

**Ep #118: Freedom Transition from Estate Lawyer to
Real Estate Investor with Mary Hart**



Full Episode Transcript

With Your Hosts

Dr. David Phelps

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Mary: And if someone said to me, "You have a choice, you get to have all your assets or your money, or you get to have these amazing people that you met in your network. Which would you choose?" I would choose the people all day long because money's like Lay's potato chips, you can make more.

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David: Good day everyone, this is Dr. David Phelps of the Freedom Founders' mastermind community and the Dentist Freedom Blueprint podcast. Here today with you to bring you some interesting insights into not necessarily the tactical and strategic aspects of real estate investing and wealth building, although that's what this person and I do a lot of, but I want to give you some insights from her perspective on some things that I think are really relevant to all of us in our worlds of being busy and trading time for dollars. Whatever we do, whether it's dentistry or in this case my good friend comes from the law profession, so there's a lot of commonality there. Before we get too deep let me introduce our guest today. That is the one and only Mary Hart. Hi Mary, how are you doing?

Mary: Hi David, I'm great. Thanks for having me on. I appreciate it.

David: A lot of people probably know you best from Entertainment Tonight, right?

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Mary: Different Mary Hart, I don't have her legs.

David: But you've got a way better personality. You're actually ... I've got to be careful here because I'm married but you know what? You're pretty easy on the eyes my friend so let's not discount that.

Mary: Thank you. I was just saying, you're very sweet, thank you.

David: I mean it sincerely. Let's talk about first and foremost where you and I met. I know where it was and I think you do too. We were both at a real estate conference. I think probably the one I met you at ... Actually you weren't speaking at that one, you were an attendee but people referenced you and I got to know you a little bit at that one conference some years ago and we became fast friends. Then I obviously attended different seminars, workshops. Some where you presented and we got to be friends and we found that we had a real commonality, we both came from the professional practice arena, which a lot of my listeners today are in that realm. They produce good incomes but they're trading time for dollars and they're trying to get off that treadmill.

You and I have both been there and yet we also found real estate as far as our place to build that plan B, building the cash flow that if done right then could eventually replace the trading time for dollars, the active income, and let us really do what we really want to do in life. That's what real freedom's about. You've been on that track but I want people to know that you're a person that's very special to all of us. I say all of us in the real estate arena because you're one of us.

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What I mean by that is that you do what you talk about, what you have expertise in. You do those things in real estate, yet you also do them from the standpoint of where I tell most of my colleagues in the industry, in the Freedom Founder's mastermind community, the way to build wealth is not necessarily go boots on the ground and do it yourself, but it's actually to find other, better people that you can, I use the word partnership loosely here, joint venture, strategic alliances. Ways that you can find are other people that have boots on the ground, investors, operations, businesses. It's really about network, which we can talk about today.

It's about network. Before you got to that point in your life let's go back a little bit and talk about your roots and the fact that you have that wanderlust about you, you moved to and lived in Alaska for many years as you were practicing law and doing other things. Why don't you take us back to the beginning, the Mary Hart growing up years? What were the influences in your life that got you, number one into law? Which, I think you graduated top of class, so you're like genius level but you're a real person too. Tell us about that, how did that all happen?

Mary:

Sure. I grew up in North Carolina and my dad was a doctor, my mom was a stay-at-home mom. Unfortunately my parents divorced when I was 12 under not the best circumstances. I had a great childhood but I remember my mother telling me when I was a teenager to make sure I always got a good education and could support myself in case I ever lost my husband. Which ultimately did happen by the way.

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In any event, that drove me I think to decide that graduate school was a given. I couldn't just do college, I had to go to graduate school. I decided on the law, as an economics major in college decided on the law because I couldn't decide exactly what I wanted to be when I grow up. I'm not sure I've decided yet but in any event the legal degree seemed to me to give me the most flexibility. So I went to law school, not knowing what I wanted to do. I took my first estate planning class and fell in love with it and after I graduated from law school I became basically an estate planning attorney. Over the years added in real estate and business and whatnot.

