



SPI Podcast Session #202
How SPI Helped Zephan Blaxberg Make the Leap
with Zephan Blaxberg

Show notes: <http://www.smartpassiveincome.com/session202>

Pat: This is the Smart Passive Income podcast with Pat Flynn, Session #202. Let's roll.

Intro: 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—Pat Flynn.

Pat: What's up everybody? Thank you so much for joining me today. This is session 202 and I'm really excited because I have a great story to share. You know sometimes we do things on our blog and we don't even realize the impact that we're having or on our podcast or whatever content we have to share. We sometimes don't even realize the impact that we're making and it's only until people tell you that you've made a change in their life that it just really makes things worthwhile and that's why I always encourage people to collect their thank you notes to keep track of all the times that people have said thanks for the work that you do because a lot of times while you're working, you're gonna get bogged down, you're going to feel stressed out and you're going to want to quit. It's just a part of the nature of being an entrepreneur, but what helps you move forward are a couple of things. One - knowing why you are doing what you're doing. Understanding what that goal is. That's really important and that's something we always forget when we're so deep into our businesses and on the front lines of course, but also the inspiration you get from the people that you've been able to help and serve, whether it's customers or people that have read your content or people who have seen you live on stage before. It's really important to know that there are people on the other end who need you. They absolutely need you and that's why we do what we do



and the story I wanted to tell today is actually related to the guest that I have on.

His name is Zephan, which is an awesome name to begin with, but I connected with Zephan in July last year, 2015 at the podcast movement. He came up to me and I didn't recognize him. I had never met him in person, but he had apparently been following Smart Passive Income for years and I had responded to an email that he sent years ago and it had started with this change in his life and I wanted to have him come on to tell the story and to talk about how he's been able to live with purpose and these changes that he's made in his life and what's enabled him to do now. It's just super inspiring.

Zephan has a website over at YearOfPurpose.com which I think is a perfect name for a URL especially this time of the year as we're all starting out and doing cool stuff and like those of you who have been following me for awhile, you know that I came out with a book recently at WillItFlyBook.com and also a number of other things that I have going on that are in the works. Well I try to live my life with purpose and that purpose is being an example for my kids and also to inspire all of you and Zephan was really inspiring to me at podcast movement and it was definitely something that I remembered when I went home because it was really cool to hear how I've been able to affect his life and not just that. I was so affected by it I changed my presentation, my key not presentation because he came up to me before it happened and I inserted a little slide in there and I talked about his story live on stage because it meant so much. So here it is for you and here is Zephan Blaxberg from YearOfPurpose.com and Year of Purpose podcast. Hope you enjoy it.

Pat: What's up everybody? Pat Flynn here, and I'm so happy to welcome Zephan Moses Blaxberg, who's on the show with us from YearOfPurpose.com, somebody who was actually very inspiring to me as of late. He's somebody who had visited the blog a while back and has had an amazing journey since then. We're going to talk more about his story in



a second, but first of all, Zephan, welcome to the SPI podcast. How are you?

Zephan: I'm doing well, Pat. Thanks for having me.

Pat: Absolutely. Why don't we start with Podcast Movement, because we connected at Podcast Movement recently. This was in Ft. Worth, TX. You have a podcast, Year of Purpose, that's doing amazing stuff, and I have one too so we connected there but I didn't actually realize that we had connected a long time before that. Can you talk about how we connected before that?

Zephan: Absolutely. I had been following you since a co-worker of mine recommended you. We were trying to find ways to make money outside of our jobs and he was like, "Have you heard of this guy, Pat? He runs this blog, Smart Passive Income," so I checked out the blog way back when. This was probably 2011, and I've been following it ever since.

Ultimately I came to work at the Apple Store at the Genius Bar, and I left that job in May of 2013, so that's when things kind of started up in the entrepreneurial world for me. I reached out to you because I was like, "You're this successful entrepreneur who has found a way over a lot of struggles and mistakes and good decisions all at once to make this work."

Being like 24 at the time, I had no clue how this all was going to work out in the future but I was looking for some sort of faith that, "If he left his job for the entrepreneurial world, I could somehow maybe do it too."

Perry: I got that email, and I get a lot of emails like that over time, but I did reply to you. Do you remember what I said?

Zephan: Yeah. I don't have it verbatim but at one point you basically said, "I'm sure this is scary, exciting, frustrating, pretty much every emotion all at once, but a few years from now you're going to look back on it and you'll realize that you didn't regret a single thing."



