

Tyrone Jackson - The Wealthy Investor - Transcript

Tim Mullooly: Welcome back to Living With Money. This is Tim Mullooly. On today's episode, I am joined by Tyrone Jackson. Tyrone is the creator of the Wealthy Investor. Tyrone, thanks so much for coming on the show.

Tyrone Jackson: Are you kidding me? It is my pleasure to be here with you, Tim.

Tim Mullooly: Before we dive into the Wealthy Investor and all of your work, can you just tell the listeners, bring us up to speed real quick on your background, the early years of your career, when you first became interested in finance and the stock market and all of that?

Tyrone Jackson: It's funny. I always say this when I'm speaking live or on someone else's podcast. I was one of those guys that didn't do well in math in school. I was raised by a single mother in federally subsidized housing. I just wanted to be rich. I really ... A lot of people come to this country and do some wonderful things. I'm like, "Why are we struggling all the time?" I am one of those guys who actually took his allowance, whatever I got, and, I know I'm going to date myself here, I used to go to Barnes and Noble book stores and buy books on mutual funds and millionaires because I just wanted to try to figure out how to be one of them.

Long story short, I actually was on TV. I did commercials for 25 years, both what we call on-camera and voice overs, and I had made a decent chunk of change. People said, "You know, you're supposed to invest." To be honest with you, I really didn't know what that meant, like invest in what?

Tim Mullooly: Right.

Tyrone Jackson: I wound up buying real estate, like fixing up houses, which is so funny because I can't fix anything, and renting them out to other people. My father said, "No, no, no, no, no. You want to learn how to trade and invest in the stock market." I was like, "Well, okay." He went out and got me some books and tapes that explained the fundamentals of investing, and I was hooked from that moment on. I suddenly became better at math and I realized, "I think I could do this. I see how people who do this actually can earn a lot of money."

Tim Mullooly: Your relationship with money growing up was you went out on your own, found these books, and kind of just dug into it by yourself? There was no courses or classes along the way? You kind of just did it on your own?

Tyrone Jackson: The thing that I've been very blessed with is I was always a curious person. I've learned to ask the question like why and how and how does that work. Life for me has been like puzzle. Whenever I've asked, "Why?", that usually means I'm going to get a lot of information. I can kind of put the pieces of the puzzle together. My financial education at the time, my mother told me the best thing you could ever do in life was get a job that pays overtime. She was like, "You're not really going to get ahead because the IRS is going to take a good chunk of that overtime, but that's really the best thing you could hope for in life."

My research, what I really discovered was that wealth is a series of positive habits. Particularly, people who are self-made, they find a good habit and they do it over and over and over again. That's kind of what I teach today. Once you get some momentum going and you understand how it goes, now you build on that. That was one of the secrets to understanding how money flowed through the society and how I could participate in not just making a living, but having more than what I need, which is basically wealth creation.

Tim Mullooly: Right. Yeah, that makes sense. Speaking of good habits, I've heard you talk about the importance of having a good money mindset. Do you want to talk to the listeners about why having that right mindset when it comes to money is so important?

Tyrone Jackson: Man, I got to tell you, if you're looking for a shift in your life and things aren't going the way that you want in financial terms, what I have discovered is it ultimately is about your belief system. There's some belief or series of beliefs that you are holding to be true that's literally stopping or prohibiting the flow of money into your life. I was very much programmed by my single mother who had limited beliefs about money. It doesn't make her a bad person. It's just that you cannot pass on what you don't have.

My mother told me that life was going to be hard, it was going to be a struggle, and that's just the way that it is. Unless I was willing to go in a completely and totally different direction around my thoughts and what was possible, I was going to live a life where I absorbed those beliefs. I looked at money, the universe, my relationship to the world, and I said, "What if I changed my mind? What if I developed a new mindset? What if I was meant to actually have a lot of wealth and financial freedom in my life, and what if I then pretended as if this whole thing was just a journey to get me there?"

