



SPI Podcast Session #138 -

Meet Team Flynn: My Trip to Columbus and a Big Decision I Need to Make by 2015

Show notes: www.smartpassiveincome.com/session138

Hey, this is Pat. I'm at the airport right now, I'm at Columbus, Ohio. I'm heading back to San Diego. I just had an epic few days here with my team to plan out next year, 2015 and I can't tell you just how valuable this trip was for me. I wanted to share a little bit of this trip for you in a different way.

This is an episode that's a little bit different from the rest, but you know me, I like to experiment and try new things.

You'll hear some clips from different meetings that I had, you'll get to meet some of my team as well and hear some of the big things that are planned for next year.

Hopefully I make it back to San Diego and get this thing produced. Let us know what you think. Episode 138, here we go.

Do I put the regular intro in? Yeah sure, why not?

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 once botched a trumpet solo in front of 50,000 people, Pat Flynn.

[Background talking]

Pat Flynn: This is Matt Gartland. I call him my producer but he's many more things than that. He's a friend, a colleague and somebody I truly care about, a partner. I'll talk more about what he does for my business in a second but what I love most about



Matt, and it was made more apparent when I stayed with him in Columbus and I got to stay in his apartment, was his passion for stuff and his attention to detail.

When he and Mindy and I were walking around Columbus, Ohio, which is a beautiful city, I fell in love with it fairly quickly and the weather was beautiful, changing leaves in the fall, he was pointing out all these amazing things about his city and he said one particular thing about Columbus, Ohio in particular that really struck a chord with me in terms of entrepreneurship.

Matt Gartland: I didn't know what was going on, especially in this town specifically, the web entrepreneur and digital creative kind of sub-culture, you start to realize that it's not that large and everybody seems to know everybody else.

It's kind of fun.

Pat Flynn: That made me think of the rest of my team, the rest of the team that's been built ever since I started working with Matt. It's funny because most of them are actually in Columbus, Ohio.

Mindy, who's my Assistant Producer, who you might know because she produces my show [Ask Pat](#) and is sort of the front face of the customer service stuff for all the products I have, she is in Minnesota. But everybody else who Matt has helped to find has just been colleagues and friends around his area in Columbus Ohio and so I got to meet a lot of the other team members there on this trip, which was really amazing.

Before I get into what Matt does and introduce Mindy to you and Dustin, my UX designer and a few other people, I want to talk about why I wanted to build a team in the first place.

[Trumpet]

This is me playing the trumpet.

[Trumpet]

This is actually in 2012 at the Platform conference, this is how I opened my presentation and the reason that this is significant is because it was at this event that I realized just the power of what a team could do for one's brand.



[Crowd cheer]

What do I mean by that?

What does that Platform conference have to do with building a team?

I got to witness something amazing. This was Michael Hyatt's first live event, the Platform Conference (you can find out more information at platformconference.tv), I actually just spoke there recently at the 2014 event at Colorado Springs but it was at that first event, his first event - where was Michael? He was sitting in the audience with all of us learning, with his notebook out and taking notes.

The event was flawless to me, as a speaker. I heard the same thing from other people who were attending the event too.

I thought how could Michael do all this and participate and be there with the audience and be able to build relationships with people who had paid to attend his event? It was amazing.

I've gone to other conferences before and you don't even know who puts on the events. Sometimes you do, sometimes they speak once and then you never see them again, but no, here was Michael interacting with the crowd and so I asked him "how did you do this?" and I found out that it was all because of his team and that was super inspiring.

[Recording]

Pat Flynn: Hey Matt, how are you?

Matt Gartland: I'm doing really well Pat, how are you?

Pat Flynn: I'm doing great, just had a nice little coffee here. Where are we by the way?

Matt Gartland: We're in Mission Coffee in Columbus, Ohio. It's kind of the de facto headquarters of a lot of the creative professionals, freelancers, start-up entrepreneurs in the city, which is a great place to hang out and get work done.

[End recording]



Pat Flynn: Matt and I have been working together for about two years now. We started working together with my book [Let Go](#), which then went on to become a number one Amazon best seller in several categories, the number one book on the Snippet app, he was the editor for that book. I hired him and his agency through [winningedits.com](#) and I had such a great experience working with him.

In talking with him more and him finding out more about what my brand stood for, he became interested in what I had to provide and was planning for the future, we decided to work together on a lot of things that you now have already been a part of, from the re-design of the Smart Passive Income blog to the Food Trucker website to the Smart Podcast Player to the Smart Passive Income application to the creation of Ask Pat and so many other things that you've experienced.

