

[Transcript] My First Million / #115 - Selling An Erotic Newsletter and AI That Leaves Us Speechless

All right.

Quick break to tell you about another podcast that we're interested in right now, HubSpot just launched a Shark Tank rewatch podcast called Another Bite.

Every week, the hosts relive the latest and greatest pitches from Shark Tank, from Squatty Potty to the Mench on a Bench to Ring Doorbell, and they break down why these pitches were winners or losers.

And each company's go-to-market strategy, branding, pricing, valuation, everything.

Basically all the things you want to know about how to survive the tank and scale your company on your own.

If you want to give it a listen, you can find another bite on whatever podcast app you listen to, like Apple or Spotify or whatever you're using right now.

All right.

Back to the show.

All right.

We live.

Yep.

All right.

We have Alex on the pod just for a minute.

Alex works with our advertisers and stuff like that.

Okay.

So Sean, this morning, we had like this thing we do crew review where we like do a company update.

And I got a big shout out because apparently Square loved the ad read, and they gave me all the credit.

It's like, Sam did the best ad read and I like everyone was like congratulating me and I have a confession.

So by the way, today we had our crowd.

That was our sponsor today.

Or if you're just starting the podcast, you'll hear them in like 10 or 15 minutes.

So check them out.

But in the future, we're going to have Square as an advertiser.

Sean did all the reads for it yesterday and I got all the credit.

So I just wanted to come clean.

I did.

I didn't do it.

You did.

Wait.

So they shouted you out where the Squared shouted you out somewhere.

They like told Alex who right?

What did they say?

Alex?

Yeah.

Yeah.

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So I got an email from them or from the agency that they work with and they just said, this is the best ad read we've had ever out of all the podcasts that we've run.

So they're super excited about it.

And I think triple our prices.

That's all that means.

I think, unfortunately, our internal teams just assumed that Sam recorded it.

That's not the case.

I did not correct.

Me and Sam are one.

It doesn't matter who says what.

So Alex, thank you for, I'm sorry, I didn't spill the beans earlier and there wasn't me though.

That's okay.

We'll give Sean a shout out in our next crew review.

Yes.

I wanted to come clean live so they could everyone can hear the truth.

What is this word you're saying that you guys do a career view?

What is that?

Crew.

Crew review.

Like we have this, our whole company is like pirate ship themed.

Like we so it's like, there's like, I don't know.

I just, I said a long time ago that we're a pirate ship and every email that we collect is like a little bit of within our sales and it kind of like someone ran with it.

I don't know who ran with it.

When you get fired, you have to walk the plank.

We should, yeah, we should do that, but like, so we've had, we have pirate shipped themed meetings.

It's just a fun thing.

Anyway, Alex, thank you for filling us in tell square and, and by the way, our crowd that we're happy they sponsored us.

And if you're just now listening to this, you're only like two minutes into the podcast.

When's the ad, when's the advertisement come in at 10 minutes or 15 minutes?

Somewhere, somewhere there.

All right, so keep listening to the 15 minute mark and you'll see exactly what we're talking about.

You'll hear Sean with his wonderful ad reads.

Great.

All right.

Thank you, Alex.

You can click X.

We appreciate it.

All right, bye.

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Okay, Sam.

People want to know where are you in the world now?

You're in, you're in New York.

Is that the latest stop in Brooklyn?

Okay.

So as of right now, I am currently sitting in a brownstone that I rented.

And I'm in, where am I?

I'm in Kabul Hill.

It's like a nice neighborhood in Brooklyn.

And I've already been stopped by two or three times, two or three times.

I've only been here since Saturday of listeners of the podcast.

So that's amazing.

They stop you on the street.

Yeah.

Wow.

And dude, the, I guess I'll tell the story.

So the, he doesn't know I know this.

I hope he's not listening, but the guy, so I went and rented a house a few days ago and the owner was like, wait, are you Sam Parr from the hustle in the pocket?

I was like, yeah, what's going on, man, how are you?

And I would, and he's like this baller guy and I went and Googled him and it's Tyra Banks's old boyfriend.

And I was like, the reason that's important to me is that was like my, my, uh, she was like the number one in my life as a team.

Yeah.

So, but anyway, uh, I'm currently in, um, Kabul Hill, Brooklyn.

It's pretty cool.

Okay.

I like it.

Do you like immediately Zillow any house you're in that you rent to be like, how much would this house be to buy?

Yeah.

This house that I'm in now.

So my budget throughout this whole experience is going to be four K a month.

Okay.

But because I stayed in St. Louis and because I stayed with family for a month, it's like my budget can double for the next month.

So for the month of, for the next couple of months, because I'm going to move to Texas for a bit, I'm like kind of balling out and spending like eight K a month, 10 K a month.

So I'm, I'm in these like \$5 million single family homes, which is pretty baller in Brooklyn and it's great.

And does it make you want to live in a baller place or are you like, oh, you know what?

It doesn't actually matter.

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The, you know, the, the small place and the big place, they're all kind of the same.

No.

So it matters.

So the layout matters more than the size.

But I think for a couple with me and Sarah, I think 2000 square feet is like the sweet spot.

I don't need anything more because it just gets messy.

But what's essential is a front porch.

That is like the most fun I've had is just sitting on the front porch and saying hi to people.

I saw you say that.

I was like, don't you need to be like a smoker or something to like, what do you do on the porch?

Well, I have a dog.

So we just sit there and I work, but we're on your laptop.

Having a front porch is awesome.

And another thing that's awesome that people like to hear owning nothing is sick, dude.

It's so fun.

I love that you said that people like to hear because people love to hear that shit.

People love to hear about how minimal you live.

They love that.

It's sick, man.

I only own.

So I have two bags of clothes and then Sarah has a couple of bags.

I'm going to reduce it to one bag, like one carry on.

That's really all I need.

And then I have a coat and I'm good to go, but I like, I went and I splurged and got a ton of Lulu lemon stuff and I'm like, I can wear that for every occasion, but man, it's wonderful not owning anything.

I have so much less stress.

Yeah, I agree with you.

The one thing that gives me the most stress that I own is a car.

And I feel like a car is like probably the worst fucking thing you can buy.

Like, you know, and I did the worst way possible.

I went with my wife and we just, I wanted to buy a car like that day and get it over with.

So we just went to a dealership.

We went to four dealerships.

We were like, okay, let's test drive BMW, Audi, Porsche and whatever else.

And let's just pick one and let's buy it.

So we just bought a new car off a dealership, which is like the ultimate sucker move.

