
Jaime: Welcome to Eventual Millionaire. I am Jaime Masters and today on the show we have Evan Money. You can check him out at EvanMoney.com. He's a filmmaker, entrepreneur. He also has a website with his wife about how he gets married to her for the last 27 years every single year. It is very impressive to see. Thank you so much for coming on the show today.

Evan: Absolutely, Jaime. Been looking forward to it.

Jaime: So, that was the thing that got me first. I scrolled through the photos of every single wedding picture that you had. Different dresses, different locations. What made you decide to do that? That's crazy.

Evan: Oh, yeah. So, twofold. Part of it was the pain of being raised in a normal dysfunctional family. So ... And, seeing both my parents divorce and remarry and divorce and remarry and doing all that. And, the other part of it was, again, being born here in southern California, born and raised, this is the only viewpoint I have. So, it may not be accurate, but we can tell and talk with the listeners and see what they think. So, but growing up here in L.A. I only saw literally there were three options. You could be married and miserable, which I saw a lot of. You could be divorced and desperate, which I saw a lot of. And, you could be single and cynical.

And, I said, "I cannot buy into any of those three." And, this was pre-Matrix, you know, when the movie came out. But, I was like, "I refuse." I was just too much of a rebel, you know, rebel entrepreneur. I'm like, "I'm going to figure out how to be happily ever after." It has to be ... People say, "Oh, Ev, you watch too much Disney movies." I'm like, "No. I'm gonna find a way to figure this happily ever after out." So, my bride and I ... There's a much longer story, but she was the one that came up with the idea. It scared me to death. Yeah. And, I'm just like, "You wanna do what? You wanna, huh?"

So, I'll give you the short, short, long. But, before I was Evan Money, you know, people go, "Gosh, is that really your last name?" Yes, it's really my last name, but growing up and being early married, we didn't have any. And so, that was kind of a challenge and it was always the put down. It was like, "Oh, yeah," and all this stuff. So, I realized that in order for things to change, I had to change. And so, in order for things to get better, I had to get better. So, my bride and I started going to the free and the super

low price like motivational seminars.

And, yeah, I remember this big one. It was, dream big was kinda the theme. Dream big! Dream big! And, it was cost effective so we went and I'm sitting there and that's when one of the speakers, he was just talking about another author that he heard about that he used to remarry every year at his house and throw a party. And, my bride took that, of course she wants to dream big, Jaime, right? She's my girl.

Jaime: Right. She's smart.

Evan: "Let's get remarried in a different state or country every year." And, I'm like, "We can't even pay the light bill and you wanna ... " And so, in my mind I'm freaking out, but I'm nodding my head because I'm like, "Yes, honey, yes." We're dreaming big, yeah, yeah. So, I'm like, "I've got to figure this out. I've got to do something. Oh, my gosh. What am I gonna do?" So, in my mind, living in southern California, I was like, "Okay, I've got to do something. What can we do?" So, all I could think about was, "Okay, we could go to Tijuana. That could be wedding No. 1." You know, wedding destination capital of the world, Tijuana, Mexico. I'm not putting down people from Tijuana, but.

And, for your world-wide listeners, for those that don't know, Tijuana is known for doing things economically, let's say. So, that's my mindset is Tijuana, Tijuana, Tijuana. And, lo and behold, Jaime, this is what's great, lo and behold, I think God totally has a sense of humor, as I'm planning this Tijuana, like, "Okay, I can afford a \$5.00 piñata and we'll get one of these little dresses for her at one of these little shops," right? Like, that's where I'm at. "And, then we'll go sneak in the back of this Catholic church," right, "And, make it happen."

So, before that all goes down, we end up winning an all-expense paid trip to Paris, France, Jaime. So, while I'm thinking like Tijuana, Mexico, we ended up having our first remarriage at the Palace of Versailles, all 700,000 square feet of it.

Jaime: Wow.

Evan: And, yes, that's bigger than Costco for everybody watching. So, we ended up doing a ceremony in the gardens of all places and I was like, "Okay, God. If I went from Tijuana to Versailles, what else is possible?" And so, that's kinda the short and long, but Part

2 of that, because I must be fully transparent to your listeners and viewers, Jaime, because I know that's one of the prerequisites, is that I'm in it for the honeymoons. I have to tell you. It is ... And, I'll try to keep it PG-13, but sex is fantastic and I was like, "I want more than one honeymoon, so how do we keep that going?"