Pat: The cool thing about Zephan is I had done the keynote presentation and got to speak to Zephan later on and he had told me this story, and you told me what had happened since then, that you are looking back and so appreciative of this decision that you made to leave your position and start your own stuff. Tell us really quickly, what have you been up to since that day?

Zephan: I never guessed that I would be here two years ago, leaving a job in 2013. Within the next week I'd created a video production company, and in about six months' time took it from not a single client, not knowing how to run a business other than, "Hey, I guess I should probably make business cards and a website," to an invite to shoot video and photos at the White House and the Senate, then ultimately videos that got placed inside NHL hockey rinks, NFL stadiums from Philadelphia to California, and it just really kept growing from there.

I could have never expected that to happen, and then starting in January of this year, after a bit of a spiritual retreat, some travel hacking and couch surfing around the country, in January I started the Year of Purpose podcast. This was really to show other people what was really possible, because all of my friends who are in their mid-20's either got married and happily had this job and this family they were building, or they were like me and had no clue what to do with themselves.

They were looking to me for advice, so it was almost like my message to my friends of, "Hey, this is totally possible. I'm not a fluke. This is not something that's out of the ordinary. You just have to put your mind to it."

Pat: I can obviously relate to that, too. That's why I started Smart Passive Income to help others realize that all this stuff is possible, too. At any moment in your journey, especially after you quit, did you have doubts on your decision?



Zephan: Oh, 100%, probably each and every single month because as a freelancer, at least up front, you don't have a solid paycheck every two weeks like you did with working for a corporation. For me it was really scary. "Where's the money going to come from? I've only had 4 clients this month instead of the 8 that I had last month." It's really up to you to bring in that next check.

I've had so many times where I've sat there and I'm like, "You know what? I could give up right now. I could put down the laptop, stand up, and walk outside and just give in and say, 'You know what? Everyone who told me that I couldn't do this was right, and I can't do it.'"

Then I think I kind of remind myself that at one point in time this was everything that I wanted. I remember those days where I dreaded going to work. I remember those days where I couldn't go out with friends or do something fun because I had to work on the weekends or had to do whatever it was that was related to my job.

When I remind myself of all the freedoms that I've gained through all the struggle, I think it makes it so much easier to say, "You know what? You're right. I could just walk away right here and have it be done," but I kind of agreed or made a promise to myself that I would carry this through.

Pat: I think that's really the big thing, is that you have to really just understand why is it you were doing what you want to do. In the long run what is it that you ultimately want? And I think you realized what that was and you just kept going.

The big question that I have that I think is on a lot of people's minds who are listening to this is how do you go from quitting and not really knowing exactly what you were going to do, to creating a successful video production company? First of all, what made you decide to go into video production? Take us through that journey over time in terms of what made you decide that, and what it was like at the beginning and then how did you get to the point where you're at now? I mean this is incredible!



You had told me you were doing some other stuff for some very, very famous shows, too. I mean this is crazy. I mean it's not crazy because you did it. Sorry to use that term. I mean this is awesome and I'm so proud of you.

Actually, when Zephan reached out to me at Podcast Movement it reminded me of that email. I remembered it but I went back into my hotel room and I looked up that email and I read every word that you had said, because you had mentioned this. It's like it really made me smile. It was like, "Yes! This is what everybody has to do." Sometimes we have to take these big leaps, and it doesn't always have to be quitting your job, but I think it's more of a mental leap more than anything.

Zephan: Oh, 100%. I was actually the most afraid of upsetting my Jewish mother. I'm sure you can kind of relate to this, having pressure from the family of "What are you going to do now? Why are you quitting your job? You still live under our roof. I could kick you out on the street at any minute." Every thought went through my head of, "Oh my gosh, I'm going to be 24 and trying to crash on my friends' couches because my mom just kicked me out of the house."

I think for every person that's asked me, "How does all of this happen?" first of all there's no magic wand. This is not just I woke up one day and things clicked into place. I think I woke up a lot of days in a row and kept working at it, and eventually I looked back and realized that all of those days consecutively made up this huge effort that brought me to here. This is not "Go to sleep, wake up the next morning and have a successful business."

When I think back to the night that I decided to quit, that's where I learned a lot of lessons that have brought me to where I am right now. I was actually taken out to a dinner by a freelance client of mine. I'd been doing videography for a little bit. That's what I had gone to high school and college for, so for me it kind of just made sense. "This is your skill. You're really good at it and you can help others with it."