That means that I had to drop some old ideas about money and be willing to embrace some new ideas, even if I didn't know how they work. Here is the one idea ... This was like a huge shift for me, when I realized that trading time for dollars in a job was not the answer, because you only have but so much time. When I realized that, for me, I needed more residual income, income that came regardless of whether I got up that day or not, then I started to seek those opportunities. Does that make sense?

Tim Mullooly: Yeah. Absolutely.

Tyrone Jackson: That's what I find with most people. They never seek out residual income opportunities, so they wind up in a job, which someone said once, just above broke. When you're trading time for dollars, there's only but so much time you actually have, but when you shift your expectations and you become open to the idea that maybe you can have an extra \$5,000, \$10,000 a month coming in and you never had to leave your home, then the universe will support you in that. People will show up in your life, and you simply begin walking down that path.

Tim Mullooly: Right. That kind of goes back to some personal finance topics that people always talk about. It's more stressing working with what you have and what income you have now and saving with your budget now, but it's never really addressing the fact of getting more income in.

So that's kind of where the Wealthy Investor comes in and gets them thinking more about that residual income and increasing their own personal income?

Tyrone Jackson: Yes. What if you and all of your listeners pretended that you were meant to make millions of dollars? Just pretend for a moment. What actions would you take? If you want to become a millionaire, then you have to be taking actions that millionaires have taken to arrive at their goal.

My father used to say to me, "You have to learn ... " I tell this story at all of my live events. He goes, "You have to learn to live within your means, live within your means." He used to say it with that tempo. I was never disrespectful. I was never the kid who was disrespectful. Plus, I love my father so much. I thought to myself, "Why don't I just raise my means?" Instead of making \$25,000 and trying to live within my means, why don't I try to make \$250,000 and live within that? Then when I get to \$250,000, why don't I try to make \$500,000 and live like I'm making \$250,000? And why don't I make \$1.5 million and live as if I'm making half a million?" I'd still be within my means, but I raised my means, and that's one of the keys to success.

Tim Mullooly: Right. Exactly. With the Wealthy Investor and a lot of your work, you're constantly giving back to others and helping others better their lives. What is your ultimate motivation and your passion to give back to other people so much?

Tyrone Jackson: It's to let people know that these opportunities exist. I think like, "Why am I so motivated to shed light on the opportunities that exist in the stock market?" Because I know the pain of watching my mother, for example, try to figure out how she was going to pay the rent. I know the pain of coming home from school and the telephone doesn't work because the service has been interrupted. I know the pain of my mother having to go to court and say, "I'm a single mom. Could you just give me another 30 days? I promise I'll be able to come up with the rent." I know the pain of ... I can remember one Christmas when my mother was like, "I don't get my paycheck until the Monday after Christmas. You have to wait on Christmas day because two days later when my check clears, I'll have presents for you." I remember her getting on the bus, going out to the mall to JC Penney, and three days after Christmas, there were toys.

When you live that kind of experience, really live it, and you open up your consciousness and your life changes as it did for me, I want to help other people out of the experiences that I experienced as part of doing service to the world.

Tim Mullooly: Right. That makes sense. That's a really great purpose. We've kind of alluded to it already a couple of times, but do you want to just talk to the listeners about the Wealthy Investor? Why did you start the program ultimately? If you had to sum up the ultimate mission of the Wealthy Investor in a couple sentences, how would you describe it?

Tyrone Jackson: It's to let people know that anybody can make hundreds of thousands of dollars in the stock market if they just had the right education. In our country, the country that I love so much, we don't get a financial education in high school, college, even in grad school. Nobody really explains to you how the financial markets work.

The second part of it is the internet obviously has changed everything, so we have unprecedented access to Wall Street's charts, information that we've never had before in the history of the planet. You can literally sit at home and get a financial education, open up a brokerage account at TD Ameritrade, E-Trade, Charles Schwab, and literally within 72 hours, be in the game that billionaires play. That's really an important part of the mission is to say, "Hey, this exists for you."