Jaime: That's right. It's romantic.

Evan: So, there's the long and short of it for you.

Jaime: I absolutely love that and I love how many years ago and when you didn't have money you still committed to it. Because, I didn't think that your last name was Money either. Like, I was reading it like, "Oh, okay." The woman I interviewed right before you is Money Honey Rachel, so I just assumed, and Evan Money, you know. Hers is just a little thing on top. So, how did you deal with growing up not having money and having a last name like that? I feel like it's this conflicting ... You must have internally gone through quite a bit.

Evan: Oh, yeah. I mean, that's a very, very long, long journey. But, on the light side, my bride was unashamed to marry Money, so you know, there's a fun one there, right? So, it was so interesting because it was almost the tale of two worlds. So, again, normal dysfunctional family. So, mom and dad get divorced when I'm little and my mom just wanted out. And so, in those days normally the wife gets everything, right? Like, you get custody, you get the house, you get it all, right? She just wanted out. And so, she ended up getting nothing.

Jaime: Wow.

Evan: And so, there was this tension because my dad kept the house and my dad had lots of money and only spent it on himself. And, my mom had nothing and at a very short into the divorce he stopped paying the alimony, which was contentious.

And, it was always this tale of two cities. So, we would go see our dad on the weekends and then our mom's during the week and it was like, "Wow, this is so interesting." This is just this interesting dynamic. And so, I saw wealth and excess on a negative standpoint.

Jaime: Mm-hmm.

Evan: What my dad modeled. And then, I saw my mom doing the best that she can. You know, single mom. She was a single mom before single mom was invented, right? And so, she's trying to lead with integrity and do all the stuff, but there's no money. And so, I was caught in this really ... And, I think a lot of your viewers can understand, there was never a positive around money. It was either like, hey, you're either rich and a jerk or you've got nothing, you've got to scrap for everything and everybody's against you. There was never another third alternative.

There was never like, "Hey, be generous and give a lot away." There was never any of that. So, I was in these two worlds, both negatively polarized by money and literally just kinda had to crawl my way out of that and create a new mindset around and eliminate these old stories about all I saw around money and the same with marriage, right? It was like, okay, surely there has to be a better way than this or this. So, that's kind of, again, long short answer for that journey of dysfunction for me.

Jaime: Well, I love that your last name is really Money. I think that's absolutely amazing, especially now with what you talk about with it being a full life. So, I know it's not just about the money for you or your site or anything like that. So, how did you transition from going, "Ah, I feel like I should have money and I shouldn't have money," both at the same time along with, "Well, wait, life's more important," and now you're a millionaire. So, of course you have money too. Like, tell me about that transition.

Evan: Yeah, it's interesting. You know, the word "millionaire", I used to think, "Gosh," you know, "As soon as I arrive at this millionaire point," and I want to address that for a second because I think that's a deeper topic. And, I love the title of your show and I love the transparency of where you're at of like, hey, eventually I'm going to get there. And, your journey is spectacular of like, hey, I was the hard charger, I'm doing all the stuff. And, I woke up going, "This is stupid," right? Like, "What am I doing this for?" Right? Very similar, right?

Like, I looked and my dad and I was like, "Well, if that's what money's about I don't want it." Right? And then, I looked at my mom's side and was like, "But, yeah, you know, paying the rent would be a really cool thing."

Jaime: Right. Yes.

Evan: There's this tension point. So, where you were at, you were like, "No, I'm done with that. We're gonna figure out a different way to do this." So, there is this, I think, this lie and story that we tell our self that somehow when we become a millionaire, something inside here ... I don't know if you can see my heart, but something in here is going to change. And, I still remember ... I'll give you some football analogies because I'm a sports guy. But, there's a very famous football player and he's still big in the sports world. His name's Dion Sanders. And, Dion shared the story with me, he said, "Ev, you know, the lowest point of my life was when I won my first Super Bowl."