I hadn't fully figured that whole piece out yet, which I'll clarify in a minute because storytelling was what I learned was the ultimate passion. But that night that I decided to quit, someone came into the Apple Store extremely upset and caused a scene. This guy was actually there in the store and witnessed it all go down, and he came up to me and was like, "What was that all about?"

I said, "Well, this is my job. I basically get paid to be people's therapist," and he said, "All right, I'm taking you out to dinner." So we're sitting at dinner and he said, "What is stopping you from creating your own business and doing this for yourself?" and I said, "To be honest, it's just the money. I'm afraid of being successful and making money. I'm afraid of how I'm going to stay afloat if I'm not making enough money," and it all came down to this fear.

He said, "Do you know how to make a million dollars?" and I said, "Not really. I've seen other people do it." He said, "Okay, what are you making right now?" and at the time I was making roughly \$30,000, so he says, "Pull out your phone and open up the calculator. You've got 12 months in a year," and he starts to write this down as a little stepladder on a napkin. He said, "Divide the \$30,000 that you're making right now by 12," and I go, "Okay, \$2500. How in the world am I going to make that in a month?" I'm like, "This is not helping."

He goes, "All right, let's try and break this down a little bit more," because he didn't want to frustrate me right up front. He said, "Let's just assume that you work 50 out of the 52 weeks a year. You get 2 for sick and vacation time. Assuming you're working 5 days out of the week, that's 250 days that you're working in the year. Now if you take the \$30,000 and divide it by 250, you get \$120."

He took what seemed to be an unattainable goal of making \$30,000 in a year and he said, "You don't have to make \$30,000 in a year. You have to make \$120 5 days a week for 50 out of the 52 weeks in the year," and



suddenly things clicked. It was like I could mow the neighbor's lawn in the summer and shovel driveways in the winter. Every idea popped up in my head. How could you not make \$120 for 5 days a week?

That was really it, this lesson of breaking things down into smaller obtainable goals, and that's where everything else came to for me. This big success is not necessarily this big success. It's all these smaller obtainable goals that have kind of compiled over time and now they look like this huge success, but ultimately it's been a lot of really good decisions, a lot of mistakes, a lot of learning lessons, and all pieced together.

Pat: That's a tactic that I always share as well, is taking those big goals and breaking them down. When they involve numbers it just becomes very, very clear. This reminds me of Kevin Kelly's 1,000 true fans, where for example you get 1,000 people in this world of 7 billion who love what you do so much. This article was written primarily for musicians and artists, but I feel like it's very applicable for entrepreneurs as well.

If you had 1,000 people who loved what you did and paid you \$100 a year for it, that's already a 6-figure income. I mean the numbers can truly change your mindset about certain things.

The whole purpose of this article is just get your raving fans and you don't have to change the whole world. You don't have to be in a massive niche. You can niche down. That's where that phrase "the riches are in the niches" comes from, but also the realization that the truth is in the numbers, too.

I think a lot of people can agree if you can do \$120 5 days a week, would you rather do that doing something that you're passionate about and that you're skilled at, or go and work for somebody else. I think for you it's very clear what that answer was, so you decided to go into video.

What were your first steps coming off of that conversation and quitting?
What was the first thing you did, besides create your business card?



Zephan: That's where I really had no experience. It's like I knew nothing about accounting or invoicing. I knew a little bit about website building only because I had actually followed a lot of your trainings and had built a blog way back when about how to shoot professional-looking video from an iPhone. That was kind of like my start in building a website, so I was set there for the most part.

I didn't know that I needed an LLC. I didn't know that I had to hire an accountant and get an attorney and all these things set up, so it really came down to a couple of Google searches. You land on the Small Business Administration page and they actually have a lot of pretty good resources that at least point you in the right direction.

Going back to that big overarching goal and figuring out how to break it down, I think Google and YouTube are quite possibly your best friends on this one, and then also partnering up with people who have done it already. My dad is a doctor and he runs his own business, and a lot of other people in my family had their own businesses, so it was very easy to find people and ask, "What did you do up front?"

They said, "You're going to need invoicing. You're going to need a business account," and then going to the bank and saying, "I need to make a business account. How do I do that?" So many people are willing to help. It's just a matter of figuring out to ask those questions in the right way.

Pat: Right, and now we're in this world where everybody is connected and sharing information so it shouldn't be that hard to find somebody who's done what you want to do. It's just a matter of reaching out to them and building a relationship with them, and also providing value to them so they can come back and help you out along the way too.

What was your first experience with working another client like? How did you land that client, how did you find them, and what was it like working with them?