I feel like without Matt and the work that he's done to help put these things together, these things wouldn't exist. Perhaps I would have been able to one of them but since hiring a team and hiring Matt and him helping to hire other people... Man, I've just gotten so much done. I'm so blessed to have him.

[Recording]

Matt Gartland: I am a creative professional. I use the term Producer or Executive Producer at this point because it involves creative direction, it's product strategy. It starts with a lot of content stuff so founder of Winning Edits, we do a lot of editorial strategy development across podcasts and books, web products, information products and stuff. That's where you and I first started working together all the way back with the *Let Go* book, which was a really great kick start and it's really evolved since then.

Mindy's on the team. Other experts, creative professionals are on the team. What I like to help do and what we're doing together now across software products as well as a lot of the content projects is strategy for the web. How can we produce really great content, assets that involve great user experience design, really great reading experiences and bring them together with really strong branding.

I try to be a quarter back of the situation and that's where I think of the terms Producer or Executive Producer, which I steal from a broadcast newsroom. So you have Pat, the personality on camera and you're fantastic. I'm the person that's in your ear, you have the little bud in your ear because I'm behind the scenes helping to run the show.



[End recording]

Pat Flynn: This is so hard for me because initially when I started my brand, it was all me and I only wanted it to be all about me. I had a hard time letting go of a lot of the things that I loved to do and the things I knew I should do or even didn't know how to do that I wanted to figure out how to do.

I had what our good buddy [Chris Ducker](#) calls Superhero syndrome and I tried to do it all myself but I've since learned, by taking small steps, hiring people on Elance, hiring VAs here and there and now getting more serious about building a true team and the power and the benefit of hiring that team to help support you and your brand.

Another cool by-product of hiring Matt and getting connected with him is to be able to utilize his connections in this world as well. He's got a lot of connections to a lot of people who could help take my brand forward. For instance, during this Columbus trip, he knew that next year I wanted to focus on videos so he set up a meeting for me to connect with someone who's an expert in video.

[Recording]

Amy Schmittauer: Your face needs to be the first thing on the screen and it should be for a few seconds and if you need to go into a title sequence that's fine.

Pat Flynn: Even if it's a Screenflow tutorial?

Amy Schmittauer: If it's a Screenflow and you don't intend to be on camera at all, whatever the main feature of this video is going to be, have that be the first thing they see.

A lot of people tend to put a 10-second title sequence at the beginning of the video and that's the critical first 10 seconds of the video.

Pat Flynn: This is Amy Schmittauer from Savy Sexy Social, a vlogger who has a very successful YouTube channel and brand and podcast. Matt got her and I together to talk video.

Amy Schmittauer: My name is Amy Schmittauer, I'm the founder and face of SavySexySocial.com and I own a video content marketing consultancy, Vlog Bust Studios and I am a professional vlogger on YouTube, as crazy as it sounds!



Pat Flynn: A vlogger. How are you helping me today?

Amy Schmittauer: I'm telling you how you're going to make your YouTube count and not just be another talking head marketer on YouTube like a lot of people are doing and we don't need more of that!

Pat Flynn: Awesome.

[End recording]

Pat Flynn: I hope you're enjoying the episode so far. We're only 10 minutes in. Don't worry, it's not over. I just had to take a break because even though we're only 10 minutes in, it's been about 2.5 hours of editing time. Although I've since hired a team to help with the production of the Smart Passive Income podcast and the Ask Pat podcast, I wanted to produce this one myself just to see what it was really like. It's been a lot of fun to put together, I think it's sounds great so far.

I'd love to know what you think. I know the quality could be better.

I wanted to pay tribute and say thanks to the guys over at the Start-up Podcast, it's called Start-up and it's hosted by Alex Bloomberg who came from This American Life and NPR radio. The quality of that podcast, nothing compares. I recommend you listen to it. Alex, if you're listening to this, thank you for the inspiration for this episode.

Getting back to team building, my good friend Chris Ducker over at ChrisDucker.com, he and I have something big planned for next year. I recommend you go to 1daybb.com, which stands for One Day Business Breakthrough, to get more information about that.

Chris wrote his bestselling book called Virtual Freedom. I highly recommend it, it's all about team building and outsourcing and why you should do it and how to do it. He said something that dramatically changed how I approach this team building process, which again, like I said earlier I was completely scared of doing.