And, I was like, "How can that be?" And so, he explained that, you know, his whole career he was the big draft pick and he was the hot guy and he had all the, you know, when he was in his hay day, you know, all the, you know, like MC Hammer and all these people were on the sidelines and it was just like Dion was the man and all this. But, he had never won the Super Bowl and everybody kept saying, "The Super Bowl's the ultimate. The Super Bowl's the ultimate. The Super Bowl's the ultimate."

A lot of times when we keep thinking, "Oh, yeah, once I'm a millionaire, man ... Once I'm a millionaire ... Oh, man, once I'm a millionaire ... Once I'm a millionaire ... " And so, he said, the night they won, the game's over. He's held up the trophy. He did the whole thing. He's in the locker room and he hit his all-time low because nothing changed on the inside. The outside can't change the inside. So, for those listeners that are listening and watching, if you think that, "Oh, when I'm a millionaire, then I'm gonna feel generous. When I'm a millionaire, then I'm gonna feel secure." That's the biggest lie and biggest pain point in the world. You are in a life full of pain if you think decimal points on a screen are gonna change your security.

And so, people keep having these myths about what money's going to do, what this status will get them, but the outside can never change the inside. And so, that was a huge wake up point for me of understanding like, "Whoa, wait a minute. Wait a minute. Wait a minute." And so, I had to really kind of deconstruct these money myths and slowly, painfully, the process of, you know. And, I marvel ... Everyone's got a, you know ... I loved hearing the stories of people going, "Yeah, I was, you know, dead broke and then the next day, boom, my business turned around and I invented Twitter and I did this and I did that." It's like, "Yeah. Yeah."

My thing was so painful and so slow and just one step in front of the other, one step in front of the other. And, I just encourage people, you know, we all want to paint a masterpiece in life, whether as a parent, whether as a spouse, whether in business. We all want to be, “Nah, I want to paint this great masterpiece,” and we all think it happens like at one time. But, I remember Brendon Burchard sent this message out a long time ago, he said, “Hey, just put a little bit of paint on the canvas today. Just a little bit of paint. Just a little bit of paint because the only way you’re gonna create a masterpiece is just a little bit of paint at a time.”

And, so often we see these people’s masterpiece, and you’ve had super successful people on the show. I remember the show I watched a couple of times ago, Ray, the Silicon Valley legend, right? It’s like, “Oh, look at his painting. It’s way better than mine,” right?

Jaime: Yes.

Evan: But, realizing he had to do the same thing. Just a little bit of paint at a time. A little bit of paint at a time. So, during this unique time that we’re in now, we’re in like this mass time of apathy, and I just encourage people, man, even if it’s just a tiny little dot of paint, you’re making progress. And, if you just put a little paint on the canvas every day, before you know it you’re gonna have your masterpiece created. You’re gonna be, “Yeah, this is awesome.” And, sometimes you may get a few extra strokes, but for most of us ... I’m just letting you know, for most of us it’s a little bit at a time.

And, everybody else’s painting looks so much better and easier than ours and that’s because the bad stuff is easier to believe. And, that’s part of this journey that you asked me about. Like, “Why did you do it?” It’s like, “Well, first I had to like every day massage my mind to be like, “Okay, the bad stuff is easier to believe, but what if the bad stuff isn’t really true?”

Jaime: Right.

Evan: You know?

Jaime: Yes.

Evan: What if I’m not big as a loser as I think I am? Right? It was like, “Okay, well, maybe I am okay,” right? And, it was just this slow

building up of my self-image, building up of my mindset shift, building up just little bit day after day. I love what my first mentor explained to me, Jim Rohn. He said, you know, “There’s a lot of things in life that are on the higher shelf, right? In order to get to the higher shelf, you have to stand on the books that you’ve read.” And so, I was like, “Okay. Well, what have I been reading lately? Ah, yeah. Those aren’t very quality publications. Okay. What can I stand on to get me to those higher shelves?” And so, part of it was, you know, A.) Getting away from the blame game. Right?

Like, okay, going back to that negative mindset of everyone’s after me and only those people get ahead and everyone’s trying to do this. And, I was like, “Wait a minute. What can I take responsibility for?” So, the first thing I started doing is reading quality books. It was like, okay, and then I took my first step up and I was like, “Oo, I could maybe reach that shelf and then reach that and reach that.” So, again, long answer, short question, but it’s this daily, daily process of growing and improving is what gets us there.