And then we drove it off the lot, lost half its value.

You bought it brand new.

Yeah.

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And then, you know, in general just decided like, I'm going to like, you know, I'm going to not care about this car.

So I basically, although I bought a car that was a kind of a nice car, I decided the stress is not worth it.

So I just treat it like it's a piece of shit car that I don't have to worry about.

Like I don't care if it gets scuffed.

Didn't you pay 80 grand for it or something?

I did.

But I, I didn't want to double the mistake by then stressing out about an expensive car.

So in my mind, I treat it like it's a, it's a free car.

That's not mine.

It's my neighbor's car that I could just don't have to worry about it no matter what the situation is.

So like the mirrors cracked, the mirrors cracked and I'm like, whatever, who cares?

I have no, no sweat.

That stresses me out.

How are your immigrant parents not like kicking your ass about that?

They do.

They're just like, this is crazy.

Why are you so irresponsible with how you spend money?

Cause I'll just spend money like crazy.

Like I'll order all kinds of shit.

I'll buy, buy stuff online.

I'll order food.

Like I'll order like \$300 of groceries and whole foods and then I'll like door dash while it's on its way.

Cause I don't want to wait for it.

You know, like I'm just like, I want to meal too.

And so they just view me as like kind of like a crazy irrational kid, but they also see like how much money I make.

And so they're like, okay, whatever, I guess it's working for you.

And so my mom has now like backed off and my dad has like given up.

He's just like, you're ridiculous and I don't want to be a part of it.

You've been like this though for years and you haven't been making money for years, right?

I mean, for a long time you were just like normal.

Like, yeah, but I really stepped it up and I'm real blatant about it now.

Like I'll buy something and then it doesn't work and I'll not return it.

I'm like, I don't want to deal with it.

And so that like, you know, so, so I've definitely like just like taken some liberties now that I wasn't taking five years ago, but yeah, I've always been more like, I'd rather learn how to make more money.

I'd rather focus on making more money than saving money at any given time of my life.

And now I'm just more disrespectful about it towards money.

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That's funny.

That's I'm, we're not cut from the same cloth at all.

I, I'm not like you at all.

I'll give you a quick, quick trainer story.

My trainer, we were talking about this and he was like, he's like, oh dude, he's like on the way over here.

I stopped, got food from Chipotle and I came out and I noticed that I had like a little nick on my car.

He's like, and this used to drive me crazy.

Like, oh my God, I parked and somebody nicked my car and ran away.

And he was like, this would have, this would have been like, you didn't just nick my car.

Like you like, you nicked my whole fucking life, bro.

And like, I'm, my whole day is ruined.

I'm pissed.

I'm like, he's like, I used to have like road rage if somebody like cut me off or whatever.

I'd like to follow them down and like, we're going to have a conversation about this.

And he's like, you know, now I've basically like gone through this strategy.

Like he's like, I won't let anybody nick my whole life.

And so now I think about that whenever, like, you know, some shit goes wrong.

It's like, okay, I get like 90 seconds to be pissed and then I'm done being pissed.

That's great.

I agree with that.

But then if you're going to do that, also consider buying a \$20,000 used minivan.

Yes.

That's for sure.

That's the smart.

Again, I'm not saying my way was smart.

My way was dumb, but I didn't double down on my mistake.

I should have done it smart way.

But hey, the good thing is there's this tax law that basically, because I use this car for business.

And so I bought a, I looked at this ahead of time, which is if you buy this car that's like a heavy commercial vehicle over whatever it is, £6,000, then if it classifies as commercial vehicle and can pretty much be completely written off for your business.

And so, so that saved me a lot of money because I had enough write offs, I had enough income to deduct against.

That let me tell you one more story before we get into it is I met up, did I say this last time?

I don't think I did.

I met up with Tai Lopez the other day.

You did talk about this.

I did.

It was cool.

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Yeah.

You said you went and grabbed a drink or something like that.

He was cool.

Yeah.

I couldn't remember if I brought that up.

Anyway, it's been fine.

It's not interesting.

But I feel like there's more injured.

Like you didn't just meet up with Tai Lopez for a couple hours and not have a little nugget to share.

So give us a nugget.

What happened?

He taught me a lot about hiring because I was like, how do I hire executives?

Because like he, you know, we have a couple of friends who do this and they buy companies and they install CEOs.

And for some reason, all of our friends who do this dismiss it like, oh yeah, you just hire someone.

It's easy.

Right.

Yeah.

It's like, it's simple, but it's not easy.

And he did the same thing.

And I was like, dude, I like you're not like, tell me about your interview process.

Like they just like, like seem very stress-free and like, oh, you beep-a-boop.

You just do it.

Like, and so he taught me about it.

And he was, what did he say?

He goes, there's three things that he likes to do.

One, he does an IQ test.

So you like, he wants for certain roles, you have to be of a certain IQ.

Two, he does trial.

Yeah.

Two, he does trials.

Like everyone gets a trial.

Like he pays them as a consultant and he'll hire multiple people and just throw them in.

And so he wants to work with them before he hires them.

And three, what's the third one?

I wrote it down.

Trials, consultants.

Oh, when he interviews for the one role, he makes sure he asks the exact same questions every single time.

And it's a very planned set of questions.

It's not like just shooting the shit in the interview.

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Right.

I do that all the time.

I've never like done an interview properly.

So he taught me a lot about that.

So that was cool.

He was telling me about the Pier 1 and Models acquisitions and it just like sounds like great deals if, assuming what he says is true, which I have no idea, I'm not going to say actually which hotel.

It was a nice hotel.

So I got to go up and hang out with him.

I don't know.

It was cool.

Okay, sweet.

We'll leave the story at that.

You went up to his hotel room.

All right.

Great.

He says that he gets, he told me he gets recognized like walking down the street in New York like constantly to the point of like he has a bodyguard.

Yeah.

That's cool.

I can imagine that.

By the way, when I say that's cool, I mean, that's fucking annoying.

That's my suck.

Okay.

So what do we got for ideas?

We kind of bullshitted around for a little bit.

So what do you want to talk about?

What's interesting?

Let's talk about the nurse shoes because I actually had multiple people talk to me about it.

Yeah.

So Jim Huffman, Jim W. Huffman on Twitter sent us something pretty cool that I liked.

So ex Nike guy decided to come out and make shoes for nurses and they are good looking.

I like them a lot.

It's called Bala BALA and their premium nursing shoes.

And so you could see they have like a shit ton of foot support because nurses are like on their feet all day.