Here's the other thing that's really interesting. The stock market and trading in the stock market, it's not right for everyone. Not everybody's a stock market trader. Some people, they buy Disney stock, they wait five years. They buy Visa stock, they wait five years.

Some people, they buy Home Depot stock, they wait five years. Instead of giving your money to someone else, assuming that they're smarter and more gifted than you are, I'm here to tell you, as someone who's done it and is doing it, I'm not any smarter than anybody else, other than I have a gift for explaining this thing that can be kind of complex. I'm able to put it in very simple terms so people have aha moments. "Aha! Tyrone, I see how that works. Oh, I didn't know that's what earnings were. And dividends can come to my house every quarter in the form of checks?" Yes. No one ever explained to you how the wealth game worked, therefore it felt like you were locked out. The truth is, you're not.

Tim Mullooly: Right. Yeah. That makes a lot of sense. It's kind of just taking the lampshade off the head of the individual, so to speak, and letting them know that all of this information is out there. I was going to ask, is there any prerequisite knowledge that a person would need to have to understand and thrive and succeed in your course?

Tyrone Jackson: Yeah. That's a great question. You don't have to take any of my courses. Just go to thewealthyinvestor.net and download the free eBook so you can at least learn how trading and investing in the stock market works. I teach what I call the Sesame Street version of everything. That basically goes like this. Buy stocks that go up. "Really? Buy stocks that go up?" Yeah. "What makes a stock go up?" Demand. "Okay, but why would someone want one stock over another?" The reason is it has to do with income, which we call in the stock market revenue. We don't refer to stocks as just merely stocks in the Wealthy Investor program. We call them dates.

If you've ever been out on a date with someone who's really good looking but they make no money, they become less attractive, right?

Tim Mullooly: Right.

Tyrone Jackson: It's nice to look at them and go, "Wow! Look at those eyes and that beautiful face." Then if it's a woman and she goes, "Yeah, but I haven't had a job in six years", you're like, "What's going to happen when we get together?"

Tim Mullooly: Right.

Tyrone Jackson: But if you go out with someone who's very attractive and they're kind and they're loving and they're smart and they go, "I keep getting promoted", once you're over 30, that becomes a more attractive package. It's the same thing in the stock market. If I like a stock like, let's say, Disney, ticker symbol DIS, every stock has its own ticker symbol, and I pull up a chart and for five years in a row, that stock has been rising, then I want to know how much revenue they're actually generating because Disney may be a good date for me. When you understand just the idea that stocks rise because companies make a lot of money, that's what makes them attractive, that's a great place to start, and it's not complicated.

Tim Mullooly: When it's broken down in such a simple term like that for people, it's very easy to understand. You touched on it a little bit earlier, but just opening up a TD account or an E-Trade account for an individual out there who might be a little hesitant to get into the market, what are the current barriers of entry today for people to join in on the stock market?

Tyrone Jackson: This is so funny that you ask that because there really aren't any barriers. Opening up an account at an online brokerage house, it's very similar to opening up a checking account, except they ask you about 14 more questions, like, "Have you ever been a party to a lawsuit? Have you ever sued a publicly traded company?" For most people, the answer is, "No, no, no, no I haven't. No, no, no. Class action lawsuit? No." If you've never done one of those things, then you simply put your money inside of the account.

Opening the account is one thing, but now what do you buy? What do you hold? What do you buy and sell, which is trading? What are you investing in for the long term? What are your goals? Again, that's where the education part comes in. The barrier to entry is almost nothing because if you have a checking account, you can have an online brokerage account, but now that you have access to Wall Street, what do you do?

It's not that there's anything wrong in any person's life if their parent didn't financially educate them. That's why you're trading time for dollars, but at some point, you have to decide and take financial responsibility for your life and go, "Regardless of where I am right now, there must be a better way, and I'd like to do more in my life than just collect a paycheck." That's when you know you're ready for wealth, you're ready for something bigger. You're ready to be a part of a bigger machine that makes millionaires and billionaires, and your job is to learn how that machine functions and then how to participate.