Zephan: The cool thing was actually the guy who convinced me to quit my job was my first client.

Pat: No way. Dude, this guy is like an angel from heaven, it seems.

Zephan: Yeah. He was like, “What are you really afraid of?” now that he took the money fear away, and I was like, “Where do I get my first client?” and he said, “Well, I need you next week. Are you available?”

Pat: That was his master plan actually the whole time.

Zephan: Yeah, so ultimately he really helped me out and I’m definitely grateful for that opportunity. After that I went back and emailed pretty much anyone I had been connected to. I just drafted out this email, “Hey, here’s where I’m at right now. You know that I’ve been freelancing and doing video for a while.” My job before I worked at Apple was I was running a video studio, so a lot of people knew that I was doing it. I said, “I’m available for hire now.”

I made the mistake actually of saying that I’d do pretty much anything, so it started with wedding videography and stuff that I don’t do anymore. I think one of my first clients was probably a wedding after that one, and let’s say some brides become interesting people on their wedding day.

Pat: You ran into some bridezillas. I know that anybody who’s planning a wedding, male or female, it just can get very stressful on that day. If you’re a vendor you aren’t really top priority, that’s for sure.

At what point during this process were you like, “Yeah, this is for me!” I think a lot of people, and I experienced this too when I started selling my ebook, I always felt like one day it was just all going to come crashing down, like one day all book sales were going to stop.



I used to get a point when I had my ebook and it was selling hundreds of dollars a day, then maybe for a 4- or 5-hour period of time there would be no sales, I would always think, “Well, there it is. That was the last one.” Then of course more would come in the future, but we always try to stop ourselves in that way.

Did you feel that way, and at what point, and how did you keep going?

Zephan: I remember back to an experience at probably one of my first networking events. I thought, “Okay, you’ve got a business now. You probably have to meet people,” so I looked up some networking event online that happened to be pretty much right down the street from where I live.

I went there thinking, “I could never match up to these people.” There’s everyone from insurance agents, to a graphic designer that works with NFL and NHL teams, to doctors and lawyers and all walks of life.

I’m sitting in this room and we go around and we have to introduce ourselves, and I’m the one guy who’s so nervous I can barely get a single word out about what I do, and even when I did people didn’t quite understand. They were like, “You have a camera and you do what?” After this event I’m sitting there thinking, “This is it. I don’t even know what I do, and if I don’t know what I do, how is anyone else going to know?”

This guy walks over to me – it happens to be the graphic designer that was at the event – and he goes, “Hey, I do some graphics work and website work. Every now and then I do animation stuff. Do you do animation?” and I had dabbled in it but I didn’t have a lot of grasp on the different animation programs.

So I’m thinking, “You know what? This could be an opportunity here. Let’s not mess this up!” and I just said, “Yes.” This was one of those moments where it was kind of “fake it till you make it” but also I knew that I had



networked with some people and I could probably find somebody to help me out with this.

The next thing you know he emails me a few weeks later and says, “The Philadelphia Eagles just called. We need an animation that’s going to go up on their screens all around the stadium,” and I’m like, “Oh.” I didn’t expect him to call. I was just thinking, “This will make me look good to other people and maybe they’ll understand what I do.”

That was when I realized that I could work with other people and create this team of not only videographers, but sound and lighting and animation people. That was when I first built a team out. I got an animator who lived I think in Seattle, and he did this animation and we worked together to make it happen, and next thing you know it’s playing at the Philadelphia Eagles stadium.

Pat: That’s so crazy. What did that feel like to you?

Zephan: It was nuts because I never expected any of this. I’m thinking, “Maybe I’ll be this guy who does these wedding videos for the rest of my life, and hopefully I’ll make a living,” and next thing you know a video that I worked on and did some design work for is playing in front of probably 65,000 or 70,000 people.

Pat: That’s amazing. What’s been the biggest struggle with the freelance stuff that you’ve done?

Zephan: That’s a tough question. I think the biggest struggle is probably the balance of work and life. Being a creative mind there’s always so many ideas that come up and so many things that you want to do, and I think the hardest part has been saying no to things because there’s so many cool opportunities that start to pop up. That’s been really tough for me because I’ve really had a couple of times where it’s a full-on breakdown of, “I don’t know if I can juggle all the things that I’ve taken on.”



I think that never really goes away as an entrepreneur, is kind of what I'm kind of learning now. I kept hoping that it would, and I think that it becomes less and less frequent, but that struggle of making sure that you as a person are solid so that you can do your work is huge.

