Ep #125: Reaching Critical Mass for a Freedom Lifestyle with Andrew Holmes

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David Phelps

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Andrew: You know, I have failed my way to where I am til today. Make small mistakes, take small steps to the next step, to the next step, to the next step, which leads to a great outcome. At least, that seems to work for me.

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David: Good day everyone, this is Dr. David Phelps with the Freedom Founders Mastermind Community and the Dentist Freedom Blueprint Podcast. Here today with someone that I've gotten to know in the last year or so, someone who I have a lot of respect and admiration for in his business growth, his models, his vision, and I really feel like core values are all centered around the right things in life. I think that's the key to most people who are successful in life today. Those are some of the key elements in what they do in their foundations.

Mr. Andrew Holmes is the number one flipping team in Chicago, currently owns well over 160 rental properties, which is over $20 million in actual assets owned. He's done over 800 deals in the Chicago market and has an eight-figure real estate business, which he's created in just the last eight years. He's also the number one Real Estate Association person, or founder, in the Chicago area. Maybe that's nationwide. We'll talk a little bit more about the reader groups which are involved with Andrew.

You have a live radio show, which I have been privileged to be a guest on, the Real Estate Live with Andrew

Holmes on AM 560. You've also shared the stage at a number of events with some well-known people such as Les Brown, Lou Dobbs, other experts. So really, in a relatively short period of time, you've elevated yourself to someone I know that our industry, real estate, has really found someone that is a leader. You're a thought leader, you're an influencer, and you've built a great business.

I think people always want to know what is it about the person, in this case, you, Andrew Holmes, what is it about you? What's your background? Give us some idea about where you came from and maybe was there some things early in life that were instilled in you by, was it parents? Was it other people? Teachers? Who instilled some of the virtues that you feel like are paramount in the way you drive your life today?

Andrew: I guess that's an interesting place to start out. You know, talk about Les Brown. Les Brown made a statement one day and he says, "All I am and all I will be is because of the credit to my mother and father." Truly, I feel I was very blessed. Both my parents did fairly well. They're both physicians and they kinda set the bar pretty, pretty high. I grew up in India. I was born here in the U.S., but I grew up in India. I was that naughty kid that was always ... I didn't know what entrepreneurship was, but my parents would go operate at a hospital and I would tell them, "Why don't we own the hospital?" I was kinda always the odd kid out even when I was a kid.

I always was intrigued by why somebody had what they had and how they got there. That has always fascinated me. Rather than looking at somebody as jealousy, I've always envied people who do more and who start out with less. So I was always trying to figure that out and yet, in an Indian family, you're not supposed to ask those questions because talking about money is not really a good thing. You're supposed to study. You're supposed to become an engineer or a doctor and then you're supposed to be happy with that life.

And I, for whatever reason, even though they set the bar very, very high, my mom always used to make a statement which used to bother me and it took me til now to understand. She said, "You know, we're professionals. We're not business people." And I'm like, "Mom, business people seem to own the places where you guys go and operate." They were self-employed, typical surgeons and they took a lot of pride in it. As hard as they worked, what bothered me was that just because they worked hard, didn't mean that they could do more charity. My dad, at 40 percent of his practice would do charity and I always tried to convince them, let's build a big hospital. You make lots of profit. And employee three or four doctors and do more charity if that's what really drives you.

It never made sense. It took me til now to realize that, for some reason, somewhere, that influence came through. I had some people that were maybe around us that weren't as sophisticated, weren't as polished, yet were pretty big business owners and I always compared them to my parents. My parents had all the education, yet even though they were very well off, they weren't quite at the level of these people who were, my mom called "business people". That's, I think, where that bug got into me somewhere.

David: That's interesting because, Andrew, you know that today we're speaking to, probably in large part, a number of business owners, but that are not really business owners, they're more like your mother and dad. And, actually, my father was a physician as well. Self-employed, well educated, serving well, creating good enough lifestyles for sure, but trading time for dollars and probably having overall less impact than they could, as you just stated, by leverage, by scaling up, if that's what's in someone's heart.

So we're speaking to my group of people. I had to learn the same thing. It took me many years in my career. Even though I had entrepreneurial spirits within me from a very early age, I still went down that pathway that my father went down just because it was respected and, as you stated, from your parents, you do well. You could do well, you're respected, you had the education, but there still was the lack of ability to have a greater impact.