I got some inspiration from Michael over at the Platform conference but even then I was afraid to spend the money for a team, I was afraid to let go of certain tasks that I knew I could do myself, but Chris said you eventually get to a point in your business where you're growing and you're growing, you get to that crossroads where you're



either going to plateau, you're going to keep doing what you're doing and you're going to plateau if you just keep doing things on your own. You're just going to stay where you are and you aren't going to get the results that you want. That's scenario 1.

Scenario 2 is you try to do more, you put more on your plate. We're all entrepreneurs, we all want to do more, but you keep continuing to do it on your own and you're going to burn out. Chris talks about his burn out. A lot of people I know who have gone through burn out have talked about how much it was just because they wanted to do so much on their own. That's scenario 2 - burn out.

Scenario number 3 is you hire a team. You build your team to help you do the things that you want to do, you let go of some of those tasks and work on the high level thinking and building and processes that you as the business owner should be doing and nothing else. That's kind of where I'm headed now.

It's been a struggle. I will be honest with you. It's been a struggle for a lot of the reasons I already mentioned. Mentally it's something I've never done before.

I know if I want to succeed and also provide more value to you, everybody in the audience, in the way that I know I can, I have to clone myself and even find people better than myself, like Matt. In certain ways he's so OCD. He's the most OCD guy I know and I love him for that. He's so detail oriented and is perfect for that role.

I'm also very lucky - again this is a connection through Matt and his resources to have been introduced and have started working with Mindy, who I've mentioned a couple of times. You heard her voice in a couple of the background pieces in the beginning. She's amazing. I love her to death. She does so much for me. She helps produce the Ask Pat podcast, she does a lot of the customer service stuff and I call her my happiness hero. You can hear it in her voice.

Here we are at the coffee shop and I ask her what is it that you do for me. Here is her answer:

[Recording]

Mindy: Oh my goodness. Well, we've got a lot of things, you're a busy guy. I handle the Ask Pat editing, I am super thrilled to help keep the whole process going for the Smart Podcast Player in terms of both the support function, the customer support, all of



that, but then also shepherding all of our new feature development through the pipeline and then handling quality control and testing.

Then we've got a lot of stuff, trying to keep all the email newsletters going, oh my goodness, what am I missing? I know I'm missing a lot.

Pat Flynn: You do a lot for me but one thing I think you excel at especially is customer service and keeping people happy. Every time we talk about people who send in thank you messages or many somebody who doesn't have a good experience with something, you always come up with these amazing ideas to make them happy. How do you do that?

Mindy: I worked in hospitality before I went out on this lovely freelancer and agency journey of mine. In hospitality there's one phrase that really sticks in my mind a lot, which is everything communicates. If you walk into a room, in this case it was our event center, if the window has streaks on it, that communicates that we don't care enough about our space to make it nice for you, our guests.

It's the same with if you try to download the Smart Podcast Player and in some way it didn't work for you, if you reach out to us and say this didn't work, I need to make you feel like you care because in you having trouble with that download, that communicates that maybe we haven't thought of something.

It's just the idea that every little interaction you have with somebody tells you a little bit about them and we want to make sure you understand how much we love you. The whole team Flynn is so grateful to all of the podcast listeners, all of the people who use the Smart Podcast Player, all of the people in the Breakthrough Blogging community. We are so grateful that you're here that we have the opportunity to help you with your business or help you with your hobby because you're letting us into your life and that's really special. Don't you think? I think that's really special.

Pat Flynn: Totally.

[End recording]

Pat Flynn: Team Flynn. It's so awesome to hear that.

I've worked with VAs overseas in the past and I've hired people on one-off projects on sites like Elance and oDesk. As great as that work was for me, I never felt like those



people who worked for me then were part of the team or felt like they were part of the team or clearly understood what the brand stood for.

Now I have people like Mindy. You can hear it in her voice. She obviously wants to go the extra mile to help make sure that everybody is happy with their experience through my brand. And people like Matt, who are willing to go the extra mile and put the things into place and think of things that I didn't even think of myself.

They are both an extension of me and this is what makes the team a success. This is what makes Team Flynn because it's not just Pat Flynn anymore, it's us helping you, everybody listening, everybody who visits the blog.

I'm so thankful for that. I'm so thankful for the rest of the team members. Some of them couldn't be on the show today or featured on the show, from Jessica to Ray and Nicole, these are writers and application developers and other people who have helped in small ways, it's just been an amazing experience.