I've been practicing now since 1991, so I guess this is my 26th anniversary of the law this year. I became a real estate investor probably about 14 or 15 years ago. I've been doing that hand in hand over the last number of years. Started my own firm 11 years ago and just a few months ago decided to go solo practice and narrow my law practice a bit so that I could concentrate more on being a real estate investor and helping just those people who really needed my unique skillset. That's where I am right now. Does that answer your question.

David: Yeah, yeah. Very good. Let's pick up on that last part, because a lot of the people we know Mary that are, again they're well accomplished in life, they have higher education. They could be in law, in accounting, in dentistry, in medicine, veterinary practice, whatever. Obvious creating good enough life styles with enough security, as long as they are working or are capable of working.

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That's all good but at some point there's a burnout. You run out of time. Maybe the body can't go that long and there's a fear factor out there. You know it, you've seen it. Particularly in Freedom Founders, doctors with great practices coming but there's this fear about, "How do I get off this treadmill? How do I make the switch from active to passive income? This real estate looks pretty good but I'm kind of skittish about it because I've heard people lose money at it or I've tried other things and I've lost money. I'm beat up, beside myself."

You went from the law practice you started 11 years ago with multiple associate lawyers in it. It allowed you, I know because I've watched you, it allowed you to do a lot of travel. Now you've decided to streamline that. As you said, now to go back to more a solo where you don't have that business ball and chain, if I may say that, because I know how it is with the opportunity to focus now you just said on investing in real estate.

Are you saying you're at that point now where obvious you can make good trading time for dollars money, you can do that, you have done that, you could continue to do that but you'd like to actually do that on a more optional basis, maybe with certain clients, and really focus on what you've discovered, or you know to be, the real wealth building, and that is in real estate? Can you talk a little bit about that, the decision making process that you've gone through to that final decision?

Mary:

Sure, sure. This has been something that I've been coming to for several years because frankly practicing law has been my identity for a long, long, long time. I love the help that I give to people in the law practice and it's nice

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to feel needed. It's really, really hard to step away from this both mentally, emotionally, somewhat financially, it's a little fearful, but I've certainly realized over the last number of years particularly as I've joined more masterminds and networking groups that trading time for dollars is not really what I want to do.

I'm almost 54 years old, if my money doesn't learn how to make money while I sleep I'll never be able to quit my job, so I have slowly been growing my passive income and I just decided at some point I need to take a leap of faith and just step away from the really, really active practice of law and just keep the certain small subset of clients and turn my business into what? You've heard me say this before, a backpack business.

I have several vacation rental property, I have a farm in Kentucky. I like to travel, I like to go to masterminds and teach around the country and I want to still be able to do my work from wherever I am. I'm narrowing my focus and taking my practice smaller and more digital and technological based so that I can do this from anywhere and spend more hours networking with real estate investors and doing deals and growing my passive income.

You know this, I just got back into the office today for the first time in 40 days. I spent 22 of the last 40 days with real estate investors, traveling through Europe and then in mastermind in Kentucky, and then some time vacationing with my children overseas. When I came back to the office today, although I had a huge pile of stuff that I really don't want to have to go through, what I loved was I kept finding checks in that pile of mail.

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David: Yes. Yes.

Mary: Rental checks, loan checks, private placement checks. I was like, "Oh my gosh, another check." It was so exciting, and I realized I was gone and having fun with real estate investing all over the world and checks were being put in my mailbox. I love that. I want more of that, so that's what I'm doing.

David: You know, that's a really good positioning, inside all that mail. I've done the same thing, where I've been gone maybe a couple weeks at a time and you come back and yeah, there's always that stack of mail. Maybe someone's gone through and streamlined some of it but when you get really down to the good stuff, seeing all those checks, it is, it's a proven point that you can be out and doing whatever you want to do and your money's working for you because you created the assets that create that cashflow that allow you to go do what you want to do. That's really, really a big point.

By the way, you talked about the trip you just came back on, I think it's also we should not leave out the fact that you are the proud mother of three awesome young men. Part of your desire, I know, to be free, not having to be scheduled to an office environment day after day after day is, you want to be around your sons who are growing up and finding their own place in the world. I mean literally in the world, right? Do you want to talk a little bit about that and why that's such an important part of your lifestyle today?