Sounds to me like you saw all this, your vision, and you are one of those, as you already indicated, who observed but still questioned. You questioned everything. Not to be disrespectful to your parents, obviously, who instilled many great values in you, but to say, "Why should we just do it that way?" Did either of your parents, did that ever rub them the wrong way or did they appreciate your questioning? Because you said you're not supposed to talk about money and business, so how did you deal with that?

Andrew: My mom never came out and said this, but I know many, many times she probably thought that why can't my kid be normal? They've done exceptionally well, we're very blessed. What happens in, at least the culture at the time, was that because I was a naughty kid, it was, "Oh my God. Your parents are XYZ, how could you be naughty?" I'm like, "Hey, I'm not doing anything." I wasn't doing anything bad or anything, it was just I was a naughty kid. I think, a lot of times today, my mom looks at it differently. It took me about 35, 38 years to prove that maybe I had some thoughts that made sense and she agrees today.

But yet, at the time, I couldn't really articulate what my vision was, what I wanted to do, and that has made sense. Today, the entrepreneurship, even in a country like India, is a concept that's accepted and entrepreneurs are praised. In the last 15, 20 years, things have changed. Yet, at the time, I think she used to go to my teachers and ... I still remember I had this one teacher that used to tell my mom, "He's going to be fine. He has a lot of leadership skills and entrepreneurship skills." I had no idea yet what those two words meant, yet I really liked that teacher because she was supportive and I could tell as a kid. I think it takes time sometimes and I'm sure we've talked about this that maybe today she would look at things differently, yet ...

But still, like I said, a cherished childhood. And I was very blessed to have parents who really, I think, instilled two things: work hard and do the right thing. That has paid many, many, many dividends. I think the foundation was built correctly. Now what you do with it is your deal.

David: Very well said, very well said. How old were you when you came to the United States, came back?

Andrew: Came back when I was 17 years old, so I was in high school, 11th grade.

David: 11th grade? You graduated from high school, were you in the Chicago area at that time? Is that where or were-

Andrew: I was actually in a very, very, very small town in West Virginia, of all places. About 2000 people in the whole town. So I went to a very small high school.

David: Okay. Then after that, after graduation from high school, what was next? At that point, again, here's Andrew questioning everything. Now in the United States, is it greater opportunity? Are you starting to see the picture? Is it starting to form for you at that time? How did you make the move into real estate?

Andrew: The best thing I remember after moving here, two weeks after that I went to the library. In India, we didn't have public libraries like we have here, at the time at least. I was fascinated by business so I would go to the business section. I still remember the first book I ever picked up that wasn't forced upon me or I picked up. It was called *Entrepreneurs are Made, Not Born*. That's the first time I realized that there were other people that thought like I did. I thought I was the only crazy one out and I realized that people actually think this way and there was nothing wrong thinking the way I think.

So that led to journey into college and college I was up to similar things. I tried buying stocks on credit cards and finally I took ... They give you the Pell Grant or whatever type of aid that they give you when you're in college and I took that and I bought some real estate course with that money instead of buying books. For good or for bad, at 19 years old, that was my foray into real estate.

David: That's interesting. So you had a chance to look at stocks, Wall Street financial markets, and you had a chance to look at real estate. Can you give me just a quick essence, a sense of why you fell to real estate, why you didn't stay on the financial market side? What did you see at that young age?

Andrew: Like most people who are looking for answers, you tend to read. So I'd read every book I could find. My friends would go out party and they always found I was kinda weird because I was fascinated by people who owned businesses. Again, in the same town, I found people who owned Subways, I found people who owned funeral homes, I found somebody who was a business owner and I would go and, a bunch of them, I would go and offer to work for them. They're like, "We don't have a job." I'm like, "No, I'll just come and do whatever you want me to do." Initially, they look at me in a weird way and after a couple times they realized I was dead serious about what I was doing.

I happened to meet a guy. I think the gentleman has passed away now. He owned a company called Mylan Pharmaceuticals. They make, I guess, a lot of generic drugs. He said something to me that kinda make an impact. The only guy in town who had a Rolls Royce was him. At the time, as a 19 year old kid, it was like, "Oh my God. He's got a corporate jet and a Rolls Royce. I wonder what he would say." I sat down with him one day and he's like, "You need to get yourself exposed to business people. And a lot of my wealth I park in real estate." That's what he just said. And somewhere it stuck in my mind. I didn't know what parking or wealth in real estate meant at the time. But I was like, "Well, if he says real estate, then I need to really look into it." That led me to get my license. I thought that was investing, I would be a great investor if I got a real estate license.

I failed my way to where I am til today. Make small mistakes, take small steps, to the next step, to the next step, to the next step. It leads to a great outcome. At least that seems to work for me.

