guy?" and then finally someone told me you were a big deal and I was like "Oh, cool, that's awesome". I'm very honored to officially be on.

Pat Flynn: We're happy to have you, Jason. Thank you again for coming on.



Let's talk about who you are. I think actually once people hear your story and what you've done, they're going to say to themselves, "Oh, that guy!" but who are you? Who is Jason SurfrApp?

Jason SurfrApp: A couple of years ago I was Jason Sadler and most people know me from starting a company called IWearYourShirt.com where I got paid to wear T-shirts for a living for pretty much 5 years. I was able to generate over a million dollars in revenue doing that, working with over 1600 brands, some Fortune 500 companies and some small mom and pop businesses all over the world really.

I created this idea in my closet one day in 2008. I wanted to get paid to wear T-shirts for a living, during the recession, which is always a great time to come up with crazy ideas.

I put in a lot of hard work and a lot of effort. I had a lot of ups and downs as an entrepreneur, as most people are well aware if they're doing their own thing.

It was a blast, that's where I got my start, wearing T-shirts.

Pat Flynn: That's so crazy. That's such a crazy story. I didn't bring Jason on here to tell you to do an IWearYourShirt.com type of business. There are variations of that which have come out recently. That's not why I have him on the show. I have him on the show because he is somebody who is super creative, he thinks outside the box and I wanted to bring him on to help us and show us that it is possible and OK to do things outside of our comfort zone, sometimes it's more beneficial. We always stay within our confines of our own little world, right? There's a lot of opportunities out there beyond our comfort zone.

So, Jason, when you came up with this idea, did you think it was going to work? What was going through your head? What happened to finally help it take off?

Jason SurfrApp: I was a co-owner of a web design company at the time back in 2007. I had left my 9-5 job so I kind of already had my feet in the entrepreneurial world. I was not doing much more than marketing and sales, just answering emails to be honest. I was decent at connecting people to other people and listening to people and hearing what their problems were. A lot of the businesses came to us and thanked us for making a great website and asked how to get it in front of people.

They started asking about Twitter and Facebook and YouTube. I wasn't even using these platforms, I didn't even know what these platforms were, let alone have accounts. I started looking at them and I was like "Wow this is really amazing, there's people on these social networks and they're hanging out and talking and there's brands that want to be on these networks in front of these people". Why not connect the two in an interesting and humanistic way, where someone can be a brand advocate. This is before there was any type of brand ambassadors online. I was like "I could be that



guy", there's nothing special to anybody who does that other than just putting themselves out there and doing it.

I signed up for a Twitter account. I actually had a Facebook page, my roommate in college had made it for me because his college address didn't have Facebook so he created mine and I didn't even know that. I put all this stuff together and the thing that kept coming back to me was like "Alright, what's the hook? I can be this person but what's going to keep people interested?"

I was standing in my closet and I saw all my T-shirts that had other brands' names on them that I had been paying to wear and I was like "This is interesting, there's a lot of potential here. Everybody makes T-shirts. Why not put all these things together?" and then IWearYourShirt was born.

To answer your other question there, I had no clue if it was going to work. When I originally started, I used my contact list, which we can jump into. It's one of the things I think people ignore the most, but it's one of their most powerful assets. I started reaching out to friends and family individually saying "Hey, here's this idea, I'm not asking you to buy. Give me some feedback. Know any businesses that might be interested? Help me spread the word".

That was huge. Creating that word of mouth and putting in a lot of time to send about 150 emails got IWearYourShirt going and got people talking about it. Through a connection, I was introduced to a New York Times reporter. Then I met the CEO of YouStream, which got me doing live video shows every day, which helped grow the audience. All of that happened from basically creating some word of mouth and falling into that.

Pat Flynn: Let's keep talking about this, this is really important. I feel a lot of people are afraid to ask, especially with their friends and family. They might be embarrassed or afraid of telling somebody their idea and worry that the person isn't going to think it's good.

Do you have any tips or helpful ideas to get over that fear of asking?

Jason SurfrApp: Yeah, there's two things and both of these have become clear to me over the years. I probably couldn't have answered these a couple of years ago.