But of course, hiring people costs money and that's where a lot of people feel like they're not ready to hire a team, they don't have the resources to hire a team and that's totally understandable.

When you hire a team that's local in the US vs when you outsource and things like that, it can be a lot more expensive. I'm definitely paying a lot more money for the team that I've created now.

When I started working with VAs from the Philippines for example, I hired a web developer for \$800 a month for 40 hours a week, which might sound ridiculous to you, that might sound like a crime actually to pay that little, but that's actually a healthy wage in the Philippines. This is just the way the economy is between the US and the Philippines and that's why the Philippines is a major hub for outsourcing.

He was great. I worked with him for 2 years, he was fantastic. Unfortunately the projects I had him working on had stopped and I had to let him go but he did everything perfect and on time and in the way that it should have been done. Like I said, since working with this team in the US I felt like really truly it's a team and they all together want to help the brand grow and will go above and beyond and think for themselves to help make that happen.



I'm paying anywhere between \$50 an hour to upwards of \$150-\$200 an hour depending on the person who works in my team. They are not full time. They are not even part time. They are when the time is right, I guess you could say. This was actually something that I discovered at the Platform conference this past year.

All the speakers sat on stage at the end of the conference and there were some questions asked. We passed the mic around and one of the questions was about the teams that we've built and a lot of the successful people who were on stage had a team just like mine who had people in place who do specific things for them when they needed them, so on an on-call or when-needed or per-project, per-need basis. That's what I have going on with Matt, Mindy and everybody else.

I have a lot of things going on so they are needed quite often but they aren't employees, they are contracted. That's how it works out.

I'm going to share another team member with you, somebody who is very special to me, who I've got to know recently. Again, another connection through Matt, somebody who lives in Columbus. This is Dustin Tevis, probably one of the most talented designers I've come across in a while. He's doing a lot of great things for me. He's already done a lot of things that you've probably already experienced.

When we hired him, his first project was to create the Ask Pat T-shirt. One of the tricks, when you hire somebody new is to have them work on a small project, or even before you hire them. Just to see what their quality is like in terms of work but also communication. He blew us away with that so we hired him to work on new things for the Smart Passive Income brand. He's created a lot of the branding elements for Food Trucker, the Smart Podcast Player, some new things coming up. Again you can check out some new stuff that Chris and I are doing that Matt and Dustin are working on at 1daybb.com. Anyway, I'd love to introduce Dustin to you and share a little bit about what he does as a UX designer, that's User Experience Interface designer for brands.

Here we are having a conversation at lunch:

[Recording]

Pat Flynn: Where are we right now?

Dustin Tevis: We are in Columbus, Ohio at North Market, which is an awesome vendor based community restaurant market.



Pat Flynn: It's awesome. What did you have for lunch?

Dustin Tevis: I had chicken waffles from Taste of Belgium, probably one of the best chicken waffles I've ever had in my life.

Pat Flynn: Awesome. Mindy, what did you have?

Mindy: I had the chicken and waffles too because they are Belgian street waffles, which are amazing. I learned to love those living in Philly. They're so good.

Pat Flynn: They are awesome. Dustin, what is it you do for Team Flynn?

Dustin Tevis: I help with the UX, user interaction and user design for Pat Flynn products.

Pat Flynn: What are some of the things, when people go on the website or they experience some of our products, what are some of the things that you have had a direct influence on in terms of design?

Dustin Tevis: Some of the bigger items would be Food Trucker, landing page and the Smart Podcast Player, SPI app.

Mindy: When things look beautiful it's probably because Dustin made them beautiful.

Pat Flynn: And you live here, right?

Dustin Tevis: I do live in Columbus.

Pat Flynn: Have you lived here all your life?

Dustin Tevis: I have not. I have only lived here two years. I was born and raised in Iowa.

Pat Flynn: I've done a lot of compliments from people about the designs on things that you've designed for SPI. What would you like to say to everybody out there who has given you all these compliments?



Dustin Tevis: I think it's awesome and I would love to hear from the community what is working and what's not. It's awesome to be able to affect someone's experience when they're engaging with a product or software. It's amazing that I get to do that and make people's lives a lot easier, which is pretty amazing.

Pat Flynn: Awesome, thanks Dustin.

Dustin Tevis: Absolutely.