David: I think that's really prudent. I think George Wilder has a quote, something to the extent and I'm really, really paraphrasing, but he says, "People that sit and analyze, analyze, analyze for fear of making a mistake never get anywhere in life and if you just take some steps forward and make some decisions, be they right or wrong, those decisions will move you to the next thing." And I think that's the problem with too many people.

Let's go back to doctors and dentists. We're trained to be perfectionists because when you're working on people, you have to be. You've gotta have that mindset. But outside of that arena, the rest of the world, the rest of life, is you've gotta take some steps forward and take a little bit of risk and not be afraid to "fail" or test something just for the fact that you're gonna learn something out of it and take the next step. Too many people, I think, just hold back. Gotta wait until everything's perfect. Gotta wait, gotta wait, gotta wait. And you can't. You can't wait for everything to be perfect because it never is.

Andrew: No, I couldn't agree more. I think at some point ... I know now that I look back, some of the ways I did things, maybe I could have had an easier time finishing college, getting a normal job, so on and so forth. I don't know. But I bumbled my way from one thing to the next, but one thing I always did was ... I think I've always been attracted to people who do rather well. I don't know why. And I've always tried to make friends with them. And I would ask them for anything.

A lot of times, what I've found it, that other business people who have succeeded at something, once they realize that you're ambitious, once they realize that you really want to learn, they will sit down and share with you. Anything that I know today, I think it comes from there, that as you get to know more and more and more people, the more successful you are. Whatever they say can be bulleted down to maybe five or ten points. And that is what has worked always for me is because I would go out to motivational rallies, from Amway to anything you can think of. What I noticed was that all people who were highly successful were kind of quirky. They were not normal by what you ... They didn't fit in a box.

What I realized was that it was okay at some point in my life to be quirky. Not everybody's gonna agree with you. Not everybody's gonna like you. And I think that was the stepping stone that whenever I was a real estate agent, whenever I started investing, people will agree with you but they're like, "You're kind of a bit strange." You have to become okay with being a bit strange if you have crazy ideas, crazy dreams, and crazy thoughts.

So that was the journey that led me into being a real estate agent and I was very fortunate to meet a guy by the name of Mike Ferry. I was dead broke at the time. And he ran a very, very, very successful business in terms of helping real estate agents learn how to sell. That changed my life.

David: So if I could sum this up, and this is really good, I appreciate you going into this because I think so many people want to go right to the tactical aspects, how do you make money? How do you build wealth in real estate? And that's all good, but you've gotta have the right mindset and I think it's so good. Not only is this good for my listeners today, but we love to go back and help the generations coming up and I think what you just, in a nutshell, boiled down was you have a formal education, you appreciate formal education, that's what your parents were about, but you've taken the steps further and I would say, Andrew, you are the sum of many things and many people. You didn't just rely strictly on your formal education to give you the license or the ability to go do the next step.

You look at the apprentice model and that's what I think you've done. You go find other people. You get exposure to other businesses. You're a seeker and you would go wherever you had to go to find those fewer and better people and dig in and not just take away from them, but as you said, "I just want to work for you. I just want to come work for you. I want to see how this works. How does a Subway franchise work? What makes this thing tick? Why did you get into it?" Plugging away, digging out from their mindset, their wisdom, their experience, and how much of a fast track that is. Again, nothing against formal education, but it is what it is. And you've gotta get out there and get exposure to what the real world tells you. I think that's golden. That's golden. I just wanted to not let that slip by here.

Now we need to fast track a little bit here because I know people do want to say, "Okay, Andrew, how did you go from being a licensed real estate agent who was listing a lot of property," and I think you did that up until about the downturn, so obviously real estate was in that up market during that period of time. And you were good at what you're doing, you're a good communicator, I assume you did really well. Take us through there and then what flipped the switch for you to turn you into what we now would call more of an investor or business owner.

Andrew: What I found was being a real estate agent, for most people, you start out, you're kinda broke, you work hard, you get some things right. My thirties, I had started doing very well. But I thought half million, six hundred thousand, seven hundred thousand would be a good real estate agent. I thought I was doing pretty well. Yet, the challenge was people who I was selling properties to, investment properties, or a lot of properties, I did not agree with the way they were investing. Which was, I thought they were taking artificially very high risk. They were buying properties with negative cash flow or low cash flow. They were buying properties with no equity or upside down and the bank would just appraise it with numbers that made no sense to me.