Mary: Sure, absolutely. I do have three sons, as you said. My oldest is 25, and then I have a 22 year old and I have a 17 year old. Two of my children are basically out of the

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nest, one has one more year of high school. My kids have turned out to be world travelers and adventurers. Maybe they got that from me because I certainly love that, but my oldest son is living in Turkey, teaching English. He is probably going to be there at least two years and has already told me his next gig is probably going to be in Morocco.

He doesn't know when he's going to move back to the US, if ever. My middle son is studying in Spain right now and has been traveling all over Europe. He's coming back to finish his senior year of college, and then who knows where he's going to go? My youngest son, who's finishing high school in a year, has already told me that when he graduates from high school he wants to go spend a year in Tibet, in Nepal and other places like that. So if I want to see my children or my future grandchildren I better be able to do what I do from anywhere in the world.

David: Yeah, absolutely. They definitely have that wanderlust DNA within them as well. It didn't get too far away from the source, did it Mary?

Mary: Nope. I think I can't blame anybody else for that.

David: You wrote an article recently, a blog post. I picked up on that and it's one of the things I want to talk to you a little bit more in depth today, and we're kind of circling around that topic today a little bit, and that really is creating your ideal life style, and really the fact that I think so many people that work so hard always put things off till someday. You know? "Someday when I get all these things right then I'll start to live." See, you're the opposite of that. You're saying, "I'm not waiting until Sunday, I got things to do right now. I got people I want to be around. I

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can make this work." But you had to take a little bit of that, as you called it, a leap of faith.

That leap of faith wasn't just something that you just went out on a high wire with no support. In other words you've talked a little bit about masterminds, being around other people and how that's really changed your thinking. I know that for a fact because it's changed mine as well. Your article you wrote was entitled, Your Network Is Your Net Worth, the amazing power of mastermind's networking and financial friends. A lot of people don't really get what this all about.

When I talk about masterminds and being a part of master minds or talk about the Freedom Founders mastermind that we do for our dental and professional practice colleagues, people, they kind of glaze over. They're not sure, is this another seminar? Is it a conference? Is this a cult? From your standpoint Mary, and your article is so good we'll probably have to reference it. In fact we will. We'll put it up, we'll link it to the podcast for one, because it's a really well written article.

Let's talk a little bit, to you what is a mastermind? How would you explain it to other people? What has it personally done for you, the different masterminds that you have been a part of and I know you are a part of today?

Mary: Yeah. Mastermind is a term, as you know, that was coined by Napoleon Hill in the book, Think and Grow Rich. Which is as I say in my blog post, it's a must read for anybody who's serious about growing their financial, emotional or spiritual wealth. It's a great book. What I get out of it, it's a gathering of people who have common

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interest, who come together to teach to each other, learn from each other, share ideas, help each other grow.

It is truly one of the most giving experiences I've ever been through. I started going to masterminds, gosh I don't know, four or five years ago when I got invited to join my first one. I'm a member of several and I teach to several others. By virtue of that I've experienced a lot of mastermind groups over last four or five years. Literally I can say without a doubt it's had one of the most profound impacts on my life as anything I've ever done. It has changed me completely.

It has opened my mind, it's open my world, it's made me think very, very differently about my why. What I do, why I do what I do, what else I'd rather be doing a little bit differently. The people that I've met have become my friends, they've inspired me. They've listened to me talk about the dilemma, do I quit my law practice, do I not quit my law practice? Do I change it? How do I do it? Truly with the help of a lot of people in masterminds I have been able to clarify my why, my goals, how I accomplish my goals and what I'm probably very capable of. We all have that self-doubt sometimes.

Even, I graduated number one in law school and I've been very successful, we all have those doubts that creep in. The people that I've met in the masterminds have really helped me feel better about it and said, "Oh my gosh Mary, you can do this. This is absolutely in your wheelhouse. You should go for it." Had I not participated in these masterminds and met people like you David, and the people in your group and other groups I participate in, I'm not sure I would have had the guts to do what I'm

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doing. I'm very excited about my future and I credit all of that to what I've learned and been inspired by through masterminds and other networking things like masterminds.