[End recording]

I'm having a lot of fun putting this episode together, even though it's taking a long time, it's been a cool experience and I especially love playing with these little audio fillers and transitions. I'm getting them royalty free from iStockphoto.com. It totally changes the mood of the episode. I can all of a sudden change to - if I were to switch it up and build some suspense with some crazy... Terrifying sound effects...

[Music/sound effects]

I mean that's pretty scary right there, that's just a sound.

For storytelling and things like Alex Bloomberg does on Start-up, super cool. For interviews and my normal type of episode, maybe not so much but it's been a lot of fun.

I want to finish up by sharing a little conversation I had with my team about one of the things I have planned for next year. We spent a few days in Columbus and a lot of things were planned out but one of the big things that we made a decision on was my book and I decided to write a book.

I've written a book before. I mentioned *Let Go* earlier when I worked with Matt, but that was a self-published book and it's always been a life goal of mine, something on my bucket list to publish a traditionally published book. I know there's a lot of pros and cons for that. You might give up some control to the publisher and it's not always or usually isn't very profitable but I think I have a good chance with the fan base that I've built to hit the New York Times best seller list. That's going to be my goal.

One of my life goals has been to take my kids to the book store and go to the best seller aisle and show them Daddy's book. I think that would be a memory that would last with them forever. That's my goal and here's that conversation that happened.



[Recording]

Pat Flynn: I feel like I need to validate which book I should write first and maybe just be straight up with my audience, "Hey, I want to write this book. Here are the reasons why. Here are the books that I know that I have in me right now that I'm going to dedicate some time to over the next year or two. What do you guys think?"

Mindy: Which one would be more useful to you?...

[End recording]

Pat Flynn: Now you know why I want to write a book. I just told you. But I also want to do it to provide value, to help. There's a lot of books out there that have helped me and I know a book is a great medium for helping people but I feel like I have a lot of books in me. I have a ton of books in me, actually. I could write one of many different topics.

So the debate from that point forward was what book do we start with?

There's a lot of things based off of presentations that I've recently done that have been very popular and seem to connect with the audience that I've presented to that seem like they would be great books. Then Matt brought up a good point of having some sort of flagship book, you know the one that sort of sets the tone for all the others.

[Recording]

Matt Gartland: I think it's more universal across all the different industries from sports teams to individual actors and artists to people building businesses. Then I also feel like there's room or a need for an encyclopedia of just 'here's all the ways now that people are making money online and examples of how to get started and how to do it'. That's the anchor book, sort of...

[End recording]

Pat Flynn: An anchor book. A book that sort of defines your whole brand and then allows you to then expand off of that into potentially other books and products or products and things like that. Matt brought up the example of Chris Guillebeau *The Art*



of *Non Conformity*, which sort of put him on the map and then he's been able to create new books out of that.

For me, I feel like there's some room or a need for a true, almost compendium or encyclopedia of all the different ways that people are making money online. I obviously have a lot of experience with many different types of ways and I know a lot of people who are doing a lot of amazing things in all different niches in all different ways, all different business models, interviews, people have been on the show before who have talked about those things. I really like this idea. I think there's a need for it.

It reminds me of a book that I picked up when I first started doing online business called *Moonlighting on The Internet* by Yanik Silver. It was a book that completely helped me. It was a sort of choose your own adventure type of internet marketing book and you could find the thing that you needed to work on and use that template or follow those models or get inspiration from those case studies. That book hasn't been updated for a while and could have potentially been written better. I know I could do a great job with a book like that.

A book like this might come with some negatives. Probably when you heard me say "a book about making money online", that already has a lot of negative connotation. Although I would like to think that I stand out from the community of people who are teaching this kind of stuff online.

The biggest thing to think about, the fact that things change over time.

[Recording]

Pat Flynn: That's something that would need to get updated, which means I could sell new editions, which means I have to work on those new editions, so there's pros and cons.

[End recording]

Pat Flynn: Saying I'm scared about this is an understatement. I'm very scared. This is a path that a lot of people go down and they often fail. Even when they succeed, they are put in the spotlight and that comes along with a lot of things that might be unexpected.



All I know is that in the past, whenever I've come across these kind of fears and resistance, that something amazing has always been on the other end. That's really what's driving me.

In terms of things I need to do, I need to pick what this book topic is going to be. I need a specific date by when I will pick this book topic.

[Recording]

Pat Flynn: By a certain date I need to decide what that book will be. By the end of the year, by December 31st, 11:59:59 I will have chosen what that book will be.