One of them is - you don't get what you don't ask for. It's very simple. If you want someone to pay you to wear a T-shirt, you have to ask for it. It's not just going to fall into your lap. If you want to start a side business or a new website or launch a new social network of your own, how are you going to get people to sign up unless you ask them to do that?



I think that little piece of advice, you don't get what you don't ask for kind of rings true for anything that you're doing.

And the other thing is that you don't have to sell people. If your stuff is good enough or cool enough or interesting enough, they'll buy it themselves. They'll go and do the research. But if you wouldn't even buy the product you're selling, it's going to be a hard sell no matter what.

That's what I always try to tell people. Create something compelling. Create a really unique value proposition for whatever you're doing and it will sell itself. You're going to have to put in the work to get it in front of people, but if it's good enough, people will buy it.

Pat Flynn: I definitely agree with that. You still have to sell but you have to sell yourself first on that product that you're creating. If you don't believe in it, like you said, it's going to be really difficult to have others believe in it too. If you do believe in it, it's almost your obligation or your job to make sure that other people who will benefit from it see it, right?

I'm trying to get into the heads of my audience here because I can imagine a number of people listening to this right now saying "Here's this guy who got lucky with his little shirt thing" or it might be "Things like this have already been done, I can't do this myself. This doesn't apply to me".

How can somebody listening to this create something like you've done. Not copying what you do, but getting inspiration. How can one find that creativity, find that thing outside of the norm within themselves to bring to the world and find reward from it?

Jason SurfrApp: I think the really interesting thing is that I'm no one special. I'm no one who had a following before I did any of this stuff, I'm no one who knew how to do any of these things. That in itself really gives anybody the grounds to do anything that they want and create any business. I know that you preach this stuff as well.

You don't even have to know anything about anything, you can just jump into a topic, research it and test it and do things and put it out into the world. If anything that I've done over the years is nothing more than just an inspiration where someone says "Well if that guy can get paid for that, I can surely do this", then that's awesome. I'll happily be on the other end of that so that people can say "My idea is better than wearing T-shirts for a living so I'm going to go for it".

I'm OK with that. I know I'm going to come up with other ideas. I have come up with other ideas. That's not the thing that's going to define the rest of my life. I hope that people see that stuff and go "Yeah, I'm inspired, this guy can do this, I can do that" or "The pricing structure he had with IWearYourShirt with the dollar per day thing, that was really weird. How can I apply that to selling my own products?"



So yeah, that's kind of where I go with it.

Pat Flynn: What would you say to somebody who knows they have great ideas? They're like "I have a great idea. I am creative but I'm just not being found". How would you suggest somebody out there who has a great idea, who's been executing on it perhaps but just aren't getting the results. What would you recommend they do to be found and shared?

Jason SurfrApp: There's a little bit of an anti-marketing mindset when it comes to creative entrepreneurs and freelancers and you might feel like the work that you're creating and the idea that you have is really good, why won't somebody find it? Why won't somebody stumble across this idea?

The internet is a huge place. Facebook now has billions of users. Twitter is approaching billions of users. It's not the same as it was 5/6/7 years ago when it was a much smaller, less noisy space to do that.

You have to just think of creative ways that you can get yourself out there. Now you have to realize that the internet is no longer "I'll put one message out there and see if people see it". Now it's put it out there strategically, put it out there in different ways, keep repeating that message until people find it. If they don't find it, why aren't they finding it? What could you tweak about it? What feedback could you get from other people about what you're putting out there? How can you take that idea and build it into something that makes you really happy but is also something that you want to be working on so that you're not just creating a job for yourself - you're creating a business that's interesting to you.

Pat Flynn: That's awesome, thank you Jason.

Now with the creation of these businesses and the execution of them, how many of them have you ever said to yourself "Maybe this isn't going to work out for me"?

Jason SurfrApp: All of them!