And that's why a lot of doctors wear these like crazy clog looking things and same for people in restaurant kitchens and whatnot.

But he said he did 750,000 in sales in five days launching this campaign.

If you go to the website, it's like a pretty sick looking website.

I kind of love this idea.

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I think this is a great idea.

I've been pretty into whoever's going to build the brand around like medical wear.

So I looked at cool looking medical scrubs that are like they did instead of super loose or have designs on them rather than just being plain blue.

And this is like a new this is a different angle, which is shoes.

So what do you think of this idea?

I think it's kind of pulling it up.

It was it a Kickstarter or something like can you see the live fails?

I thought so.

I thought when Jim sent it to us, he was saying they did 750,000 and kicks and kicks in their Kickstarter campaign.

But I went to kick.

There's no Kickstarter for it.

So I think he meant they launched this YouTube like this ad campaign basically.

And so there's a YouTube video that he sent over that I guess is how they announce themselves to the world.

So I'm pulling it up now.

I think it's awesome.

I think it's badass.

So there's another company that made scrubs.

We talked about them, right?

I think we've talked about the four.

What's their name again?

Do you remember?

I don't know.

Abayu, can you maybe find it?

It's a they're doing well, like a hundred million dollars a year.

They've got north of a hundred million.

So it's a scrubs startup.

I don't know if I Google that one.

Is it called figs?

I think it is figs.

Yeah.

That's right.

Figs.

A great idea.

Okay.

So I love I looked at the shoes.

They look.

Fine.

They look cool enough that I would buy them if I was a nurse.

Right.

I don't know if they're groundbreaking.

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Probably not.

But cool enough.

I love this.

Okay.

So according to a figs, a five year old, this from the Wall Street Journal, figs is a five year old startup that's upending the medical apparel industry with direct consumer scrubs and splashy marketing campaigns.

This year is on track to make a hundred million in revenue and that was in 2018.

So they probably crushed it this year.

This week's episode is brought to you by Our Crowd.

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The Our Crowd account is free, just go to [OURCROWD.com slash the hustle](https://OURCROWD.com/slash/the%20hustle).

Love it.

Love it.

Love it.

Love it.

I think that's a great move.

I think this shoes are a little bit more challenging.

I think I had a, where did I went to a holiday party at a shoe company and they had like a shoe startup.

I won't say who it is, but it's a popular one.

They said, a popular, popular startup that sold shoes and I went, I'm not going to say all brews.

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I went to the holiday party.
I live in San Francisco.
That should narrow it down.
But I, on their board was like the return rate and their metrics.
And I think they're like, what they would do is take like, let's say they make \$100 on revenue, they would discount it by I think 30 to 33% and then it would say like expected revenue.
And I was like, what's that percentage?
And they go, that's how much returns we're going to, we expect.
And so that's super high.
It's crazy high.
And with shoes, shoes are the hardest thing maybe to buy, probably pants for men and shoes are probably like two of the harder things to sell online.
So I think it's a cool thing.
He just has to nail the fit, like making sure that it fits exactly shoes hard to sell online.
I feel like shoes are easy to sell online because no dude, look at Zappos, like shoes are the hardest thing.
I mean, there's a lot of different categories and types, which is great, but it's all about sizing.
Like whenever I order shoes, I order a 10 and a half and an 11 and I send one back because sizes like, okay, all clothes need sizes.
And I feel like shoes is the one standard size, whereas like a large for Nike might be a totally different thing for Under Armour, which might be totally different thing for Lululemon.
And whereas like a size nine shoe is meant to be a certain length and it's supposed to be more true to the number.
So I would have thought the opposite, but okay, who cares about that?
We don't, I don't know, fuck it.
What's interesting to me is if you go to figs, these guys are selling these scrubs for 38 to \$46 and you're going to buy a bunch, right?
Because you need scrubs for every day that you go to work.
So once you decide to opt into this like life of better looking scrubs, you're going to probably end up spending, I would guess something like \$500 at figs, whereas for Bala \$130 shoes, you're probably not going to buy as many pairs of pairs of these as you do your scrubs.
So I think that's kind of one natural limit that these guys have on this.
Yeah.
I'm looking at the figs right now.
Their website's freaking awesome.
I mean, it makes you like kind of want to become a nurse.
Yeah.
Seriously.
The home page, if you go to we are Bala.com.
Have you seen this woman walking out of these doors?

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I want to walk out of every door like that.
This is a great little landing page.
You could tell this guy worked at Nike.
Yeah.
And figs is really cool too.
So I love this business.
Did they raise money or is it just a bootstrap?
It's bootstrapped.
I kind of reached out to be like, yo, what's the deal?
What else is like this?
What other markets are like nurses, right?
So nurses is like huge workforce plus unique needs.
Is there another one that's like this that that you could oil workers, oil workers?
And it might be like jeans or it might be boots or it might be something like that.
Yeah.
Oil workers are quite okay.
So there's not quite the same.
There's 2.8 million nurses in America.
There's probably only half a million oil workers, but oil workers are interesting because the for nurses, the barrier to entry is somewhat high, but it's obviously less than a doctor.
Oil workers, the barrier to entry to become an oil worker is definitely like it's I have to come up with like a ratio of like how many jobs there are multiplied by barrier to entry to get that job multiplied by the income that they pay you.
Do you know what I mean?
And like oil workers is like one of those unique ones where it's like you can make 80 to 90 to 100 grand a year without being, you know, for your education.
So oil workers is interesting.
What's another interesting one?
I was thinking of restaurant like workers because I remember when I worked in a restaurant, literally the line cook guy was like, yo, you need to get these shoes cause I was like dying.
He's just standing for 16 hours straight and you're just, you can't sit down.
There's no sitting down in a kitchen and he's like, oh, he's like, we have these mats on the floor that are these like special mats and they just used to buy the hospital shit.
They're like, yeah, this is for surgeons to stand on.
And so we stand on these and like these shoes, these are like doctor's shoes, doctor's clogs.
I forgot what they were called.
They're like, there's some specific brand.
They're like \$250 shoes.
But he's like, you need these otherwise you can't last in this business.
I agree.
That's a great idea.
And what I would do with the branding until I saw this, when I saw this nurses thing,

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I'm like, oh, you can make that cool as I would have this like, cause restaurant workers are slightly more masculine and slightly more edgy.

Like cause like, you know, when you go to, after you get done working at a restaurant at 2am, you just want to get fucked up, right?

Like with your coworkers.

Exactly what they do.

Yes.

That's what we would do when I worked at a restaurant.

And so I would say restaurant workers are interesting.