I've learned so much more about taking care of myself. I've learned to row. I'd never actually never rowed in my life, and over the last two years I've become an avid rower and actually have competed in races that are nationally sanctioned.

Pat: What kind of rowing, like on a scull or a canoe?

Zephan: I'm finishing up my bow certification for a single scull, and I've worked my way up to being able to do 18 km in a single row in a single scull.

Pat: A scull is like crew, for those of you who are listening. I used to row lightweight crew – I don't know if you knew this – and it was one of the most fun things I've ever done. I have so many amazing memories from my time in crew. Actually I got injured at one point and I started to be the coxswain for the women's team, because their coxswain quit, and we won a lot of races. It's just the best feeling in the world to be on the water and do that.

Actually this is making me want to get back into rowing because it's actually very good exercise, too. Rowing and just focusing on yourself and the exercise, that can definitely improve yourself to be able to produce more and be happier and stress-free and that sort of thing.

In terms of saying no, I know I struggle with this as well but I've been getting better. How do you know what to say no to and what to say yes to?

Zephan: That's really tough because I've been asked to do so many great things. For example, one thing that I've said yes to is I got asked to be on a



board of directors for a non-profit that is trying to transform the lives of people in the city of Baltimore. For me, that's a huge calling.

I've always been, I wouldn't say a sucker but, for lack of a better term, a sucker for helping homeless people and helping anyone in need that is less fortunate than myself, so I knew that was a project that I had to take on. Even though I've been extremely busy, I've found a way to clear the space and the time to make that happen now.

On the other hand, I've actually had to say no to quite a few things, everything from being a member of people's mastermind groups to working with them in certain coaching programs or even video projects because you can only handle so much. I think it's just really looking at what all is on your plate right now and saying, "Okay, is this something that I don't have to do right now?"

There are certain things you can always push off. I think if it's something that you don't have the space for right now, but you will have the ability to do in the future, then that's definitely something you can say no to.

I think that it's really a hard choice, and sometimes it really is just you're throwing darts at a dart board and whichever one sticks, but it's knowing where your limit is too, and making sure that you stay healthy mentally.

Pat: I love that and thank you for being honest with that. What is the name of the organization, if you don't mind sharing?

Zephan: It's called Mission Fit and we just got it off the ground. I was actually pulling nails out of the old floorboards 3 or 4 days ago, and we're putting this together piece-by-piece but it's actually starting to look like a gym now. I'm super excited to get people in there and start changing people's lives.

Pat: I love it. You're doing so much to help others, Zephan, and I think that's why it's always coming back to you.



For people who are listening right now who maybe are unsatisfied with whatever it is that they're doing, or struggling with things, I know you're talking about this a lot on your podcast as well so I'd love for you to chime in and just offer any advice that you have for people who are just not where they want to be. You've obviously gone through the transformation, and you're continuing to transform as well. From your perspective, what advice would you offer for those people?

Zephan: I think that the law of attraction is a huge thing here because I remember those days where I would get stuck and perhaps have a breakdown, and I'm walking around the rest of the day in this negative mindset, and I saw it. I'd go to the gym and nobody would talk to me, versus I'd have other days where everybody's talking to me.

Once I learned that like attracts like, positive attracts positive, that was a huge deal and I think that a lot of things fell into place once I was able to be there for others, to be someone who could make them laugh or smile or just help them out. The world has started to help me out as I help others.

It's so hard to explain because it's one of those metaphysical things that you can't really touch or see, but I think that it's only when you let go of the fact that there are so many things that you can't control, and that the world just has a way of taking care of you, that's when it starts to do it.

Pat: It's an incredible thing, and like you said it's not anything you can measure, it's not anything you can see, but it's just like attracts like. It's so true. Thank you for that, Zephan.

What's next for you? I know you have the non-profit that you're on the board for, which I think is great and amazing. I'm into philanthropy right now as well, and I forever will be at this point, and I'm always searching for new things as well so this is really inspiring to me to hear that, but what's on the horizon for you?



Zephan: Right now I'm super excited, actually. I would never have seen myself 2 or 3 years ago writing. I always despised writing. My mom was an occupational therapist and tried to teach me how to hold a pencil properly. She would bring home those little foamy things that you would put around the pencil to make you hold the pencil properly, and I would rebel. Actually as a kid – this is terrible – I taught myself how to write improperly because I was a rebel, so because of that I've always disliked writing, but I have written a book.

