

[Transcript] My First Million / #190 - Making Billions in Coworking, the Dark Side of Confidence, and the Future of Sports Recovery

I get to see how they're wired, I get to see what makes them tick, I get to see what they're motivated by.

So now, when it comes time to get great effort out of them, I know what moves the needle for them personally.

So on this episode, we're talking a day and we're asking about them, asking about the episode.

We broke down the co-working space and we found an interesting opportunity.

A founder started and told the company that space and he still said he would start another company in that space and thinks it could be huge, which is a good sign.

We talked about this weird business called Ice Barrel and then we talked about the Nike for recovery, the Nike of recovery, which is a really interesting company.

Great story.

And we talked about Adam Newman, the founder of WeWork and how he's got this crazy, hypnotic personality and I love learning about that.

I actually think it's like something that you need if you're going to ever lead anyone.

And then I shared a Steve Jobs story I heard that may or may not be true.

I have no idea.

It could be true.

It could be true.

That's all I will guarantee.

All right.

That's the episode.

By the way, if there's like a follow button on your Spotify, do me a favor, click that because we're trying to grow the podcast and then click the subscribe button on iTunes.

Thank you.

It makes us like, you only need like a handful of people in order to like go up in the ratings and it's because of that, I think.

So click it.

What's up?

What's going on?

Cool shirt.

Thank you.

Me or Dan.

Dan got a Harvard shirt also.

So he's part of the crew now.

Oh, there you go.

Dan, you look nice.

But I actually, Dan, did you go to Harvard?

I could see that.

Yeah.

He looks like a Harvard man.

I didn't go to Harvard, but I have been to the bookstore.

Oh, all right.

[Transcript] My First Million / #190 - Making Billions in Coworking, the Dark Side of Confidence, and the Future of Sports Recovery

Same.

Same.

What's going on?

Anything new?

Yeah.

Lots of new stuff.

But let's jump in.

We have a bunch of topics today.

So we'll spare people the small talk.

All right.

I think they like that, but that's fine.

I'm down with getting down to business.

Where do you want to go first?

You have something that you did a bunch of research on.

I want to go to that first.

Was it the co-working spaces you were going into?

What are you looking at?

Yeah.

So, oh, by the way, I see you have ice barrel here.

Interesting.

Yes.

That's that.

Ice, co-working.

So on our trip, Ben made a suggestion.

I was, one of us was teasing like, we should do this.

We should do this.

We should do this.

Him or you or me, one of us, but he was kind of nailing down the point, mentioned co-working.

Yeah.

And I was like, that's kind of cool.

I think his quote was, he's like, here's my big idea for the podcast.

Take the MFM, take my first million and create like a network of co-working spaces that already exist, just license the name out and offer the promotion to your members to be able to access them.

That was his idea.

Yeah.

Yes.

And I started thinking about that.

And I've always, I wanted to get a little bit more into real estate.

And I thought it was cool.

And I just basically put the bat signal out there and I tweeted out, who is an expert in co-working?

I want to learn.

[Transcript] My First Million / #190 - Making Billions in Coworking, the Dark Side of Confidence, and the Future of Sports Recovery

And what I love to do for this pod, I did this with this vending machine.

All I do is I get someone on the phone and I don't want to bring them on the podcast because they mean they're boring or they're not good at this type of thing.

But I basically just want to ask them tons of questions.

And that's what I did.

And I took notes.

And I got a guy named Preston, I got a guy named Preston, I got a guy named Preston,