

[Transcript] My First Million / #96 - The Entrepreneur Betting Billions On American Passenger Trains

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.

What's up?

How are you?

I'm okay.

I just, I'm packing up all my stuff and I had all my trash, which include garbage as well as furniture packed outside my house really nicely for the garbage people to come. I just got into a big argument with these crazies that were digging through it and throwing it all over the place.

I was like, can you guys not do that, please?

They're like, this is what we do.

We destroy trash and we throw it all over the place.

I was like, don't do that.

It put me in a horrible mood.

Where did you net out?

Did you just walk away or did they stop?

We got into a little pushing match and eventually-

A pushing match?

What?

Oh my God, that's amazing.

You pushed the guy?

Yeah.

They got into a fight or flight mode, man.

It pissed me off.

You were so easily triggered.

It's amazing to me.

I'm on edge.

I think that with Corona and the economy, like I said, I'm in fight or flight mode and like, I think something changed.

I imagine this happened to you already, but like something changed when I got married.

I was like, I'm in, like, I got to protect-

Dude, I'm the exact opposite.

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I thought that would kick in.
I had a kid.
I thought it would kick in.
It didn't.
I'll tell you, on my first date with my wife, now Sonya, first date, we go out, we get sushi.
It's great.
We go back to her place and we're hanging out and the doorbell rings and I'm like, it's pretty late at night.
It's 11 or 12.
Who's at the door?
So she just kind of like ignores it for a second.
She's like, that was weird.
And then the doorbell rings again.
She's like, okay, wait, there's actually somebody there.
So she's like, just wait here.
I don't know where that well.
So I'm like, okay, whatever.
I'm gonna get there.
She goes downstairs.
She opens up the door.
I hear like a brief conversation for a second.
Door closes.
She comes like upstairs.
She's like, sorry about that.
And I was like, what happened?
Who was it?
And she's like, oh, it's nothing.
And like, it's like a doorbell ditch.
And I was like, odd, okay, kids doing pranks, no problem.
We sit down for a minute, doorbell rings again.
She doesn't move.
I'm like, are you gonna get that?
And then she's like, no.
And then the doorbell starts ringing like just nonstop.
And she's like, ding, ding, ding, ding, ding.
And I was like, okay, you've got to go get that.
And so she's like, okay, hold on.
Stay here.
And so she goes downstairs.
Anyways, I hear a voice.
I hear a guy's voice to me.
He's like, who's here?
And I hear this guy coming up the stairs.

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And it's an ex-boyfriend who has shown up on our first date.
You know what he had done?
He was out.
He had come by the house to try to pitch to get back with her.
And he saw through the window that we were watching a TV show, Nip Tuck, and he's like, we've already seen that show.
You wouldn't be watching that show alone.
He's like, somebody must be here.
And so he was like, somebody's here.
I know it.
And so he comes up the stairs and I don't know who this guy is.
I'm also not that invested in her at this point.
So I'm just like, look, I'm not trying to, I was like, I'm not trying to, you know, get in any drama here.
This is already kind of messy.
So he comes upstairs and he doesn't know what he's supposed to do.
He's like, he's here now and he's standing there facing me.
And so I just think of my hand to shake his hand.
I was like, hey, I'm shocked.
What's up?
Because I don't fully know what's going on, but I definitely know that something's up.
No, so he shakes my hand and then I can see he gets angry at himself for shaking my hand.
She's just like, oh, horrified.
She's like, oh my God, you need to leave.
Why are you here?
And he's like, oh my God, I knew this would happen.
This is the worst.
And then I start laughing because I'm like, this is a comical situation.
First date, ex-boyfriend shows up, angry little Indian guy.
And I was just like, okay, I start laughing.
And then this tilts him like crazy.
So she's in between me and him.
He swings, punches me in the face, but he punches me with his left hand.
So it was like kind of like, you know, like a doodly kind of punch.
I didn't really do anything.
And so, and I again, I start laughing.
So no fight or flight.
I'm literally in a fight and there's no fight or flight.
So I start laughing again.
He gets really mad.
So then he's embarrassed and he starts to come towards me.
And Sonya just like body slams him while he's walking towards me.
She just grabs him and throws him down.

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Now he's really embarrassed at this whole situation because he kind of got tripped up by a girl.
And I just, I just like, I grabbed him by the shirt and I was like, you need to leave.
And then he like whatever came to and he was like, what the hell am I doing?
And so he like got all angry and he left.
And then so for five minutes we're both sitting there, go back to watching nip tuck, like nothing happened.
And then I was like, yes, I'm going to go, I'm going to go home like I'm done.
And she was like, I can't even speak.
I'm so sorry.
I don't know what the hell just happened.
Wait.
I would have thought that like you'd like just totally get it on and like it was love it.
It was love.
Oh, your dreddle was going.
I was like, oh, this girl Shady, she probably is trying to get with that guy at me at the same time.
Forget all this.
And I was like, I'm not trying to be involved in any of this.
I'm going to go home now.
And now she's the mother of your children.
Yeah, exactly.
So so we ended up maybe, but long story short, I don't even have to fight or flight even when I'm in a fight.
So, you know, there's something wrong with me.
That's a great story.
Yeah.
So I don't think most people even know that story, but now, you know, hundreds of thousands of listeners know know that one.
My family doesn't know that.
That is a good story.
Mama bear took care of it.
Sounds like she, you know, snapped into gear in a way that I did not.
So we both kind of don't talk too much about that.
But we both know if a situation goes down, she's much more likely to react than me.
I'm just sort of like easy going like, oh, this is interesting that was going on here.
Okay.
Well, at least you know your strength.
Yeah.
Oh, this is.
Okay.
So let's talk, let's talk about some things.
It's been a little while since we, we hopped on without a guest.

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What's been interesting to you?

Let me bring this up.

And this is incredibly half baked.

We have a lot of topics here that seem like they have a lot more research, but I met this guy named Ryan Beagleman.

I think his name is.

Do you know who that is?

No, never heard of him.

I met him in the trends group.

So Ryan started biz now media, biz now media was a, it was basically what we do.

I mean, we are what they are.

They were first for real estate and it was a newsletter business.

He sold it for like \$50 million.

And then he went or in congruently, like congruently he started summit series, which is.

Dude, everybody fucking started summit series.

I've met nine creators of summit series.

How many of these guys are there?

Well they all worked at biz now.

And so I think him and Elliot, I believe were the guys, this guy, Ryan was the CEO of it.

Gotcha.

So I believe he was the guy.

Elliot's last name is biz now as in biz now media, I believe the, I think they were the two guys and everyone else was also a guy, but not the other guy.

And so he started summit series for those of you who don't know, it's like, I don't know what it's kind of like a Southwest kind of thing.

And they'll rent like a cruise ship and people go, it kind of turns into like an orgy.

It sounds like we're just people party, you pay three grand.

It's not that good of a business, but I think it's okay.

Like I think it just affords the lifestyle, but created a sweet life for them.

They bought up, they bought the mountain that they did the summit series on and now they own.

Yeah.

So here's what they did.

They bought a mountain.

So they raised money from people and investors and you rich people who attend these basically.

Yeah.

Yeah.

Would put in a million dollars and you bought a plot of land on this mountain and they're trying to build the city of this town.

It's called powder mountain.

I met him in our trends group.

And so I'm going to go and stay with him for a week on Thursday and he's got this big.

Yeah.

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In Utah.

So he's going to let me crash at really interesting guys.