Tim Mullooly: Right. Would you say it's almost more of a psychological barrier to entry there? Like you were saying, you need to have that ... You need to be ready mentally to step into the game.

Tyrone Jackson: Yeah. All it takes is desire. You don't have to have four degrees. You just have to have the desire to want to have a bigger, better, more exciting financial life. I always say to most people who cross my path, I say, "Everything in your life, most of the time, you've already gotten." Whenever you've decided you wanted something, like, "Oh, I'm going to save up and get that car", or, "I want to travel to Europe", or, "I want four big screen TVs", whatever that goal is, most people have achieved that. Most of the reason that we achieve our desires is because of something called focus.

You get in your life what you focus on most. This is why people who have no money all hang out together, because they're all focusing on the negative aspects of their life.

Negativity attracts more negativity. People who don't have faith, people who are hopeless, they tend to hang out with other people who are pretty much like them, but people who have an enthusiasm for life, who possess some hope inside of their heart and their mind, they tend to hang out with other people who are just like them.

People who are wealth builders, guess who they hang out with? Other people who like wealth, who like residual income. I always say to people, "If you want a brand new life that's financially free, just know you're probably going to need some new friends because your friendship circle is really a reflection of where you are in your mindset and your belief systems." I love these people who are just like, "Eh, money's really not important." Really? Really? Like it's really not important? Like eating every night and having a roof over your head and being able to pay your bills, that's not really relevant? "Eh, not really." Oh, okay. Well, that explains the results in your life.

Then finally, the other reason that you want to change your mindset is so that you can help other people. I heard someone once say the best way to help poor people is to not be one of them. If you can get in the mindset of residual income, imagine creating enough residual income so that you can help people in your family or start scholarship funds or give to your church or synagogue or whatever resonates with your heart.

Tim Mullooly: Right. Exactly. That all makes perfect sense. One of the things that I've heard you say is that some of the "conventional wisdom" surrounding trading stocks is kind of backwards. Do you want to explain that line of thinking and how, in a sense, some of the things that people think about trading stocks is not right?

Tyrone Jackson: TV, radio, and print ads are very, very powerful. There's a whole industry that is out there getting the average consumer to believe that, "You're not good at this. You're not good at buying Disney stock at \$90 and waiting for it to rise to \$140. You're not good at buying Netflix at \$98 and today it's trading at \$350. You're not good at that." We tend to believe that because we see these ads so much that we think, "There are some smart people somewhere who know how to count to 10 and watch stocks actually as they rise. It's not my thing." That's actually not true. We're conditioned constantly to believe that we don't possess this skill set.

What I always say to people is we possess every skill set that we need to be happy, healthy, and excited in this world. For example, there was a time when I didn't know how to drive. I grew up in New York City, so there was no need for a car, so I actually didn't get my license until I was like 29. Most people in rural areas, you get your license 16, 17, do the driver's ed course, but I had no need to do it. At 29, if I wanted to get around a town other than New York City, I had to learn how to operate a car. You put your seatbelt on and you start the gas, and then you put the car and you move it forward and how to parallel park. That was just another skill set if I wanted a more fulfilling life.

It's the same thing with trading and investing your money. It's not that you can't. It's just that you may have never been encouraged to develop that skill set. It's not hard. I say if you went to the fourth grade and you learned how to count, you could be rich because all wealth is addition and subtraction. That's all it is.

Tim Mullooly: Yeah. A lot of simple concepts that people sometimes get intimidated by. You hear the messages, like you're saying, so much in the media that you can't do this, you can't do that, that you kind of just get deterred away from ever really trying. I've also heard that you said that the market is less intimidating than it seems. Is that kind of along the same lines of why it's not necessarily as intimidating as some people might build it up to be in their mind?