David:

Yeah, there's a real belief aspect to our lives, right Mary? I think way too many of us, myself included obviously, my early years I was on this one way track that said, "Go and get the highest education possible, and go into a career or profession." That was going to be true freedom.

To some extent it does give you some choices but still at that point, in one's life unless you get outside and find other people that you can gather a different mindset, you stay channeled into this, again, this trading time for dollars. You try to better yourself or better your life but it's all about just improving you. We're only one cog in a system and if we're always trying to accelerate our trading time for dollars there's a limit to that. There's only so many billable hours per day, right? You can only go so high on the scale, in terms of, "I'm a great, great, great lawyer. I'm a great, great, great, great dentist and a few people will really want to take advantage of what I have to offer."

That's true, but there's still a limit to that. So there is that fear, there's that doubt, self-doubt, that many people have about making a change. The fear, life isn't perfect right now, there's something in my inner soul that says, "I'm not satisfied. I'm not fulfilled," but I can't really identify what it's coming from and I'm really afraid as heck to make a change. Because at least I'm sustaining my life right now, my family, I'm providing security. I'm afraid to step out, as you said with that leap of faith. Is there an accountability

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that comes along with being around a peer group of people you know, like and trust and don't have an agenda on you that helps you see beyond your own fear?

Mary: Absolutely. When I'm in these mastermind groups and I'm talking to people about my decision making and what I'm thinking, what I'm doing, if they encourage me to do something and I don't do it I don't like the way I feel when I have to go back to that group and say, "Yeah, I know you told me this and I think you're right but I didn't do anything. I didn't follow through."

They help me realize that there's seven days a week and someday is not one of them, and that when you are trading time for dollars, time gets even shorter the older you get, you don't want to trade your time for dollars. That accountability has been a huge piece for me because I know that the people that I become close to in these masterminds, they've got my back, they support me emotionally, spiritually and I can call them up any time, and that if I don't do anything they'll call me out on it.

I have great friends here in Asheville where I live who are not involved in these types of groups or in real estate investing, and they're great friends for many reasons, they don't hold me accountable for this type of thing because it's not something they're thinking about. I couldn't live at this point without people like you and Freedom Founders and other groups that I participate in. They definitely make me better and hold me accountable.

David: You call your friends in mastermind groups that you're a part of Mary, you say that, "They become my second family," Yeah, right. These aren't just fellow colleagues that you just saw at a CE course somewhere. No, these

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are people, as you said they become your real friends and in many respects become financial friends. Can a talk a little bit about the financial friends aspects? What does that mean? If I come to you and I need to borrow some money do I get to just borrow it from you Mary? What does that mean?

Mary: Sure. Financial friends, I can't take credit for that term. I think I probably heard it from Walter Walford and Quincy Loan the first time. People who are now my second family started out just as one, people sitting in masterminds or networking groups with me that I didn't really know, then they became my financial friends. Meaning that we had similar financial interests and concerns.

We were learning the same type of information so that if you came to me and wanted to have me be your private money lender because you were a flipper, I understood what that was all about. I understood the paperwork and we could talk on the same level, in the same language. We became financial friends and could help each other out, do deals together, borrow, loan, buy properties together, whatever.

Over time, mostly through the mastermind setting, those financial friends became my true friends in every sense of the word. I say in my blog, it's not really a blog it's just an article I wrote on an airplane but, these people that I've met have become my sounding board, my business coaches, my relationship counselors, my clients, my deal partners. They're the reason I can continually improve my life and my relationships and my business and my net worth. These people have been my trustees, my 1031 agents, my travel companions, my teachers, my dance

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partners literally, my wing-men and women, and my middle of the night confidant. I really mean that. I have laughed with these people, I've cried with these people. They know my greatest hopes and biggest fears.

They are my second family. They know more about me than anybody in my real family, and I'm close to my family. But I don't spend three days sitting in a room with my family, discussing in great detail my hopes and fears and what I'm trying to accomplish, and what my goals are, and my why and what I care about. My family doesn't know that because I don't share that with them like I do with the people in the mastermind. It truly has changed my life. I'm so thankful for all of you who are in these masterminds with me. It's incredible.