It's with the editor right now. When I sent it off it was at about 197 pages. That could mean that when it comes back it's down to like 40 pages and they say that it's all bad, but they have told me that my grammar is much better than I thought it was, so I'm okay with that, but I want to see the final piece when it's done. I'm super excited about that.

The book is called *Life Rescripted: Find Your Purpose and Design Your Dream Life Before the Curtains Close*. It's all about analyzing your life as if it were a movie script. We all have a story and we all have the script of who we are right now, and if you really sit down and look at that story, is it the story that you want? Are you living that story or is there still this story to be written and to be lived? It's all about figuring out what is current script now? What is the story of the life that you want to live? And then figuring out how to get from A to B.

Pat: I love that. It works perfectly into your film background and video background. That's really cool. I'm really excited to see it and read it.

Zephan: I was actually diagnosed with a learning disability when I was a teenager in high school. I could read entire books and I couldn't even tell you what the names of the characters were. I would forget everything, so I was never somebody who I thought was going to do things like this.

I thought I would live by the script. I'd go to college, get a degree, find a job, work it for 40 years and save for retirement, build a family, and that would be it. But I just turned 26 and the script has totally changed.



Pat: Love it. Congratulations, Zephan. I'm so proud of you. I can't wait to see what else is in store for you in the future with this book and even beyond that. If there's anything I can do to support your non-profit, let me know.

Zephan: Thank you so much.

Pat: Where can people find out more about you?

Zephan: YearOfPurpose.com. We've got a podcast available on iTunes and we put out new stuff each and every week, so anywhere within the podcast or Stitcher or things like that.

Also for everyone listening in I'd love to give something away to all you guys. I've created a link at YearOfPurpose.com/spi and it's for you guys only. I've got over 100 video interviews with people. I've got a 21-day challenge where you get a video from me each and every morning that helps you work your way towards more gratitude and happiness in your life.

This is actually something that I tested in my own life, so that's at YearOfPurpose.com/spi. There's so much stuff there. I've never given any of this stuff away for free, and I'm giving it away for free to everybody listening in right now.

Pat: Thank you for that, Zephan. We appreciate you and wish you the best of luck. Thank you again for sharing all this here today.

Zephan: Thanks so much for having me.

Pat: Alright I hope you enjoyed that interview with Zephan Blaxberg. Again just a super inspirational down to earth guy who pulled the trigger and that's really what it's all about and living his life with purpose and hopefully you guys are all doing that too. I want to reiterate that URL that he mentioned which is YearOfPurpose.com/SPI. If you go there, you will see a



nice little video from him. This is a great example of what you can do when you are a guest on another person's podcast. You want to make a great connection from that URL to continuing that conversation on your own site so if anything, go for that reason and you can see what Zephan has to say there and how he's connected this interview to that landing page. It's really smart so check it out for that purpose. Also watch the video. You'll actually see in this video me on stage at the Podcast Movement in that key note presentation like I talked about earlier and I'm actually calling out Zephan's name on stage. So yeah, just really cool videos. Zephan I know you're listening to this and thank you. Please continue what you're doing because you're inspiring me at the same time and hopefully I can continue to inspire you and everybody else out there who is listening.

I also want to mention the links and the resources for this particular episode are conveniently available for you at SmartPassiveIncome.com/session202. Again that's SmartPassiveIncome.com/session202.

I also want to thank today's sponsor for this episode, which is 99Designs.com which is an awesome site where you can get designs done really for anything. Not just your website or a logo or business cards or anything like that, but anything. Like a t-shirt or a mug or a decal or anything that you need designed. You can go through 99Designs.com to do it and if you can't afford that one designer for your business who is gonna be on your team for good, this is a great affordable way to get a quick turn around on something that you need. So what happens is you put a job description of whatever it is you're looking for, you dial the settings a little bit to talk about what kind of style you want and then within a couple days you're gonna get designers around the world competing for your favorite design and you get to pick your favorite one and by the end of the seven day contest essentially if you don't have a design that you like you can get your money back and go from there. So if you go through the URL 99Designs.com/SPI, you'll get \$99 that you can put towards your next



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Thank you so much for listening today and I truly appreciate you and I look forward to serving you in the next episode of Smart Passive Income podcast. Until then, keep pushing yourself. Keep doing that one thing that you know is gonna move the needle and keep living with purpose and doing with purpose. I appreciate you guys. Love you and I'll see you in the next episode. Cheers!

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

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Links and Resources Mentioned in This Episode:

YearOfPurpose.com/spi