Tyrone Jackson: Yeah. It's just because you have to learn new verbiage. You have to learn what an ex-date is on a dividend paying stock. You have to learn if you were going to trade covered calls, for example, in and out of the money covered calls, at the money covered calls. You have to learn how institutions go and buy a million shares. You have to learn what implied volatility is. People go, "Oh, that's all such complicated terms", but you had to learn some terms you didn't know when you learned how to drive, or when you were trying to bake.

Life is about learning and growing and expanding. For some people, they get caught up in a comfort zone. They don't really want to learn anything else, and the life that they have suits them. When you're in your comfort zone, that's not where wealth comes from. Wealth comes from growing, learning, evolving, trying something new so that you can get to the other side of an experience you've never had. Does that make sense?

Tim Mullooly: Yeah.

Tyrone Jackson: Right. It's hard to be wealthy if you're living in a comfort zone, unless, of course, you've come from a family worth \$30 million, then you don't really have to grow that much, right?

Tim Mullooly: Your comfort zone is already wealthy.

Tyrone Jackson: Yeah. Exactly. It's already there. Actually, I've seen wealthy people with a scarcity mentality. I've met people who have millions and millions of dollars and they're like, "Hey, listen." I've actually had someone say to me, "This is my last \$7 million." I was like, "You're last \$7 million?"

Tim Mullooly: Right.

Tyrone Jackson: How come it's not your first \$7 million?

Tim Mullooly: Right.

Tyrone Jackson: They're like, "I don't want to lose my last \$7 million." What is that saying about their belief systems about money? They have more money than most people, but it doesn't

feel that way. That's why wealth starts from the inside out, and it's not just a cute thing to say on your podcast. It really is true.

Tim Mullooly: Yeah. Absolutely. I agree. It goes back to that mindset that we were talking about earlier. When it comes to being intimidated by the market though, one thing that can really get to people is the day to day volatility, week to week with the markets swinging up and down, seeing red, green, red, green in their accounts. How can someone, just an individual retail investor, not necessarily get burned by all that volatility?

Tyrone Jackson: Okay. That is a super question. Basically, you have to have a long term plan. When I look at a stock and I'm investing in a stock for the long term, I'm going to look at its behavior over the long term. How does that stock perform over five years? How does it perform over 10 years?

Quick little stock market lesson here. The top 30 stocks in the US stock market are part of this index called the Dow Jones Industrial Average. What that is is it's those top 30 stocks and their price movement on a daily basis, an hourly basis, or over time. If you were really interested in being successful in the stock market, you would just buy members of the Dow Jones Industrial Average and look at their top performance over time. You can't look at everything as a short term affair.

If I like Disney, Visa, Home Depot, for example, Cisco Systems, these are all stocks that over time, over a two to five year period, have done very, very, very well. As a shareholder, I'm going to own a small little piece of that company that is generating more revenue, and Wall Street is rewarding that stock by driving it higher over time. Not that it went down on Monday and oh my god, it was up on Tuesday. If you play the longer game with what they call a longer time horizon, you can literally see how wealth is made not every single day, but over a six month, two month, three year, five year period, now you're on to something.

For people who are interested in learning a little something about the stock market, buy some shares, hold them for two years, and look at the performance. If that performance does well, you will be hooked.

Tim Mullooly: Right. Exactly. Just kind of lengthening the time horizon smooths out all of that day to day noise that might get inside the head of someone who owns those stocks.

Tyrone Jackson: Yes. And just to take it to the next level, because if we take a long term time horizon for our investments, traders are the ones that really react to day to day to day. A lot of people don't know this. We all know that we can make money when stocks go up. Did you know you can make a lot of money when stocks go down?

Tim Mullooly: Right.

Tyrone Jackson: And the reason that that sometimes surprises people is because no one ever explained to them how to do that.

Tim Mullooly: Right.

Tyrone Jackson: The day to day, if you want to be a trader and you want to mix it up in the market every single day, a stock can only do one of three things. Go up, go down, or stay the same. Go up, go down, or stay the same. What if someone taught you a strategy to make money when stocks went up or a strategy that makes money when stocks stay the same or a strategy that makes money when stocks go down? You'd be covered for all three outcomes.