David:

I think the problem Mary is that in order to I think be truly free in life and have the lives that you and I and other people that we surround ourselves with, to have that freedom, to have a larger impact, to live life today to create the memories that are important to us. It's not just all about the money. Yes, money is important and money is something that allows us to trade that money for freedom, but you have to be a bit contrarian.

I think that's what you're saying, is there are so many people that are family members, people in our social communities, maybe within our own trade association, that are good people but would you say that a lot of people just don't get us? They really don't understand and so that's why we wouldn't share that because a lot of people would roll their eyes and go, "You're going to do what? You're going to leave, you're going to shut down this big law practice and you're going to go solo," or for

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me, "You're leaving dentistry." People look at me sometimes they go, "Wow, dentists make a lot of money, how could you do that?" I just go, "I'm sorry I don't have time to explain." Right?

Mary:

Absolutely. I grew up in a family that was all doctors. My grandfather was one of the founders of Duke Medical Center. I was encouraged to be a doctor, and if I wasn't going to be a doctor then I had to be a lawyer or stockbroker or CPA. My family, they're wonderful but they're still kind of like that. I was worried that my mom wouldn't like the fact that I was quitting my law practice. I wasn't quitting but changing it.

Before I even said anything to her one day she said, "I think you should sell your law firm." I was just getting ready to say, "Oh my gosh mom, you get it," but then her next words out of her mouth were, "But you do need a job so you better go find a job with somebody else." I was like, "Oh Jesus, really?" I couldn't even talk to her about it. They really don't understand, I do law and I do real estate investing.

They have no idea that my real estate investing career, actually what I earn every year is twice what I earn as a lawyer at least. My family has no idea about that because they wouldn't understand it. I don't even want to get into it with them. I've tried to talk about it a little bit and I just get shut down. That's why I seek out people like Freedom Founders and other masterminds that I participate in, because you guys get it. You support me and I can learn and grow and do the things I want to do and not have to tell my mother about it.

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David: Right. It's a small percentage of people that do get it, but those who do get it Mary, those are the people we like to be around. I think same thing happened to me. I made a good living in dentistry but all the time I was in dentistry, just like it has been in law practice, I was building wealth outside of the practice and really building more of a long-term, the passive cashflow, the net worth, it was compounding much faster than I could ever compound the value of my dental practice.

In fact, probably four or five times greater was my net worth in real estate when I left my practice some 13 years ago. I explained that to a lot of people, a lot of people like you said don't get it but I think the key things that relate back to the mastermind and financial friends is the fact that you and I, and really all the people that come to Freedom Founders who are still busy in their practices, most of them, building your net worth in real estate, real estate is just a vehicle.

Most people intellectually understand, "Yeah, real estate is a great place to be," but what they try to do many times Mary is go out and do it on their own. They think, "Well, I have to do it on my own," and either, "I'm not going to do that because I tried that once, I tried to be a landlord, I tried to flip houses and I just got my head handed to me, and that's going to be the case." But what we find in the mastermind is, the tangible return on investment of a mastermind is that community of like-minded people, where we create our own economy. A commerce that's kind of like what I call the law of the retail radar. Meaning, we do private lending and we do joint ventures and things like that with the right people. That's what you're talking about, right?

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Mary: Yeah, that's a big piece of it. The other piece of it is, somebody in that room has probably done what you're talking about doing and you can learn from their mistakes and learn from their triumph. I've met a lot of people in this world who tried to do it on they're on and literally, like you said, got their head handed to them. I can think of several people off the top of my head who have said to me, "Oh my gosh, I almost never got back into real estate because I just lost so much money, and then I realized, no I can do this. I just need some help."

There's this one young man I'm thinking of, who literally was almost bankrupt. He was working at a sporting goods store; his boss was 10 years younger than he was. He was making 10 bucks an hour. He had lost tons of money in the real estate market, trying to be a flipper and not knowing what he was doing. He stumbled across another colleague of ours, Jim Ingersoll, a guy who does a lot of what you do David and helps people and teaches them. He decided, "Well you know, I'm going to give this one more try." I think he was late twenties or maybe 30 years old at the time. He went from almost bankrupt and making \$10 an hour to \$100,000 in one year.

David: Wow.