I think the one that has been the easiest was my last name sale, which was crazy because I think it was the weirdest one of them all. For those of you who don't know, I wrote a book titled Creativity for Sale, the way that I marketed the book was very different from any other publisher. I basically, akin to my other projects where I had sponsors, I offered 204 sponsorships in the book before I'd written a word of it, before I'd even started telling people what it was really going to be about. I didn't even release the title. I just said "Sponsor my book. These funds are basically going to help me use a publisher or an agent. I'm going to do it all myself. You guys are going to be a part of this journey".



It took me over five months to get 204 companies to sign on and I'd worked with thousands of companies before that but it was a hard sell because no one had ever seen it before. It was just so different. People couldn't wrap their heads around why they would want their little 140 character text note in the bottom of a page of a book? It was tough.

There were some points two months into that project where I thought this thing was going to fill up immediately and be a success. I didn't know if it was going to fill up at all. You keep putting the messages out there and keep sticking to what I believed it would do and it would be an interesting project. It did work out, it just took longer than I expected.

That's really a good thing for people to realize is that even the most unique ideas and the most interesting ideas from people who've had success before still take a lot of effort, still take a lot of time to happen.

Pat Flynn: Yeah. It sort of reminds me of Morgan Sperlock, the guy who created that movie Super Size Me, he has that other movie, I forget the name of it, but where he had brands basically pay to help create the movie with brand placement throughout the movie. That's pretty creative when you think about it.

I think the question that's on everybody's mind right now because you just mentioned it was about your last name. Your last name is SurfrApp. It was Sadler before, you said you sold your last name. Why sell your last name?

Jason SurfrApp: It's funny, you bring up Morgan Spurlock, [The Greatest Movie Ever Sold](#), brought to you by a POM Pomegranate Juice, I believe that I'm the only person who would ever know who the title sponsor is, because when he made that movie, which was I think in 2010, that movie was my life. I was like "Hold on a second, this is what I do for a living". I get sponsors to pay for things. We met at a Fast Company conference that we both spoke at. It was surreal to meet somebody who made this movie. A really great guy. I do recommend the movie for people who are interested, you should check it out. The Greatest Movie Ever Sold.

The last name sale was really interesting. My life has not been defined by one last name like most people's. I'm sure you've had Flynn your entire life, right? I had three last names before I was Jason Sadler, so I never got a sense of self or a sense of identity from that last name. My mom went through a divorce in 2012 and I basically realized, the situation of that was not fantastic and I was like "Well I want a divorce too from this name, I don't want to carry this name around anymore". It wasn't one I was born with, it wasn't one that I chose. I was kind of like "How do I pick a name? Do I just flip open the Yellow Pages and pick a page?" - I guess it would be the White Pages if I was looking for a last name. Who gets the phone books anymore, Pat?

Pat Flynn: I actually do and I don't know why.



Jason SurfrApp: Put them right into the recycle bin.

Pat Flynn: Yeah, exactly.

Jason SurfrApp: I joked when my mom told me she was getting a divorce and I was like "Well I'm getting a divorce from this name too, I'm just going to sell my name". We laughed and a couple of months later I thought I might actually do this because it's a totally reversible thing, it was basically just for a term of the year and why not? What's the worst that will happen if I try to sell this and no one wants to buy it? Everyone will forget about it in a month anyway.

Pat Flynn: Thank you for saying that Jason, because I think a lot of people who struggle internally about what to do next and what actions to take and just have that fear and resistance that hold them back, we always think about the worst possible scenario. When we think about the worst possible scenario, it doesn't normally line up with what actually the worst scenario is. We exaggerate everything. This is something I experienced when I first got on stage and I was speaking. I remember in my head making up these ridiculous stories of me on stage, forgetting my lines, falling, getting a bloody nose, for some reason I always end up naked in a ditch somewhere.

Seriously, those are the actual things that I was thinking and when I think about it, it's ridiculous, it would never be that bad. We always think about these crazy scenarios that would never happen. But you've got to try because you should at least give it a shot, right?

Jason SurfrApp: Yeah, and I think that's true because I do that as well. I think of one of these crazy ideas and I'm like "What's the worst thing that's going to happen here? Some people might make fun of me if it doesn't sell or it doesn't do well. I might get a couple of angry emails from people if they don't like the project". Really, that stuff's not that bad. And it's going to go away. You can delete that website and people aren't going to remember it. Even if they grab a screen shot of something you've done that was embarrassing, it's really not a big deal.