I just did not believe because I'm a follower of the whole Charlie Munger, Warren Buffett, Benjamin Graham philosophy of investing, which is value, value, value, and value, and cash flow. I came from reading those books and that philosophy and so I did not agree with what my clients were doing. A lot of times I would lose sales because I would try to talk sanity into people since '99, 2000 to all the way to 2006 and '7. And literally, I was depressed throughout that time, 2002, '3, '4, '5, '6, '7. I was not depressed because I was not making money. I was depressed because people around me would do crazy things in real estate. And they would hit pure luck because the property was higher six months later than it was six months before. And they could do ridiculous things and they called themselves multi-millionaires and they had all the toys to prove it. And yet, here I was trying to save money, trying to just keep my head up because everybody around me seemed super wealthy and I thought I was doing pretty well.

The day of reckoning came, it really came in 2006 but nobody realized it until 2007 because the inventory of properties was growing and I could see that. And that's when I knew that people who were making 50,000 bucks could not afford a $350,000 house. It's just the math did not work. Yet, people were doing that. What I realized was that this was going to break loose, I just didn't know when. One day, it did, in 2007 and really, I was ready, I just didn't know that it took me five years to get ready to be at that point. And I was at a precipice. Now, looking back at it, I know that that was the case. At the time, I just thought that at least the craziness is ending. And finally, properties were at a price range where I thought I could buy them and I could flip them. Really, that was the turning point.

For years, what I was doing was I was running ... There's two types of people, as far as I'm concerned, in life. Number one is a person, or type of people, that are basically running on a treadmill. So if you're self-employed or if you have a job, you are running on a treadmill. And then there're the second type of people that I feel are true business owners and wealth builders, and that is where they have a bunch of small treadmills and other people run on them.

David: I like that.

Andrew: You just fall in two categories. What I realized was that I knew, being a real estate agent, I was running on a treadmill. I thought, when I started doing flips, that I was not gonna run on a treadmill. I just realized, I just bought a bigger treadmill, a fancier treadmill.

David: Exactly.

Andrew: That's all I did was I bought a ... Now, that treadmill worked out. Yet, I wasn't investing, I was trading properties. That's it. And there's a big difference between trading something versus investing in something that pays you forever. So 2008 to 2011, 2010, I did about 70, 80 flips. Did pretty well at it. Yet, I was more stressed out than I was as a real estate agent. That's when, one day, I'm sitting and I got a call from Goldman Sachs, the private equity department, blah, blah, blah. They wanted to basically take some money, invest it, and get a return and they talked about a concept called critical mass. That day, it hit me. I'm in real estate to do one thing and one thing only and that is to build critical mass. Which is enough money, enough assets, so that they can pay for me for the rest of my life.

That day, I went off, I made a switch, which is rather than running on my own treadmill, basically today, with rental properties ... We have small, little properties, single family houses, two flats, four flats, where other people run on our treadmills. And the key issue is, how do you get those treadmills paid off so that they're debt free for the rest of your life? That was the big turning point in 2011 was. I didn't give up flips completely. Still 20 to 30 percent of our business is money today, which is flips. Yet, everything else is building wealth, which is purely cash flow. The concept at the time I started with was two, five, seven. That was the first goal was in two years, I wanted to accumulate a minimum of five properties and get them all paid off in seven.

David: I love your thinking. Again, I just want to correlate this to a lot of our listeners who are, again, somewhat semi-business owners, professional practice owners, educated, but they're on a treadmill. As you said, maybe it's a bigger treadmill than the average person, but they're on a big treadmill. And they're wondering how to get off that treadmill. Just as you were thinking back a number of years ago, "Hey, I can make money here but it's all transactional." Getting that critical mass where your critical mass are assets that are paying for your lifestyle so that now you have the options. You have what I call true freedom to do what you want to do when you want to do it and with whom you want to do it. Doesn't mean you quit, doesn't mean you retire, it's just you can have a bigger impact. You can really live a life of influence and I know that's what you're doing right now.

For our doctors, think about this, what Andrew was talking about is he was a very productive and successful listing agent for a number of years during the height of the market, making six figures and above, well into six figures doing that and thinking, "Well, this is a pretty good life. But, you know what? I've still gotta work every day." Next, he gets into real estate as he's thinking he's an investor, where he's actually flipping houses and he gets good at that because well, it's a bigger treadmill, I'm making good money again, but lots of moving parts there, kinda stressed out. Where do I go from there?