Mary: He credits that specifically to doing it right with experienced people and being willing to be vulnerable and ask questions and listen to what the more experienced people had to say. His story is remarkable. Now he goes out and he teaches other people and he helps people. He's still a very, very active investor, that's his main gig, but he's drunk the Kool Aid and believes in helping new investors. It's really fun to watch that.

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David: Yeah, it's awesome to see people get in that mindset and then be so willing to pass it onto other people who are willing and open to hearing it. That's truly the fun of reaching freedom, it's because now you can impact more people. As long as you yourself are not free, you're struggling to try to figure out your own life. Once you can get beyond that, I call the red line, then boy, life it just turns. It's like now you can enjoy your family and other people. It's amazing how the viral effect of that starts to take over. The more people I can see get passed that red line, you see the tension in their face goes away. It's amazing to see the change.

Mary: That's what I found myself. I'm doing, we'll probably talk about it, the Knowledge is Money event, where you come and teach with me. When you're at a place where you have information to share and you're financially comfortable, you can do things like this event that I put on. I don't make a lot of money on this event, I'm doing it because I want to think bigger and reach more people. My financial friends network are there to come speak to my attendees. It's great. I couldn't do that if I were struggling just to make a living. If I were just practicing law I'd be in the office all the time, or I'd be struggling to make a living. My real estate investments have allowed me to think bigger and help more people by far. It's awesome.

David: No doubt, no doubt. That's where I want to go because this is your second year to run and to facilitate and host the Knowledge is Money summit, which is coming up next month. Right about, almost exactly four weeks away. We'll give the dates here in a second. That's the Knowledge is Money summit. I was grateful and privileged to get to be a part of that last year and will be

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again this year. But yeah, it's exactly what you've done, you've brought, I think cherry-picked some of the very best people from your different mastermind groups, your association, your network, and you're bringing them to one place where the topic, the subject matter, the thought leaders, not just from the people who are presenting but obviously I remember you had such a strong group of attendees in all different aspects of real estate investment, whether it was active or passive.

The network and the strength of that community that you've now served twice now is amazing. Let's basically give a little bit of breakdown, what the format is and a link to where people can go and register. I will tell people, if you want to fast track, if you're thinking about how do you go from active income and you think real estate is the way to go, Mary's created really a great conference, a great summit where you can come and in two days really be impacted by a number of great people that she's brought with a lot of very varying areas of experience and expertise. You'll able to plug in and figure out and get clarity and focus on what your next steps will be. Talk about the summit a little bit Mary.

Mary: I will do that but before I do that I want to backtrack just a hair. I know David that you and I both say, and I know other people say this, "Your network is your net worth." I truly believe that, and if someone said to me, "You have a choice, you get to have all your assets or your money, or you get to have these amazing people that you met in your network. Which would you choose?" I would choose the people all day long because money's like Lay's potato chips, you can make more.

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Friends, that takes time to grow and experience things with them. When I look back, and I tell my children this, "You never know where your next best friend, client, spouse, anything, you never know where they're going to come from." I can trace this back, whatever, however many lines back, probably eight years, somebody told me to go take one of Dykes Rutherford classes to learn self-directed IRA. I did that in Atlanta and that led to me teaching with Dykes, which led to me ... I think that's what you asked me to teach for your group because you heard I spoke for Dykes and we met through some conferences.

Anyway, fast forward however many years now, eight years, and I'm on my second year of an event that last year we had 100 attendees from 16 states and Puerto Rico, we had eight speakers last year, this year we're going to have 10. That all started because someone asked me to go take a class in Atlanta on some subject I'd never heard of. I went to take that class, self-direct IRAs, and now I'm getting to help facilitate financial freedom for 100 people who show up and listen to people like you talk about that.

You and Dave Steck and Jim Ingersoll and all these people who have been really out there trying to help people gain financial freedom. All of you that I've met through various masterminds and networks, all of you came last year and this year on your own dime. What a generous gift you've given me. I don't make a lot of money from this conference but you guys come and you do this for me and you speak. People went crazy about it last year.