I think that even the worst thing that can happen, like you being naked in a ditch, there's a worst thing than that that can happen, right?

Pat Flynn: True. True.

Jason SurfrApp: It can get so much worse and I think maybe that's partially the internet where anyone can see anything, it's just out there and we feel like everyone is going to see this. That's the problem, it's really hard to get everyone to see something that's really good, let alone something that fails that people don't want to look at.

Pat Flynn: Absolutely.



Before we get to talking about creativity and where you get your inspiration from and where we can get more inspiration from for creativity, do you have any projects that you want to share or do you mind sharing any that perhaps didn't work out, that actually did fail?

Jason SurfrApp: Yeah, I actually had a non-profit that I tried to start in 2010 and I had this gigantic goal, I wanted to get a million T-shirts donated to rural villages in Africa. I thought that most people, you know when you see those photos of people not having clothing and not having stuff in Africa and you're like "We can help! Us Westerners have so much stuff, we can just donate some of it". So I had these great intentions, I had an awesome website built, I had a great community at the time that was thriving with IWearYourShirt. Even with 12,000 shirts donated in the first week, then the aid workers of the world got hold of the website and sent me all these nasty emails and all these blog posts.

Pat Flynn: Really?

Jason SurfrApp: Basically this is where almost everybody I tell this story to is like "What is the problem?", well the problem is - and I realized this after I learned more about it, is that it really hurts the economy in these rural villages by just dumping a bunch of stuff, because if there's a person there who's making clothing or if there's a person there who's already selling clothing, you've basically wiped out their jobs, which then wipes out the exchange of money, which then wipes out people having money - it's a big ripple effect.

It was a huge learning experience for me. It really thickened my skin because there was a lot of hateful comments, emails and blogs. It was just an experience that I would not take it back, I would never say I wouldn't have done that in my history, because I learned a lot from it.

It was a big failure, I went about it the wrong way. I didn't do the research I should have done before launching it and being excited about it. I do a good couple of pages of Google research these days, I don't stop at page 1.

Pat Flynn: That's smart. And thank you for being honest and sharing that with us.

In terms of the haters, especially with the projects that have worked out, have you received any nasty emails or have seen your fair share of haters with the projects that worked?

Jason SurfrApp: Oh yeah. And it's funny because I bet even some of the people listening to this podcast, whether they heard that I was going to be on or they started to hear us talking about this stuff and they're like "Oh that's the guy who sold his last name" but most of them probably didn't take the time to realize the story behind it, the



having multiple names, the family going through a divorce, the not knowing how to pick a name, the fact that it's completely reversible and it really has no effect apart from positive on my life and it was a fun adventure. I get that stuff and there's so many people out there who will say the same thing, if you're not getting haters, you're not doing something right. You're not doing something unique and interesting enough. And I think that rings true.

I've almost built up hate-proof businesses because now it's like "You've already done three things I hated, I can't possibly hate this next one more than those so I'll just go along with it or I'll regret it". It's really interesting. I've received emails, even when I was doing my book project, they were like "I wanted to hate this project but man, this is a great way to not use the big publishing thing, congratulations. I'm thinking of this."

It's interesting.

Pat Flynn: It's awesome. I think one tip I have for everybody out there, something that I actually picked up from listening to the Tim Ferris podcast - I know Neil Strauss was on the show, he was talking about this, I think. Also, Malcolm Gladwell, I don't think he was a guest on the Tim Ferris show, but I think I've read that he does this as well. They go through a process in their book writing process where the whole focus is after the first manuscript is done is thinking about what will the haters say? What can they say based on what I've written so far? Then they go ahead and add sections in that address all those different types of groups that might have something to say.

I think that's really smart and something we should all be doing because those are things that you should be talking about, you shouldn't let other people bring those up, you should be the one to be talking about those things and getting there first. Sort of like Eminem on 8 Mile, he took the other guys' ammo away by making fun of himself first. If you haven't seen 8 Mile, that's probably confusing but don't worry about it.