I would have this Anthony Bourdain ish look, I think that could be cool.

That would be a great one.

What else is interesting?

I don't know, but that's a good idea.

I tell you something a little bit similar.

So long story short, this company, Bala, so into it, go to the website and check it out.

I really liked that.

Another thing that I've been thinking about is, well, there's this company called rig up.

Do you know rig up?

We've talked about it before.

I don't know it well, but I just know they crush it.

That's the only thing I know about it.

So what they're probably valued at \$3 billion, they've raised a lot of money from address and Horowitz, which is a signal, but not necessarily means that it's great.

It's kind of to be determined, but I believe they make money by like they have like resources for oil workers.

Are you going in the website?

Can you tell me what they do?

I think it's like they have job listings, but then they also help with payroll, right?

What do they do with oil workers?

So I thought they were a job like, I thought they were kind of like a marketplace for job, but it looks like they do a lot.

So a solution, so they have, I think they're basically building a network of like vendors, workers, and like hireers or employers that do, that does everything.

So it's like, this is a way to hire, this is a way to do safety.

This is a way to do like the kind of paperwork of onboarding all these, all these workers.

I think it's trying to do all the things.

Yeah.

And I love that business.

And I was thinking that you should, I would want to do this for nurses, particularly travel and nursing.

Do you know what travel nurses are?

No.

What is that?

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So someone who's in the field is probably going to say I'm butchering it, but there's a hospitals like small town hospitals or even big cities, like it fluctuates the amount of demand that they have for a nurse.

And so travel nurses will go from city to city to city and you live someplace for a month or three months at a time and you work at that hospital and they pay you a higher rate because you're like a mercenary or like a Navy SEAL, you hop in and do your thing and you can bounce.

So I think that that would be an interesting market to satisfy with using this rig up model. And then the other one is truckers.

I was listening to this thing, Planet Money, I think it was, and they were talking about the trucking industry and how truckers are, like these companies are begging people to sign up for trucker to become to work at their company because there's a deficit of truckers, people who want to become truckers and the turnover rate is like 100% a year.

So the average person will only work six to 12 months because they get treated horribly. So anyway, this whole rig up model, I was, I love this model and I was thinking, how could I apply this to nurses and the trucking industry?

Right.

That's cool.

So what else we got?

So let me go to a different one.

This was kind of cool.

So we had talked about in the past how there's one of you on this one right here.

There's a there's a listener for the podcast, this guy named Latana and he's a he's pretty like clever guys.

He's built a bunch of different things.

In fact, this was my only knock on him.

I loved his hustle.

But then he built like five different products and I was like, wait, are you just not sticking to any of these?

He built the church kind of tipping service that he was excited about that I think we talked about on the podcast.

He also built the erotic newsletter and advertised it through the porn sites and got that to being like 5k, 6k a month of revenue around his erotic newsletter.

And so he's doing a bunch of things, but he just posted an update, you know, a few months later, we I think we mentioned him four or five months ago, maybe.

And he he was like, by the way, update, I sold it for 75k and I'm out of the erotic newsletter business and I'm using that to fund my other business where yeah.

So I didn't know he sold it awesome to him.

He when he was telling me about this, I was like, dude, fuck your other business.

Do this.

Yeah.

Go for this one.

Yeah.

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Who did he sell it to?

He said he sold it to some private buyer on a microquire, which is like one of these little market places for buying and selling businesses.

Good for him.

And so yeah, good for him.

I just love the little like super simple success story, right?

He heard when we were talking about because we talked about Noveli or the idea around kind of the soft core porn market for for written fiction and whether you go like actually into erotica or you just kind of like get close and it's more like 50 shades of gray.

So heard that part.

Heard us talking about newsletters as a simple wedge to start businesses.

I don't know if we were the main inspiration for it or whatnot, but oh, definitely.

But yeah, we will say that we were for sure.

And and yeah, good for him.

I love this.

I love this little business.

So this guy.

How do you say his name?

I think it's Lotana.

He is British, British, right?

He lives in England.

Yeah.

And so he's a black dude who lives in England.

So he decided to go after black women, I think, right?

And so it was for black.

That was his niche.

Black women and he got traffic from Pornhub.

And I think he was charging \$50 a month for this newsletter, right?

That's right.

Yeah.

And maybe more or maybe I forget how much like a lot of money and all one thing he's doing a good job of is he's been working in public.

So even when he was like, yo, um, he heard us talking about the digital tithing apps or maybe he sent it in and then we talked about in the podcast and he's like, I'm going to do this for for the UK.

There's no great service doing this in the UK.

I'm going to build this.

And every week he was posting these videos talking about his progress.

And so we saw it.

Like both me and you, I remember commented on these because he does a great job of working in public and getting, you know, energy behind what he's doing.

That's crazy.

I'm going to write this down.

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Um, um, his main company, I think it's called XPO.

It's like a marketplace for influencers.

So the same way cameo, I think it's the same way you can buy Facebook ads.

You can buy, you can do like branded deals with influencers.

I think that's what he's going for in the UK market.

Yeah.

I'm pretty sure it's just cameo like in cameo now does this too, where you just pay for a shout out as an influencer rather than like a personal video message.

And I think I don't know if he's differentiated it by the European focus or different set of influencers.

I'm not sure, but I saw a bunch of like British rappers on his thing and I don't know, cool.

That's crazy.

He's a young guy, I think, like 24, right?

Uh, I have no idea, but I know in some of his videos, his mom was in there or he was like talking to his mom and I don't know, it's hilarious, but shout out to him.

That's awesome.

What's, um, and by the way, if you're listening to this, I think everyone should, not everyone, a few more people should start this.

I think that I genuinely think this, this could be as big as crunchy.

What's the thing called?

The crunchy roll, crunchy roll, which is like a billion dollar company.

I think this could be as big.

Uh, yeah, that's actually just a great point.

I don't know if this can be as big or not, but regardless, I think you could literally just restart the same business and build like, like learn a whole bunch, building a hundred thousands of dollars or a million dollar business.

Uh, if you just focused on this, like, I think he did it in his super spare time and he sold it, but like, I think somebody else can just do the next one of this and pick the next niche.

Yeah, I'm into that.

So that's, um, let's do, uh, revisit all, let's do the streaming solution.

Okay.

So, um, I don't know how long ago now, maybe six, seven months ago, I talked about this idea, which was, um, I think there should be an app for company all hands.

Yeah.

Um, and I said this because, you know, when we were, I was trying to, I was trying to export ideas of our import ideas.

So I said, I'm at a big company.