Mindy: Send me a text message. "Happy New Year, this is the book".

[End recording]

Pat Flynn: So there you go, by December 31st, 11:59:59 at the turn of the New Year I would have made the decision of what my book will be. That's going to determine the next few years of my life. It's crazy to think about. It's going to determine the research that I do, the writing that I do, the promotion, marketing that I do. This is just one of the many things that I want to tackle next year and in the future.

I know it's ambitious but I've got to remember, Team Flynn.

I've also said 'no' to a lot of things this year as well. No to the new things that I wanted to do to make room for this book because this is going to be a priority for me amongst a few other things, of course.

So I hope I've interested you at least not only in my team and who they are - I've introduced you to Team Flynn, they're amazing right, they're awesome.

This goal of writing a book, not by 2015 but starting in 2015, perhaps taking however long it takes to create. I know through conversations with other recent first-time authors that it can take a couple of years or sometimes even more. Some authors sometimes even less.

We'll see what happens. But no matter where, I'm going to take you on this journey with me. I don't know how I'm going to do that, perhaps just on my income reports on my site. I'm curious, this is just an idea that came off the top of my head since I'm



pretty close to finishing this podcast episode now, it's been about 4 or 5 hours of editing, but I hope you feel that it was worth it.

If you feel like you would like to get inside my brain a little bit, during this journey of writing this book and perhaps every couple of months, get an episode just like this, talking about my book writing process, where I'm going, who I've talked to and get the insider scoop on these interviews and meetings that I have along the way, decision making, perhaps deals and things like that, let me know what you think. I want to know if you would be interested in following along.

So head on over to smartpassiveincome.com/session138. That will take you to the blog where the show notes are available, where you can leave a comment to let me know what you thought of this episode, what you think of Team Flynn, aren't they awesome - and what you think of this book and the journey I'm about to go through and if you'd like to get stories and podcast episodes like this every couple of months talking about that journey. Let me know what you think, again smartpassiveincome.com/session138.

I also want to take a moment to thank the sponsors of the Smart Passive Income podcast and also my other podcast at AskPat.com. These sponsors are helping to pay for this amazing team that I talked about today, which allows me to better serve everybody out there listening, to do all the things that I want to do. It's obvious I think that I want to do a lot.

So thank you specifically today for this episode to Lynda.com. If you're not up on Lynda you are missing out because educating yourself and improving your efficiency on the software that you're using, improving your business skills is going to help you get ahead in this world.

There's no better learning platform online I feel than Lynda.com.

You've got to get up on it because the high-quality easy-to-use videos are the best. They are great tools for learning as well and they are giving away a seven day free trial. You can get access to all of their courses for seven days if you go to Lynda.com/SPI. So check it out. I'm using it.

Thank you to Lynda.com and thank you to all of you for listening to today's episode.

To finish off, before the episode closes, as you are about to enter back into this world that you're in, I would invite you to just think about and explore - hopefully this episode



gave you some inspiration to figure out what that big thing you want to do and accomplish in 2015.

For me, in 2014 it was building my team and I am so happy just to say that it was a very successful year and I'm so happy with that decision I made to really go forward and build that team. Thank you to Michael Hyatt who back in 2012 like I said earlier inspired me and showed me the way. I'm so glad I got to see him this past, actually two weeks ago to say thank you in person at the Platform conference in Colorado.

What is your big thing that you want to finish next year?

What's that big thing that you're going to work on? Remember those big goals might seem intimidating. Break them down, chop them up, little milestones one step at a time. Have fun with it. We've got to have fun, right?

I'm here for you. I'm here to guide you along the way. There's 137 previous episodes. There's 700 posts on the Smart Passive Income blog. 250+ episodes of Ask Pat and this is just the beginning because I'm not going anywhere and I hope you don't either.

I'll see you in the next episode of the Smart Passive Income podcast. If you're listening to this on the day it comes out, which is December 4th 2014, look out for a special audio file that's coming out in a couple of days for my birthday, December 6th. There's something special happening on my 32nd birthday and I'm excited to share it with you.

Links and Resources Mentioned in This Episode:

- [Michael Hyatt's Platform Conference](#)
- [Ask Pat](#)
- [Let Go](#)
- [WinningEdits.com](#)
- [iStock Photo](#)
- [ChrisDucker](#)
- [1-Day Business Breakthrough](#)
- [Virtual freedom](#)
- [SavySexySocial.com](#)
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