As we begin to approach the end of the show here, I'd love to talk about your creativity and your inspiration. Where do you get your inspiration from and what tips do you have for those who are feeling a little uninspired? Perhaps they are people who do get inspired by other people but they are too much on the same path as the other people to get inspired by. As I said earlier and even in the intro of this show, being creative is helping you stand out and I think that's something that you've done very well, Jason. So where do you get your inspiration and what tips do you have for people out there listening to get inspiration and use that to do something different than what other people are doing?

Jason SurfrApp: I think it's really interesting because there's so much stuff that people can be doing that they just don't want to put in the effort to do. One thing for me is, I am very big on removing negativity from my life so that I can have a more positive outlook. I know that might sound woo-woo and weird but it's intentional for me that I don't want to hate going to my Facebook News Feed because I'm just going to



see a bunch of people posting stuff I don't want to see. So now, I just hide all that stuff. Really, Facebook is not a miserable experience for me when I go to my News Feed. People are afraid to hide stuff because they don't want to miss out on something their friend says, or whatever. But you don't realize that by seeing that negative content or stuff that gives you a negative feeling - maybe it's a social media influencer that you follow, if you remove that from your vision, it frees up a lot of space for you to think about things positively.

I realized for me, I go on Instagram probably 10 times a day because there's never any bad stuff on my Instagram feed. It's always great content, I've curated it, it's beautiful to look at and it just gets me thinking.

The other thing for me is getting off of technology and just taking a break, turning things off. Whether it's reading a book - and I'm not a big book reader, I really hated books up until about a year ago - but finding the right books for you that you really enjoy, that's been a big thing for me.

I struggled to sit down and read a book in one sitting, but I just escape from technology and realize that when you stop multi-tasking and doing 50 things and listening to all this stuff while refreshing feeds and checking email and all of this, your brain actually has some time to go "Oh, let's think about some stuff", like here's an idea, here's an idea. The synapses just start firing and you don't even realize that you're not letting your brain do that because you have a strangle hold when you're just looking at technology all day.

Pat Flynn: Yeah, I've noticed that. I've also noticed that along the same lines, I get most of my great ideas or a lot of ideas come into my brain when I'm driving, because you know it's illegal to be on a cell phone and look at something other than the road. My mind can start thinking differently than when I'm engaged with all this other stuff. What about you?

Jason SurfrApp: Mine's the shower. I don't know what it is but that's my area of stillness as Noah Kagan calls it. I'll be in the shower and I'll be washing what little hair that I have and I'll have an interesting idea and we have a little pad of paper that's waterproof in the shower. My girlfriend and I always jot down weird notes and ideas that come to us. That's where it happens for me. If it happens for you in the shower, get one of those waterproof notes.

Pat Flynn: For sure, awesome!

Jason, thank you so much for coming on today, I really appreciate your time and sharing everything you've done and your experience but also the tips and inspiration you have for all of us out there who might be struggling or looking for that extra edge or ounce of creativity. Thank you for that and all the words of wisdom, we really appreciate it. Thank you so much.



Can you share where people can find out more about you and what you have going on?

Jason SurfrApp: I'm actually really excited, for the first time ever, I would love to offer someone's audience who has me on their show something interesting. I would love for you guys to go to creativityforsale.com/SPI and there will be a free PDF version or Mobi version of my book. It will cost you nothing. It's normally \$10 on Amazon. Just for the SPI audience. This is not a public thing, this is not anything else. I wanted to give back to Pat for having me on the show and supporting me over the years without even really knowing it. I really appreciate that. [Creativityforsale.com/SPI](https://creativityforsale.com/SPI), grab your free copy of my book, you don't need to buy or follow me on any social media networks or any of that stuff. I would love to just hand that out to people and have them read more about my story.

Pat Flynn: That's awesome Jason, thank you so much. That was completely unexpected to be honest. Thank you for that. I appreciate it. I wish you all the best of luck and we can't wait to see what you come up with next.

Jason SurfrApp: Thanks Pat, I really appreciate it.

Pat Flynn: Alright man, talk to you soon.

Jason SurfrApp: Bye.