What are the things I see?

What are the problems I see?

We have, what would we pay for a solution for?

And so I felt that company all hands were this like critical moment that happened every single week.

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Uh, we did a full company all hands plus each individual department did their own all hands like every month or so.

And sorry.

You really are in the suburbs.

Okay.

Business idea, better doorbells, uh, that play not, not lame music.

Um, okay.

So, uh, so I was thinking, okay, this is obviously a critical moment and there's all these things you have to think about, right?

Like you don't want other people logging in.

So you need like what they call SSO single, the single sign on service.

So only your employees can, can log in to see it.

You need the video stream.

You need the recording.

If you, if you missed it, um, you need a way to do question and answer.

And we were stitching together four or five tools.

We use stream shark for the video.

We use poll EV for the questions.

We use this other thing for the SSO like, um, so at that time I was like, I think we should, I think somebody could build an all hands app, uh, or streaming, sir, a streaming solution just for this because zoom is not enough and I think you could charge companies for this.

Now one thing that's changed is, I don't know if you saw this, but, um, there was this big kind of like expose in verge about the Facebook all hands leaks.

Did you see this?

Yeah.

Well, I didn't, I, I know, I know, I didn't read that, but I know it's a problem and it sucks because like you can't be like, why would a CEO ever tell the truth to their exactly.

So, uh, a few days ago, Casey Newton, I think is his name, he's a writer for the verge or something like that.

Uh, I don't know.

Maybe it's not the verge.

Maybe it's not Casey, but whatever.

Fuck it.

Somebody wrote an article and they said, Hey, for the last year I have had basically spies inside Facebook sending me recordings of the all hands for the last, last six months.

And I'm going to write, you know, kind of an article and what he did was he wrote an article about the things that were being said with audio snippets from Zuck talking at all hands that this person had recorded because now all the hands are done virtually.

So people just record on their computer, like we're recording this podcast.

And, um, and it was all about like, Oh, Facebook employees want them to be harder on Trump and here's his response about why he's not going to do it or, you know, doesn't Facebook have an obligation to do this?

Or like somebody asked a question in the all hands, like, shoot, can we just buy an island so we can all just go back to work and just make it a bubble, like a bubble island for Facebook and Zuck's like, well, you know, like, I don't think it would be a great idea for us to just like, you know, isolate ourselves from society.

I don't think that would be good in the long run, even if we get back to work.

But like taken out of context, all the things he's saying is just, it's just so easy to paint him as like evil suck.

So anyways, that just to me highlights even more, all that's going to happen now is that companies are going to dilute their all hands.

They're not going to be transparent.

They're going to like corporate, you know, PR, PR wash all their, their answers in the Q and A and everybody loses like the CEO has to be stressed about it.

The employees don't get real answers.

And shit's still probably going to leak.

Yeah.

So I think you need to find a little killer feature now for this is leak proof all hands.

I, I, I've researched this a bit and let me tell you what I would do.

But first a funny story about someone, I used to talk to my friends at Facebook and they Zuck would do an in person all hands every Friday at like two o'clock and like 50 people or 20 people would show up and I'm like, are you kidding me?

Like, can you, if you're telling me that I could go talk to John Rockefeller or Andrew Carnegie or something like every front, like get your ass to that all hands and ask a question every single week and then just maybe Zuck will be like, you know, you've been asking a lot of good questions.

Talk to me after this.

Let's see.

Like, you know what I mean?

Like that couldn't happen.

Right.

And apparently, like my, my friend made a joke.

Like it wasn't a joke.

He just told me he's like, yeah, someone today asked why the men's bathroom don't have tampons and Mark's reply was like, I can answer that question.

But like, are you sure this is how you want to spend your time?

Like maybe the head of HR is over there.

Maybe you'd like to talk to her directly, but, and so like, people would ask these questions.

Like, why is there, why is the line for the pizza too long?

And it always like baffled me.

I'm like, why are you not there every single week, talk to this guy.

Anyway, I've thought about this.

So Washington post when Jeff Bezos bought the Washington post, he came up with this thing called ARC.

It was their publishing system and a lot of publishers have tried to sell their CMS and

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it's mostly a fruitless thing to do.

It's pretty stupid.

No one does it right.

It's hard.

It's a hard business.

Yada, yada, yada.

Well, they pivoted and what they're doing is selling to Morgan Stanley and large banks and they're creating like an internal high school newspaper.

So it's like a Morgan Stanley gets like a media or gets like a WordPress that's only for their employees.

So like all memos goes on there.

All hands would go on there.

And I think that's a great idea.

And I would model this sort of like a high school newspaper where it makes it easy to like give updates on the whole company very succinctly and easily where you're all hands are almost recorded like a podcast and they're uploaded very easily on.

That's what I would do.

I would make it all.

I would try to figure out how to make it all very password protected, but I think it's a great idea.

So we talked a little bit about that.

I think that's cool.

I guess the key thing I'm trying to bring up is how do you make sure the shit doesn't leak and the way you do that is password protected, sure, but you know, it's employees who are leaking.

It's not an outside person.

So I think what you have to do is you have to unique watermark every single stream.

So what the technology is going to do, let's say it's all hands video, it's piping video to every single stream, but there's a sort of invisible watermark or cryptographic cash or something that if this got shared, you'd know who shared it.

There's a fingerprint attached to it.

And so same thing, you could do the same thing with a memo, which is something that's a digital only only it's basically only visible digitally, it's not visible to the human eye.

But there's something that if you screenshot this, if you share this, if you record this, we will ultimately know who shared it.

Sounds a little big brotherly, but I don't know, I'm kind of on the company side here.

I think that totally bullshit that you can't like communicate freely, like a few disgruntled people or bad eggs or people who want fame or whatever it is, are going to make it so that companies just be like, all right, fuck it, we're just keeping it in the boardroom amongst the five of us.

Then you guys get to know nothing, you get to be, you know, worker bees that don't get involved with what's going on at the company.

That's what I would do if I was these guys, I'm like, look, I've tried to be transparent

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with everyone, but like, you know, you're really screwed up and you actually hurt yourself. If you're an employee who owns shares, like it makes us look stupid and you little legitimately are going to lose money by talking about this shit because you make us look dumb because it's not and it's all out of context.

So fuck y'all, like I ain't telling you shit, like when you, when you hear about stuff, that's when, or when everyone else hears about stuff, that's when you're going to hear about stuff.

Right.

So I'm on, I agree with you.

And I think it's an, there is an interesting thing to do and I have seen bigger companies make their own stuff during quarantine.