Tim Mullooly: Right. Yeah. That's, like you said, something that most individuals, everyday people, they don't know that that's even a possibility for them. Two principles that I've heard you talk about in terms of the market and the Wealthy Investor are participate and profit. Can you talk about those two principles for us and just explain what those two mean to you?

Tyrone Jackson: Yes. First of all, be in the game that millionaires play. Then like every game, Tim, has rules. For example, let's say you and I were going to sit down and we played tic-tac-toe. If you understand how to win at tic-tac-toe, you are going to beat me every single time. What are one of the simple ways to win a tic-tac-toe? It's the corners, right? The guy who put the X and O in the first corner, statistically there's a higher probability you're going to win at tic-tac-toe.

How do you win at Monopoly? I'll let people google that. There are actually several formulas to win at Monopoly at a higher percentage of time.

If you're in the game, but yet you don't understand the rules of the game, it's going to be harder to win. Watch this. If you're in the game and you understand which stocks historically go up over time, you can win that game. The only question is, how big are you playing it? Are you putting \$500 a month in your brokerage account and buying stocks that have the ability to rise? Are you putting in \$1500 a month? Are you putting in \$150 a month? It's not really about the dollar amount. It's about the strategy. That's what I teach people. It's like this strategy has held for 40 years. Shouldn't you be in a strategy that's held for 40 years, buying stocks whose revenues are rising and shareholders get rewarded? Yes. If you learn the rules of the game, you can win at the game just like the biggest participants do.

Tim Mullooly: Right. Like you're saying, you can't win the game if you're not playing, so just getting in and getting started is step one.

Tyrone Jackson: That's exactly right. Then you have to study the financial markets, get that financial education, and learn. It's that way for everything. Hey, listen. Even if you had a podcast and you weren't making money, there's a way to make money in podcasting. We have to learn the rules of the game to be successful.

Tim Mullooly: Yep. Absolutely. The strategies and education that you provide at the Wealthy Investor, is that designed to help individuals thrive in both bull and bear markets? Because for the last handful of years, we've been in a pretty nice bull market. Does the strategy change at all or depending on the market situation and if we're in a bear or a bull market?

Tyrone Jackson: Yeah. Great question. Most of the time, 90% plus of the time, the market is bullish. That means you're in an environment where stocks as a whole are rising. What I teach people are bull market strategies first because 90% of the time, the market is bullish.

Once people begin to successfully participate in the market, I then introduce sideways markets for market strategies, for markets that are not going anywhere, and bear markets. On Wall Street, bears represent retreat. When we're in a bear market, that's when I teach people bear market strategies. I tried early on in my teaching career to teach people bear market strategies in a bull market, and that didn't go so well. People are like, "Why are you trying to teach us strategies of how to make money when stocks go down and everything is rising?" I usually wait for the market conditions to present themselves, and then I go, "Can I show you now?" People go, "Yeah."

Tim Mullooly: The interest level is much higher at that point, I imagine.

Tyrone Jackson: Exactly, exactly.

Tim Mullooly: I've also read that you believe stock market investing is a really good idea for real estate investors as well. Do you want to explain why it make sense really for real estate investors to also consider getting involved in the stock market?

Tyrone Jackson: We've all had that term diversify, diversify. As much as I love the stock market, I still own a little real estate on the side because I like my money to be coming from a couple of different sources. I actually own other businesses outside of the stock market. Why? Because I enjoy the diversity of income that comes from having a successful business.

It's not that you can't be a full on participant in the stock market and that's your primary pursuit. You can, but diversity is good too. How much you want to diversify, that's up to you. Without getting into it with too much detail, there are certain tax advantages that go along with owning real estate that help you keep more of your stock market profits, because all of my students are so surprised when they made all this money in the market and they go, "I have to pay taxes?" I'm like, "Uh, yeah. Yeah. In America, you have a tax bill. I helped you make the money, but yes, you do have to pay taxes to the US government." Then suddenly, they're interested in how to use real estate to reduce their tax liability. That's just a normal part of evolving as a wealth builder.