But, when you look back and this, you know, I’m a millionaire now, it’s like, there’s a lot of people that are millionaires that are more miserable than when they started because they think that that certain number in the bank is gonna do something for them or that Super Bowl trophy is gonna do something for them or, “As soon as I sell my company then that’ll do something for me.” And, it never works. So, it’s about building you first, right? And, then everything else takes care of itself.

Jaime: Okay. Let’s dive really deep into that.

Evan: Cool. Okay.

Jaime: Because, I so appreciate everything that you’re saying and it’s easy to see external things because it’s physical. So, when everybody else can see it and it’s like, “Oh, look at me,” right? But, over and over and over again people have said it’s a millionaire myth, right? The issue that’s so wonderful that you can bring up right now is that the slowness is so easy to say now, but when you’re in it, right ... ah, right? It feels ... It’s so squishy. The personal development and internal work is so like, I don’t know if I’m making progress.

Was that paint really paint or did I paint white on that canvas, right? Like, where is this and am I doing it right? And, again, all that self-judgment sort of comes in. So, how, when you were going

through that, what would you tell yourself to make that daily commitment or did you ever think that you were going backsliding and not making any progress? And, tell me a little bit more about the actual inside what you were working with.

Evan: No, I still appreciate that transparency, Jaime, because I think there's a lot of ... I think, just, you know, compare-it-is and all this nonsense out there. And so, I really appreciate you asking that and going deep. So, the simple truth for the listeners and for you to understand is that, by the way you ask that question, you assume that I've arrived somewhere.

Jaime: Mm-hmm.

Evan: And, I haven't. And so, it is a daily, it is a daily process that never ends. And, what I've discovered is, it really is a lifestyle. And so, when I teach all over the world and the people that I work with and consult with, this is the thing that we really drill down is that unless something is a lifestyle, it never gets done or it doesn't get done to any standard of greatness. So, if every day you've got to think, "Ah, gee. Should I eat healthy today? I don't know. Uh, yeah." It's like this battle, right? Or, "Gosh, you know, should I work out today? Should I exercise? Oh, gee, I don't know." Right?

If it's a lifestyle, it's autopilot. You don't have to think about it. When personal growth becomes a lifestyle, it's not about, "Oh, gee, I haven't read my, you know, my good book today. Oh, you know." It's a lifestyle and there's only certain things – There's only so many lifestyles you can have, right? But, you have to make it a lifestyle. And so, for me growing as a person is a lifestyle and this is what I share with people all over the world. You as a, you know, happily married person, got kids and all this. So, for me, I can either go through life or I can grow through life together with my bride.

And so, it's like, how do we create a lifestyle of growing together? Because, if that's just what we do, guess what? I don't have to sit down and teach my kids because more's caught than taught, right? All they're doing is watching. "Oh, gee, you guys are going to another seminar? Wow, gee. Oh, wait, you're gonna go speak, but you already speak on this stuff. Why are you going to a seminar about it?" "Well, because I want to learn." "Wow. What book are you reading, Dad? Wow, you're reading a marriage book? I thought you guys wrote a marriage book." "Well, yeah. We want to make it better."

And so, just creating this lifestyle our young adults can just watch. And so ... And, we still fall into the bad parenting stupidity like lecturing them and doing all this stuff that never works, right? But, for the most part, the lifestyle speaks to it. And so, that's really my personal growth journey is, it never ends. It's a lifestyle. And so, I'll touch briefly ... You know, again, my faith is not everybody else's faith, but there's one thing God gave me this download that I want to share and I think it's really important for the people watching. So, I was down on myself, Jaime, because I didn't think I was making enough progress in reading the ancient scriptures like the ancient Greek scriptures, the ancient Hebrew scriptures.

And so, I'm reading psalms and I'm like, I've been in Psalms for three months, right? Like, am I making progress? To your point, right? Like, on Psalm 93. It's like I've been here since, you know, last year, right? You know, the bookmarkers not moving, right? It's like the same thing every time. And, I got this, again, God just gave me this total download. He's like, "Look, the Bible is not a book, it's a lifestyle." It's like, "Are you ever gonna stop?" I've been reading this book for 15, 20 years. And, it was like, well, am I ever gonna stop reading it? No. So, what's the hurry, right?