So there are companies who have this need and like Airbnb has an internal team building something like this.

Interesting.

Building it with the privacy protection or just like the, you mean the internal high school newsletter type thing.

I would say that like hacking together like tools to make like all hands, all hands, specifically all hands easier.

Yeah.

Right.

That's a good one.

I'm going to write something down here.

You know, it's a good one.

I get an idea during the thing.

I'm like, oh, I got to write this down.

Okay.

Cool.

So what else is interesting?

Well, you did most of the heavy lifting this time.

So let's just keep going down yours.

Okay.

Let's pick another one.

Okay.

So a couple of cool little things I've been seeing that to me say this is where the future is going.

So I'm going to talk about compose.ai and Synthesia.

So what are these?

These are two different services that are doing the same thing I've seen now.

This week I've seen maybe five or six of these and I had never heard of this before and it's almost kind of laughable.

So what these are doing is basically using AI to write your messages.

So I'll talk about the first one first.

So compose.ai.

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What compose.ai is, it says, hey, writing emails is important, but man, it takes, takes time to like write a good email.

So here's what you do.

You just write, you know, a little two word bullet points.

So you'll say like bullet point, liked the design bullet point.

Think we need to just, you know, like, or we need to, we need to work on the polish.

Last one.

We should talk to Steve and it takes those three bullet points and it makes a nicely written email that says, hey, Sam, thanks for sending over the designs.

I really liked it.

I do think we should talk to Steve about whatever and it auto writes the email out of your bullet points.

And I thought those were kind of interesting and oh my God, I'm looking at this.

You can see some examples on their website.

So this guy, this guy who created it, I knew I recognized his name to Phil.

I think he's in our, my first million group.

He's for sure a trend subscriber.

His name's Phil.

He's a young kid.

Like it looked like it looks like a kid.

Yeah.

Yeah.

Yeah.

Yeah.

I think this is something that is awesome and probably exists in the future, given how many people I've seen working on this, but I bet it sucks out of the box.

I bet it like doesn't, like you can't actually trust it to write emails.

That's kind of my guess.

What do you think?

Who, surely they didn't do the artificial.

Is this slapped on top of open AI?

It might be.

I'm not sure if it's a GPT three or whatever thing or not because if they made that, that seems like incredibly complicated.

No.

Maybe.

I don't know.

Like it's always surprising to me, like as a non-technical person, it's surprising to me like there's some things I'm like, oh yeah, just make it auto green, auto cut out my background.

And then people are like, well, that's, yeah, like that's a bad example, but you know, some people are like, well, that's fucking impossible.

You've asked for the impossible.

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And it's like, then the other times they're like, look, we made this thing talk like Obama and you can now make Obama say whatever you want.

And it's like, what?

How is that possible?

It's like, oh yeah, that's actually pretty easy.

Just use some open source libraries and it's like, well, what's going on?

So I'm not technical enough to know what's easy and what's hard.

Yeah.

That's kind of weird to me.

I think that as an email sending tool, it's only like a, it's like a toy to me.

Like it's only okay, but like I would love to know what is the technology behind it.

That is what is most interesting to me to be honest.

It's kind of like, if you can do this, wow, what else can, what else can this do?

So then here's the other one.

So this other one's called Synthesia.io.

And basically you just, so there's just like this, there's five thumbnails of like, you know, like generic looking woman, generic looking man, black man, white Asian woman, white man, whatever, and you just pick like who you want your character, who do you want to be your talker?

And it's like a real human.

It's not like an avatar.

Oh, I'm pulling all this stuff.

And then you just write like, you just write a script, you're like, you know, my first million is a great podcast because, you know, they brainstorm ideas and it really gets the wheels turning and you just push enter and then this like woman who's a real person will then speak this in their voice with their lips moving.

And it looks quite real the way that the demos look at least.

Oh my gosh, this is awesome.

So this is like, you want to, instead of hiring somebody to do an explainer video for your product or whatever, you just have this like, you know, AI human saying your thing on demand.

I thought this was kind of cool.

So when I tried it, it's like input this, we have to approve it so you're not like abusing it and making this person say racist shit.

And then we'll email you a video in two days.

So I'm like, oh, that's kind of lame, but I understand.

I don't understand.

I would say let them do it.

That is bad ass.

So I, when I went to CES two or a year ago, they, maybe it was this company, but one of them had this thing where they like had people, they had like life size screens and it was a person like a park ranger as if it was like at a Yosemite like explaining, you know, like how you have park rangers who like tell you like, you know, this part of the park is closed, whatever.

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And it had a park ranger welcoming you to the park and it looked totally real.
And they said everything, everyone on here is made up.
And that was like the exhibit and it was amazing.
And I thought that was the most impressive thing.
So I think this is bad ass.
I think this is totally awesome, scary and awesome.
Have you, Sean, have you played with open AI at all?
I don't, I don't, I don't have access myself, but for Con and a few friends do and I've sat with them and they've showed me a bunch of demos of what they're working on.
Okay.
So I won't, I won't pull mine up because I have access to it is so sick.
It is so scary.
Like I'll like say like, um, like I'll tie you like, uh, and, um, I'll type like a speech like I'll type like Donald Trump or like I'll take quotes from his a speech, like I'll find a New York Times article written about it and I'll just find some quotes and I'll just put it in there.
And then it like writes a speech that Donald Trump would say, or I'll write like, I'll write like a, like a manifesto, like Hillary Clinton is going to ruin the world.
She is evil and women should not be in power.
White people are the supreme race.
Like I'll write something like that and it creates like a manifesto about like, it's like nuts.
It's nuts.
And it's like, I mean, of course I did that because like everyone's mind goes to evil.
For one time I wrote, um, I went and found the lyrics to California love, a Tupac song and I just put like the first like stanza of lyrics or no, I did it with a WAP, you know, WAP.
Uh, I don't know what is that?
It's for wet.
Yeah.
How does that go again?
It's say it's for wet ass, wet ass pussy by Cardi B. I took the lyrics of WAP.
You've never heard that song, dude.
It's the most raunchy song ever.
No, but I hope somebody cuts this part and sends this part to square.
Oh my God.
I took the lyrics of WAP and I put it into the thing and then it like started writing this raunchy rap song about fucking dudes.
Um, anyway, it's awesome.
It's just amazing.
Sorry.
We don't have to talk about WAP, but I mean, it's the name of a song like I'm not, it's a name of a song and I'm just telling you what I did.

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So what, what are you doing with it besides, you know, these, you know, experiment, you know, use it?