Yes, mostly the real estate and the Wall Street thing, because real estate just provides certain tax shelters. It can reduce your bill, but you got to speak to your accountant about that and they'll guide you through that process.

Tim Mullooly: Right. Yeah. That makes sense. We always hear about the number one thing people want to do is pay as little taxes as possible, so when you say there might be some tax advantages, I'm imagining all of the listeners' ears perking up as they hear that.

Tyrone Jackson: Yes. That's good because that's all part of getting a financial education, is that you're learning more and more and more and you become open to these ideas. It's just that shift

in consciousness, like some of your listeners are having right now, like, "Hey, maybe I can do this." I'm hear to say, "Of course you can do this."

The only reason it's a surprise is because no one ever explained to you to look at stocks as dates and what the Dow Jones Industrial Average is and revenues that are rising in companies that force their stock price higher. Once someone explains that to you, it's no longer a mystery.

Tim Mullooly: Exactly. Yep. You also have your own podcast. It's called Trading Stocks Made Easy. Do you want to talk a little bit about that and what listeners could expect to hear if they go from this podcast over to your podcast?

Tyrone Jackson: Yes. The Trading Stocks Made Easy podcast was created because I wanted people to see real people in their journey in the Wealthy Investor program. We just did a series recently where we talked about ... We did a series with trader roundtables, with people who had just been trading for a year or so, and what they've learned. Then we had a roundtable series with people who've been in the Wealthy Investor program for nine years. I say, "You know all the techniques that I'm teaching. Why do you stay? Why do you stay with this program? You guys are making hundreds of thousands of dollars." They like the community. I wanted to bring those people on. As I say at the beginning of every episode, "You're a real person. Can you please explain to people that you're a real person who makes hundreds of thousands of dollars and you never thought of yourself as a stock market trader or investor?"

I wanted to be able to create a platform where people could get up close and personal with real people. Many of them are artists or painters and writers and musicians. Others are scientists and doctors. They enjoy trading. The Trading Stocks Made Easy podcast is a wonderful forum for that. You know, because you have a podcast, people hear you from all over the world. I don't mind becoming famous online.

Tim Mullooly: Right. Yeah. That sounds like a great way to not only spread the community of what you're building, but also just to highlight that, like you're saying, real people are actually using this and making a lot of money with it.

Tyrone Jackson: Yes.

Tim Mullooly: I like to wrap up the podcast with asking every guest, whether it's a personal thing or a professional or maybe it kind of bridges the gap between both, what's one piece of advice that you've gotten throughout your life that's kind of always just stuck with you?

Tyrone Jackson: Man, that is a great question. The first thing that comes to my mind is just be open. Have an open mind because when you have an open mind, there are all sorts of experiences that can move you, there are all sorts of experiences that you can have that you never anticipated. All of our lives are scripts. We can let our parents, primary caregivers, or people from our community write our scripts for us, and maybe that's not your path. Maybe you're meant to do something outside of your family's beliefs systems. If you're just open to new experiences, new people, new thoughts, new ideas, this experience called life can be bigger,

better, and grander than you could have ever imagined. Make room for positivity and great outcomes in your life, and that starts with an open mind.

Tim Mullooly: Yeah. I have to agree. That's a great piece of advice to end on. Tyrone, that was all the questions I had for you today. Thanks again so much for coming on the show.

Tyrone Jackson: Thank you, Tim. I really appreciate the time. All the best to you and your audience.

Tim Mullooly: For the listeners out there, I'm going to link in the show notes to everything that we talked about today, the Wealthy Investor, Trading Stocks Made Easy podcast, everything that was mentioned here. Feel free to go over to the website and check that out as well. Thanks for listening to this episode of Living With Money, and we'll see you on the next one.