

[Transcript] My First Million / #203 - Why Dunder Mifflin Should Be a Real Paper Company & An Inside Look Into MicroAcquire With Andrew Gazdecki

I used to go to an ATM machine and just put my card in and say, print balance and just look at it.

He's like, I would just do that every day.

I feel like I can rule the world.

I know I could be what I want to put my all in it like the days off on a road.

Let's travel.

Never looking back.

So we have an interview with Microquire.

They, well, we talk all about it then and it's with Andrew.

He, um, he sells startups basically on Microquire.

It's a marketplace for selling startups, but we're going to talk about some ideas first and catch up.

I, uh, I've hired someone, Jake McDonald to do research.

I just sent you.

You of course hired like a guy who looks like an egg of football player, uh, and yet he's your like business researcher guy.

Well, guys.

Jack.

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 host relived the latest and greatest pitches from Shark Tank, from Squatty Potty to the, uh, 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.

So here's the, here's the secret, which is, uh, Sean has had, uh, a little bit of help with research for a very long time.

And he, uh, his name is Ben.

We've talked about Ben.

Ben's amazing.

And I got jealous and I said, I want a Ben.

So I went and hired a Ben and his name is Jake.

I had Ben, or I had Jake call Ben to get all of his research tips and Ben did a really good job.

And I just sent to you, Sean, my Notion doc with all Jake's stuff.

It's good.

Right.

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You see how he organized.

Yeah.

He's, he's wonderful.

So, uh, no, we're going to, we're going to be a little bit more well researched, although he doesn't start technically kind of till next week.

This is kind of, we're still kind of getting used to things.

Training wheels.

Yeah.

All right.

Cool.

Yeah.

So basically we're going to do a couple ideas now and then Andrew's going to join Andrew's the founder of micro require, which is Zillow for buying and selling companies.

So we bought one company on there.

Uh, I bought a, I basically, we bought a, me and Andrew bought a business for, for this kid, uh, who's like a college senior.

We bought, we bought him a business to go run, um, just as an experiment.

And that was kind of the first time I used it.

So I think it's pretty cool.

He's going to tell us about like his previous company, which he sold for tens of millions, how that deal came about, how he structured it, um, what he did with the money.

So we were like, all right, if you're going to come on, you got to tell us what he did, what'd you do with the money?

So he tells us about what he bought, how he invests money, his kind of like very boring investment strategy, what and why he chooses to do that.

Um, so yeah, we're going to talk about that with Andrew.

But first a couple of ideas.

All right.

So I want to talk about this tweet I saw and it's a tweet from Doug Ludlow.

You know who that is?

Yeah.

Main Street.

Yeah.

CEO of Main Street, founder of Main Street.

And so he tweeted this thing out.

He goes, isn't it crazy that Bubba Gump shrimp, the restaurant chain, does like \$200 or \$300 million a year revenue, um, when Forrest Gump, the movie that the brand is based on, did like \$700 million like lifetime box.