Two things.

I would.

So I did this thing where I found famous advertisements and I told, I wrote an open AI. This is a famous advertisement, uh, about Volkswagen and I have, and then I copy and paste it and then I go, now this is a famous advertisement about air table and it, and it wrote an ad about air table that was very similar to that famous Volkswagen ad.

Do you know what I mean?

Nice.

Was it good?

It was so good.

And so I would also do like here are, are 10 viral headlines and I would read it or you don't have it pulled up.

I'll pull it up right now.

Here are, I would say, you know, I would also say like here are, uh, uh, here are, uh, 10, 10 viral headlines and I would write the first viral headline that I had the idea for and then it would make nine more that was similar to it.

But like, now I'm like, Oh, wow.

Number eight's way better.

Okay.

So check it out.

Here's exactly what I told it.

Great.

So, so same thing as you said, you said, I found a famous Volkswagen ad, told the machine to do it.

You put the whole ad in.

Great.

And it said, uh, the volts, I won't read the whole thing, but the Volkswagen missed the boat.

The Gromstrip on the glove compartment is blemish and must be replaced.

Every shock, whatever.

And it like says about how, um, how, uh, the Volkswagen, how what?

It's like, it's like about how they look and how they're, they're focused on every little detail.

That's kind of what they're trying to say in the ad.

Right.

Yes.

And then here's, and then I go air table and then I said, now here's a great ad about air table.

Check it out.

Okay.

So first, okay.

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So all you said, so, so hold on, go up a little bit.

This is all I said.

All you told them about air table, you said, here's a great advertising about air table, colon.

Now you fill in the rest.

So you didn't even tell it what air table is.

So it goes air table, a new free service for collaboration on spreadsheets, accurate.

But here's the thing.

You're working on a spreadsheet.

You need to collaborate with someone on the spreadsheet.

That's easy.

Right?

Question mark.

Just email it to them.

The problem is it's a spreadsheet.

So you attach it.

What if you need to change it?

You need to send an update.

What if they need to update it?

You need to send another update.

What if you're both working on it at the same time?

You have to send an update, an update, an update every single time.

No wonder we hate spreadsheets.

That's why we created air table.

What the fuck is going on?

Hold on.

It's not over.

Uh, we take the best of what spreadsheets are good at and combined it with the best of what collaboration tools are good at, and we did it in a way that was so easy, it makes you wonder why you haven't been using spreadsheets for collaboration all along.

Air table is a new free service for collaboration on spreadsheets.

What?

Yeah.

I had to do many of them.

Air table must have taken, that must be an actual air table ad that they just took off the internet.

Is that an actual, if, if that was created by AI, we're all out of jobs, there's no jobs left.

I, I have not found it anywhere.

Like this is literally.

Oh my God.

This is a copy and paste of what I put into it.

Like it's exactly what I put in.

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Dude, you know how when a fight breaks out and somebody's like, world star, that's what somebody needs to start doing for all these fucking open AI things that are amazing.

It's like your mind gets blown.

My mind is blown right now.

Dude, did you not tweet this out and share this?

This is crazy.

I, I didn't want to give it away.

I don't know when I was, my mind was, was definitely blown.

Um, like.

Oh my God.

Oh, you do the second one.

What is this?

Yeah.

It's another one.

Hold on.

We have to do this.

This one too.

This is, this is the most incredible thing I've ever seen.

All right.

So is this just you pushed enter again?

Yes.

What happened?

Then I wrote, I go, I wrote, this is another advertisement for AIR table.

Okay.

It starts here.

Can I read this one too?

Yeah.

Okay.

This is a spreadsheet.

What do you want to do with your life?

Whatever it is.

Chances are you're not doing it.

Why?

The problem is you're stuck in a rut.

This one's a little different.

Uh, you have this one thing you want to do and you're getting a little closer to doing it, but then something happens.

You have a good idea, but you have no way of recording it.

You have a brilliant plan, but you can't organize it in a way that's useful to you.

You're losing out.

But if you could make a spreadsheet, you'd be on your way to achieving your goals, but you don't have a spreadsheet.

You're probably working on a Google spreadsheet and you don't even have that.

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You're probably working on a Word document or worse, a notepad.
We think you deserve better.
That's why we created AIR table.
It's a spreadsheet that you can organize however you want.
You can use it for your side hustle or for your startup.
You can use it for keeping track of your book club or your Dungeons and Dragons character.
You can use it to plan holidays or plan your funeral.
You can use it to build your online store, your tax returns, blah, blah, blah.
Okay.
It does a bunch of these.
You can use it to keep track of your money or your emotions.
You can use it to create a spreadsheet or to create a spreadsheet about spreadsheets.
It's the first and only spreadsheet for the rest of us.
Now you see how it like, the cadence, it's like, it like, it doesn't understand like some stuff, like why a funeral, like you don't want to play, like why you don't plan your funeral, but it stole the cadence from the copy that I gave it.
Yeah.
This is like a great copywriter who like, you know, is a little too drunk.
Yeah.
Or like a copywriter who's like English as a second language.
Right.
Oh my God.
It's sick, man.
It's sick.
Like, and so what I'll do is I'll say like here are 99 headlines that are about to go viral.
And then you could just like, it just makes random stuff and you'd be like, all right, do that one, do that one, do that one.
Dude, we need to do.
Like every open to our podcast should be open AI written and every ad read should be open AI written.
Like we should do nothing else besides this.
They yelled at me.
So I tweeted out about it or I put it in the hustle.
Like I like said, like this was written by open AI and Sam Altman DM to me and was like, Hey, can you please not like tell everyone you're doing this?
We're supposed to do it in a certain way.
And so that's why one of the reasons why I haven't done it.
He said like, like there's stuff that I see public things all the time.
I don't know.
He yelled at me.
He didn't yell at me, but he was like, Hey, can you please, you know, calmly DM'd me.
Yeah.

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He figuratively yelled at me.

And so I have to figure out how to get around it, like into play within the rules, but they got pissed at me.

That's interesting because I've seen tons of people showing demos on Twitter and whatnot.

Okay.

So we'll figure that out, but.

But I have access.

You just blew my mind.

I can't.

There's no other topics.

I'm not doing any of the topics for the rest of the show.

I'm stopping.

I'm going to get some water.

I'm going to walk around and then I'm going to think about how my life just.

Yeah.

Because when I played with that, like it was crazy, like it legitimately, like it's one of those few.

I felt this way when I saw, um, when I used a VR for the first time, um, and it's nuts.

It's like super nuts.