Pat Flynn: Alright, I hope you enjoyed that interview with Jason SurfrApp, which is his last name at the time of this recording and publishing of this episode. However, it might be different in the future. A really interesting, cool conversation. I think the biggest thing for me and everybody out there listening is just to make sure that you know that being creative is OK and yes, it might be scary, it might be different, it might feel uncomfortable, but the worst outcome is probably not all that bad if it doesn't go well. But the benefits from trying and doing it and going out there and putting yourself out there is going to far outweigh the cons.

For me, I've noticed that any time I've done something scary and fearful, it's just been amazing for my business, from starting this podcast to starting my YouTube videos to getting on stage, as much as I feared those things, those are actually signs that something amazing was on the other end.

So be creative, think out of the box, put that notepad in your shower or get that recorder out for when you're stopped at a red light. I wouldn't ever recommend using technology in the car, but as much as you can try and save all of those ideas because there's no stupid ideas. Prioritize them and talk to people and see what they think. Try. Do something different. Step out of the box, follow a different path. You've got this.



Thanks again Jason. You can also get his free book right now. It's not free, it's currently for \$6.99 on Amazon but you can get it for free, you can download it at creativityforsale.com/SPI. You can also get the show notes and all the links and resources mentioned in this episode if you go to smartpassiveincome.com/session131 and there will be a convenient link for Jason's book there as well.

I'd also love to hear from you. You can go to that same link, smartpassiveincome.com/session131 and you can leave a comment on the blog post, I'd love to hear from you. What did you think of this episode? What did you think of Jason and how crazy his ideas are and what are some of the creative things you're going to do from this point forward? Leave those comments there, they're awesome, I read all of them.

Thank you so much.

I also want to thank today's sponsor, which is 99designs.com, an awesome website that I've used many times in the past for different niche sites to help me create logos and different website designs. Whatever you need designed, even T-shirts and car wraps, whatever you can think of, you can get it done at 99designs.com and you can get it done in a fast and affordable way within 7 days and fairly cheap, relatively speaking.

It's exciting too because you get multiple designers from around the world working on your job and you get to pick the best one that you like and also you can have your audience or your family and friends to vote on their favorites as well. That's a great way to get your audience involved, if you're creating something. Even an eBook cover, I've done that on 99designs.com too.

If you go to 99designs.com/SPI right now, you can get a \$99 power pack of services for free.

By the time this goes live, I will be in Columbus, Ohio meeting with a few of my team members, planning the rest of the year and 2015. A lot of amazing stuff planned for you and all the listeners out there and everybody on the blog. Thank you so much.

Lastly, one more quick announcement before I let you go. A couple of episodes ago I talked about how thrilled I am to be building schools in Africa later this year, I cannot wait to do that. Since posting that episode and talking about that, I've received countless numbers of emails from those of you listening and those of you in the community offering to help in one way, shape or form and I'm so thankful for all of you. The Smart Passive Income community is THE BEST community online, hands down. You guys are so supportive and amazing and always thinking beyond yourselves and I love that.

There will be a way for you to get involved and that will happen in December. I've been working with the team over at Pencils of Promise and figuring out dates and all that



stuff. You will see something coming. I know I talked about it and haven't talked about it since. It's coming in December, don't worry. It's going to align with my birthday, which I'm really excited about.

Look out for that, that's something I'm really excited about and I hope to get you involved if you want to help as well.

You guys are awesome. Love it.

Alright guys, I'm going to let you go. I'll see you in the next episode of the Smart Passive Income podcast. Cannot wait for it. In the meantime, keep crushing it, you're the best.

Peace

Announcer:

Thanks for listening to the Smart Passive Income podcast at www.smartpassiveincome.com

LINKS AND RESOURCES MENTIONED IN THIS EPISODE:

- ***Creativity For Sale*** by Jason SurfrApp (Free for SPI Listeners!)
- **[IWearYourShirt.com](#)**
- **[JasonDoesStuff.com](#)**
- **[The Greatest Movie Ever Sold](#)** by Morgan Spurlock
- **Today's Sponsor: [99Designs.com](#)- **Get a \$99 Power Pack of Services for FREE****