So now, you're a combination. You still do the right flips, but you cherry pick, I assume, that certain model, that certain framework of those houses that work for your two, five, seven model. Now you're building that wealth, that critical mass at the same time and at any point in time, once you have that critical mass, you are essentially done. Although, I know you, you won't ever be done. But done means you can go onto the next thing, right?

Andrew: Right. There's a critical thing in real estate which I realized was this: if you take care of real estate for the first five years, real estate will take care of you for the rest of your life. That's something that most people will never, never, never understand. The critical thing is, you have to really take care of real estate for the first five years to build the foundation correctly. All the things that my mom used to say as a kid in terms of learning, education, blah, blah, blah.

Literally, that's what we are trying to get that message across that if you watch all your numbers, if you really understand it properly for the first five years, you literally never have to worry about it. Because the formula that we use is that the reason we have that two, five, seven is that if you can do heavy pay downs, you take all the cash flow that comes in and do heavy pay downs in the first five years. It doesn't matter if the interest rates jump because out of five properties, three or four are already paid off. You have maybe one property with a mortgage and you just leverage up from there.

My belief is that a lot of times, accountants especially, this is always interesting to me because accountants will always say, "What about long term mortgages? Isn't it good to have leverage?" I'm like, "It is great to have leverage." I believe in that 100 percent. But the point is this, that, let's just say, in our market, a paid off property yields $800 net cash flow every single month. And my belief is this, that for most people, about 10 to 15 properties gives you enough cash flow to live on. Maybe not a huge lifestyle, but you can live pretty decently in most parts of this country. That means 10 to 15,000 bucks.

My belief is, if you take the amount of properties you need and put that aside, then you can play with everything else you've got. Have a ball. But, you cannot play with your basic needs, so you gotta get your basic needs out of the way and then get 10, 12, 15 properties paid off. And it's a short period of time where you just have to set it up correctly. Takes two to three years to set up correctly and then just don't play with that money. And then from there on, if you want to have lots of adventures in your life, go for it. But you cannot play with your nest eggs. That becomes, for the rest of your life, something which is very safe and very secure. If that makes any sense.

David: Total sense. I think that's sage advice and too many people take the other route where they don't really have an end game in mind, they just think, "I've gotta amass, amass, amass." And for most of them, amass means amassing a bigger lifestyle to make them feel good. But that lifestyle's built on what? Turning that treadmill and they never set anything aside. So you're absolutely right, having that, what Mitch Stephen's calls the moat theory, having that certain critical mass set aside. Don't touch that, don't play with that, keep it aside and now you can be able to do whatever you want to do and that's always safe there. I think it's great.

Couple questions for the crystal ball. Obviously, you're a great student of everything in your business, your industry, the marketplace. You saw the last downturn, in fact, you saw the downturn coming. A lot of people didn't see it, but you saw the craziness in the market. You thought, "This cannot last. It's a Ponzi scheme. These mortgages are being written on air. People that just barely fog a mirror getting 100 percent plus of the purchase price financed." You saw it coming. Let me ask you this, are we getting close to that point again in the current marketplace? What are your thoughts?

Andrew: I personally don't believe that, especially not in the Midwest. The rust belt of America has had a slow way up. Phoenix market, the East coast, West coast market, the far markets, typically Miami and all that. I don't know about those markets. But yet, markets that are in the middle of the country are still very, very stable. And there's been a slow uptick. The uptick here has not been as crazy and the lending standards, at least so far. Now, what the politicians do with it from this point out, God only knows. But so far, it's very, very tight in terms of the people they issue mortgages to. So as long as those criterias stay the same, I think we will be at a less than two percent default rate with homeowners. If we're at a less than two percent default rate around the country, we are not gonna see a big wave of foreclosures. I don't see that happening.

I think there will come a time when there's a lot of exuberance in the marketplace. The amount of stupidity that people commit will go up. It's human nature. The next time around, I think it's gonna take minimum of ten years. I don't see it happening yet. It's too soon. I know people say it's a ten year cycle. To come out of this cycle, it's taken time because it was a really bad collapse. I don't believe the next collapse will be as bad, but we'll see the natural, cyclical side of things yet for rentals. Flips, if you're going to do it, I think the model where people used to buy the McMansion era of 5000, 6000, 10,000 square foot houses is gone. That is gone across the country. If you're going to do flips, if you're gonna do things, you have to do it based on six month, eight month outlook and get in, get out. Get in, get out.

For rentals, if you buy with equity ... We have basic standards we buy with. That's my ideal. 25 percent equity after rehab. Must have 25 percent equity. Number two, a minimum on a single family property of $400 net cash flow. That's net after all expenses including management. This is in Chicago market.