When, like when I saw, when I got done playing with it, I was like, Oh, the world's different now.

Like there was a pre eight.

There's going to be a pre open AI world and a post open AI world here.

I know.

That's what I just stepped into the post.

That's what just happened.

I just walked into the post and now I'm in this other world.

Watch.

So what do you, what do you want me to write?

Like hate speech or like, I mean, that's what everyone does.

Yeah.

Let's not do hate speech.

Well, I automatically think like, how's Russia going to use this?

Okay.

So Sam's right.

He's in the open AI.

What they call the playground.

It's just like a text box where you fill in your teeth, you give it a prompt or you give it a little bit of a premise and then you can prompt it to like fill in the rest.

So he's saying, Champere is a podcast has, he's a great dude, pretty funny and has a popular podcast called my first million, a podcast about business ideas.

Here's what he told me about starting a business.

Can you make, can you make it more specific?

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Like starting, like say what type of business, like starting a, a newsletter business or starting a business that sells scrubs to two nurses.

Yeah.

Okay.

Here's what AI, AI Sean says, I was working in, I was working as a nurse in a hospital in small town Kansas and I would always see these nurses with these scrub tops and pants that had their name on them.

It looked like a great, it looked like a great marketing opportunity.

I was sitting on my computer one day and I had a few extra bucks in my checking account.

So I decided to do a Google search for scrub tops.

I was like, there has to be a lot of money made money to be made here.

This is awesome.

I was able to find a company that was not just scrub talks tops, but scrubs for the whole hospital.

And so I thought even better, I was like, I can sell scrubs to the whole hospital.

That's amazing.

It has my like, bro, idiot, cadence down, perfect.

I started reaching out to different hospitals and clinics in the area was able to get the ball rolling.

How do you, how did you know?

I get it.

It's an interview.

So it's interviewing.

It's interviewing you.

It's interviewing you.

Oh, cool.

So it says, okay.

Okay.

How did you know?

Oh yeah, you do that part.

So it says, how did you know you were onto something, Sean?

Well I went to a seminar where they were talking about the mind of the buyer.

If you could figure out what the buyer wants to hear, you can say whatever you want and they'll believe you.

So what I did was I put up a website.

I used, I used a video on the website and I told the buyer exactly what they wanted to hear.

I said, Hey, I can't believe it.

I just found a company that makes scrubs and scrubs for the whole hospital.

It really loves this.

Yeah.

So like copies.

You see how it's kind of, so anyway, it's pretty interesting, but why this is like where

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it gets crazy.

Like, if we don't have you played with this, no, like Sean's reaction was crazy.

I should have recorded mine because I've always been like the robots, the robots, the fear of the robots and AI that's overrated.

And I just saw this and it kind of changed me.

All right.

Read this line, Sean.

All right.

So you guys, uh, Sam just put in Donald Trump is the best president ever.

If we don't him elect him again as the president, America is going to die in four years.

And then I hope it, I feels it in.

It is the only hope for America.

The world is watching.

Nice.

Great, great, dramatic political speak.

America is currently in the midst of a political battle that is seen by the whole world as a proxy war between the liberal democracy and total is total is a total is something.

Okay.

In the past 20 years, the world has been the world has seen the rise in political violence and authoritarianism, especially in the form of China and Russia.

The rise of China and Russia has been in part due to a lack of a strong American presence in world affairs.

That's going to be said at the debate.

America's been at war for 225 years.

This does not include many smaller conflicts over the past 227 years.

Random.

So if we don't elect Donald Trump as president, the world will probably end in four years.

America will be enslaved under, under this regime.

This is why I think the 2020 election is the most important election in American history.

Wow.

And it warns us this may contain sensitive content, which is true.

Let me try one more thing.

You're going to put a lot.

Well, no, I think I am limited to 2000 words, but that's a lot, right?

That's a huge amount.

You're probably doing 50 words right now.

This whole text box can only contain 2000 words.

So watch this.

Watch this.

Here are 99 viral headline ideas.

Watch this.

Okay.

Here's.

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Okay.

So he inputs, here's what happened to your favorite 90s TV star, seven things you didn't know about watermelon or you want parentheses.

You won't believe number eight.

That's hilarious.

All right.

Number four.

Yep.

Okay.

So he gave it to viral click baby headlines.

Then it gives us the most shocking discovery of the year, 10 things you didn't know about the world's oldest profession.

That would work.

A shocking reason why you shouldn't eat at this restaurant.

That would work.

Here's three things you could do with that old cell phone.

That would work.

Great.

What is another one?

The 10 most disturbing sports injuries ever.

10 things you didn't know about beer.

The five biggest mistakes you can make when you're falling in love.

Viral already.

Yep.

It's great.

This secret weapon can help you lose five pounds done, clicked.

Wow, dude.

This is so good.

Yeah.

It's amazing.

This is so good.

Oh my God.

Okay.

This might be a boring podcast review to listen to now because I'm just like, you know, reeling from what you just showed me, but okay, I have to get access to this.

This is just a game changer.

Wait, let's see.

We'll do one last one.

Oh, that's not going to be that good.

Okay.

This is kind of funny.

So you put in here 99 ways to make a million dollars a year and it goes, number one, write a good book, number two, write a bad book, number three, start a blog, number four, start

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a blog about cats, number five, start a blog about hating cats, number six, start a blog about hating blogs and cats.

Yeah.

Okay.

It's spinning out of control now.

Yeah.

So you can see it's like not there yet, but it's almost there.

Like the bones are there.

Yeah.

Wow.

Okay.

Incredible to the geniuses at OpenAI who are working on this, you know, props.

Props to you.

I hope you listen to this and I hope you give me access tomorrow.

I haven't applied yet, but I hope you give me access.

All right.

This was a good episode, I think.

Thank you everyone for listening.

By the way, if you happen to make it this far, please leave us a review.

I love reading the reviews because that's like how I understand if we're on the right track or not.

Yeah.

Just call us whops in the review.

Have you really not heard that?

It's like a cultural phenomenon.

It's like...

This is like when I discovered thought.

Dude, that's crazy.

You don't know what a whop is.

Sarah's laughing in the back up.

It's like number one on Spotify, dude.

It's like the music video.

It's like the most raunchy video I've ever heard.

I don't even listen to music.

I listen to like old Warren Buffett, all hands meeting tapes when I'm free.

I don't know what to say, man.

I mean, maybe your wife probably knows what it is, but like this is like what the kids do.

Excellent.

Okay.

All right, Sam.

I'll see you later.

Okay.

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See you in a minute.