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For people who want to hear testimonials from last year, the website is knowledgeismoney.net, dot net not dot com, knowledgeismoney.net. There are testimonials on there and there's also the video for sale from last year. This year it's going to be June 9th and 10th, exactly a month from today, in beautiful Asheville, North Carolina. June is going to be an awesome time of year. Last year in April it was a bit chilly that weekend. We have 10 speakers and I think we even have a bonus lunch presentation. 10 speakers over two days. We'll have great discussions, we'll have some panel discussions.

I know David you're coming back and you've got a great topic. All these topics can be found on the website, although I think there are a few speakers who haven't quite given us their exact headline. We've got Dave Steck coming back to do the state of the union in real estate. He's done lots of research with his son who's one of the owners of LendingHome, who's this amazing company. They've done a lot of research on where the market is going right now and in the next year. He's going to be presenting again.

We've got some great topics. I'm very, very excited about it. I'm not sure what else you want to know. The rate is \$597 for two days, but people in your network can register with the code capitalVIP and they get 100 bucks off. We have a hotel block in Asheville that I'm not sure if the link is expired, but if you do register there's information about the hotel. If you are going to come, book a hotel because June will be busy in Asheville, very, very busy. I think it's going to be phenomenal. I can't wait. I'm glad to be back from my 40 day venture so I can start focusing on this summit.

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David: Yeah, it's coming up fast. As I said, you ran the first one which was extraordinary. That's not always to do so I know this one coming up will exceed that, because again the people you're bringing in. The website is knowledge is ... Give me the website one more time, I don't want to blow it here.

Mary: No, it's knowledgeismoney.net, knowledgeismoney.net, all one word, knowledgeismoney.net.

David: Got it. The code for a discounted rate for people would be capitalVIP.

Mary: Right, as in Very Important Person, capitalVIP.

David: Got it, got it. Yeah, no, I'm looking forward to being there. You're right, Asheville's beautiful that time of the year. People who, again, are thinking about wanting to figure out what their fast track is, to figure out, see a little bit, this is not actually a mastermind but it's people from the mastermind groups, so you're going to get to meet some people, hear some people speak.

Again, the people, the attendants, some amazing people there too. It's people that think differently. Even if you haven't begun to do much real estate at all but you're thinking about it, don't fear that it's going to be over your head because there's a great place for everybody. No matter where you are along the spectrum, I wouldn't miss this. Whether I was speaking or not I would come because of the caliber of the people that will be there.

Mary: Yeah, we have everything from brand new real estate investors, never done a deal, to people who do 200-and-some flips a year, or private lenders who are lending

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millions and millions a year, everything in between. We've got lots of people and lots of great networking opportunities. We'll have lunch onsite, it will be catered in. It's part of your registration fee so you don't have to go out to lunch. We'll have a cocktail party the first night, probably cash bar, I don't know if we'll have one drink for free or it will be all cash bar. Lots and lots of opportunities to hang out. We'll have some pastries and stuff in the morning I think. Lots of good networking opportunities.

David: Perfect. I think everybody should think long and hard about coming and meeting Mary Hart and the rest of the folks that will be there speaking and in attendance. Great place to network and build your net worth. Mary Hart, this has been a lot of fun, thank you so much for your time. Get back to opening up those checks, the passive metal box money, and get those deposited right away so you can get back to work. Get them back to work Mary, lazy money's no good so get it working.

Mary: I like that, lazy money. I want to thank you for having me on. It's been really fun to talk to you. I always like to talk to you. If anybody does want to read that article I wrote about masterminds, and I think I credit you in there too as well David, it's on my website at maryhartlaw.com.

David: Perfect, we'll link to that in the podcast notes and also to the Knowledge is Money summit. We'll link to both so people can get it from your website or we'll put it in the podcast notes, either one. People need to act soon because a month goes by very, very quickly and your conference only has so many seats available.

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Mary: Yeah, plus we have to get the food count, that's really important if you want the really good lunch you've got to let me know so I can get you in the food count.

David: If you want to eat, yes, very important that you get your name and registration, otherwise you have to bring in the-

Mary: That's the most important part.

David: Exactly, exactly. All right, thanks so much Mary. It's always a pleasure to talk to you. I'll see you next week in Dallas at the Freedom Founders' meeting.

Mary: Yes you will. We'll see you soon. Thanks David. Bye bye.

David: Bye.

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