David: That's after all expenses, does that include debt service or not?

Andrew: Including debt service.

David: All right.

Andrew: Including debt service. Now, mind you, these are numbers for my market. I don't know.

David: Right.

Andrew: B and C areas where we buy. We don't consider appreciation at all. When we do our net calculations, as far as I'm concerned, there's a three percent inflation and that's it. So we tend to pass most properties that would make sense to 99 percent of the investors. My belief is this, that this conservative way of being, I've seen a lot of people get into real estate since 2008, and most of them today are not in real estate anymore. Most of them are out because they've already gone through another cycle of bankruptcy. My belief is, if you do it conservatively and if you do it for five, 10, 12, 15 years, when you're said and done, you will always come out the winner. Not in the short run, but in a period of time because I don't wanna be that guy who's a one hit wonder. We wanna build on top of wealth, on top of wealth, on top of wealth because that's really what people who have truly become wealthy do.

I'm not blessed with enough wisdom to be a dot com type of a guy, that's not what it is. But truly, investing in real estate, and this is my belief, real estate is the best equalizer a human being can have. At least in America. Anybody can build a three to five million dollar portfolio, no questions asked. No questions asked. Now 10 or 15, 20, maybe you have to be more articulate and all that kind of stuff is fine. But that is doable. And if that is doable, my belief is that every single investor in America should have a minimum of five paid off houses. So what if it takes them 10 years? Who cares if it takes them 15 years? Because most people don't have that as we speak.

I think in every market, like in a Denver market or some of the hot markets, you have to use a double down theory rather than two, five, seven, which is for every one rental you want to own, you buy two. You use the cash flow and you use the profits from the one that you sell that is eventually profit, and pay off number one.

David: Exactly.

Andrew: This is really what we're doing is we just call a fancy name, two, five, seven, I guess, cash flow for life. But this is your grandmother's way of investing. It was no different here than it was in India or all over the world, which is that you buy four or five houses, you take good care of them, you put long term, two year, three year tenants, we don't do any year leases, and you put all the odds in your favor and guess what? If I have the deck stacked, I will beat every investor, no questions asked. You might win one or two times, but out of 15 hands, I am sure to win 13. Why? Because the deck is stacked. That's really what, to me, is investing. Investing is not taking a chance. Investing is not well, someday, something might happen. No. You have to put all the odds in your favor so if even if one or two things go wrong, it's okay. We'll always win because the statistics always ... It's just the odds. It's simple.

David: Andrew, I love your model. Philosophically, we're still well aligned and you've developed your philosophy and your criteria after studying, obviously, a lot of people and as you said, going down the road and seeing what worked for you and what worked for other people and what didn't work. I think those are the keys. Not speculate, but truly invest. And that's for the long term. Don't be a one hit wonder, don't be a speculator, even when the markets are in that exuberant period like maybe we're getting to in some markets, for sure. You saw it back in 2008 and I know we both see it today. People that just really don't know what they're doing and they're getting in late on a market for them that's speculative and they think things will go up and up. They forget, how quickly people forget, that things do cycle. Things do change.

Listen, this has been really an outstanding conversation. I know our listeners appreciate this. Would you be willing to come back another time because I had another list of questions for you and because you did so well with these, it took us down some really, I think, strong paths, I don't wanna try cram too much in at one time. Would that work for you?

Andrew: I think it was a more philosophical type of podcast than typical numbers, numbers, numbers. But would love to. I have a tremendous amount of respect for you because I think, truly, it's how you think in philosophy, I believe this, is way more important than ... Real estate is just work we do. You can take this and apply it to any business and it will work for you over time. You can make big boo-boo's but if your numbers are correct, I think over time, you will always win. So, would love to come. Anything I could do to share what we do, would love to do it.

David: Outstanding. Yes, real estate is very forgiving if you do it the right way. I totally agree.

Andrew: Correct.

David: Mr. Andrew Holmes, I appreciate. Best place for people to follow you? I never want to leave that out because people are listening today and they go, "Wow, how can I follow and find out more about Andrew Holmes?" Your radio show, where else can they connect with you? What's the best way for them to do that?

Andrew: People can connect with us at ChicagoFlipping.com or email us at info@chicagoreia.org and we always try to respond and we get a lot of kind email from people from these podcasts, so we're always grateful and we appreciate the feedback.

David: Excellent. All right. Andrew Holmes. Thank you so much, sir. Have a great day.

Andrew: Thank you, doc. Have a good day.

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