Like, I get caught up in this like, "Oh, I read 20 books a month," you know, "I read 50 books." Like, so instead of getting into like, "Oh, you know, I've got to read all this stuff." Or, even like podcasts, just a quick ADD segue. I heard a heard a guy come on and say he listens to podcasts at one and a half times speed so he can get through it. And, I'm like, I don't want to get through anything. I want to get from it. So, rather than trying to hurry up and read more, you know, read more Psalms faster, it's like, why don't I just get – What can I get from this today? So, for me some days it's one sentence. I read one sentence and I'm like, "Oh, I could think about that all day long. Wow, okay."

The bookmarkers hasn't moved, but that one sentence. So, when I got at peace with, hey, I could be in Psalms for the next five years and it's okay because it's what am I getting from this instead of just getting through it. And, I – Hey, and there's all kinds of books, something like, read the Bible in a year. Oh, great. It's like, hey, for some people that's great, but for me, it's just this lifestyle of every day a minute, every day I'm learning, every day I'm growing, and there is no finish line. So, there's never this arrival like, da-da-da-da! So, it's just for me, just that daily growing. And then, every once in a while I'll take a look and go, "Wow! We've come a long way."

But, if I look forward I'm like, "Wow, we've got a long way to go," right? So, it's just like, okay, what can I do today? What are we gonna work on today? All right, today, you know, we're gonna grow a little bit. We're gonna work on this. And, every once in a while we get these exciting highlights like, "Okay, today's the Oscars or we can cancel that and come on Jaime's show." It's like, woo hoo! So, think high. So, I hope that helps.

Jaime: It totally does. And, what I find so interesting, especially in business is, we want a KPI and we want to measure everything and do too, right? I'm like, "Okay, I want to measure all the things." And, when we talk about personal growth, it's very difficult, like you were saying, to measure it and the patience that is needed, which is hard for an entrepreneur that wants it done yesterday, right? So, it's amazing that you've sort of had this insight. Is that something that you stick with? Because, I feel like things pendulate, like they go, "Oh, today I feel amazing and I'm totally at peace with being in the moment." And then, other days I'm like, "Ah! Like, I can't!" You know what I mean?

So, where do you go on that pendulum also? Is it, some days you feel like you totally resonate with that or is it sort of set in you so much that it's so daily that it's integrated?

Evan: I would love to say, "Yes, it's fully integrated and I'm awesome," and, yes. But, the simple truth, like you're talking about daily, I'm like, let's talk about hourly, right?

Jaime: Seriously.

Evan: The pendulum is like ... And, I think part of it is being okay and understanding that it is a pendulum.

Jaime: Totally.

Evan: It's like, "Oh, it's a pendulum. Okay." So, here's one I think that really this could go a separate way or could really lock this in. So, at this time, you know, 2020, COVID-19, you know, we're finally starting, you know, like people are allowed to get haircuts now. Oh, it's so exciting. But, there's a lot of anxiety going on right now.

Jaime: Totally.

Evan: There's a lot of fear going on right now as we talk about this

pendulum, right? So, the only way you can feel fear and anxiety, whether it's financial, whether it's, "Oh, my gosh. What's gonna happen to the kids," or in our personal growth journey, right? Like, this anxiety of, "Oh, am I growing? Am I not growing? I don't feel like I'm growing. What's going on," right? So, the only way you get fear and anxiety, Jaime, is when you're thinking about the future. And, that was this cataclysmic shift for me because it was like, "Oh, that's how I can stop this. I can stop the pendulum if I realize, oh, just stop thinking about the future." And, it can even be good anxiety.

Like, "Oh, my gosh. I've got this big deal coming in. What am I gonna do with all the money? How am I gonna shelter from the taxes? What are we gonna," right? And, even that gets me going. It's like, hold it, hold it, hold it. Okay. Let's focus on ... Right? The future brings anxiety and fear only. So, if you're not in the future, you can't feel fear and anxiety. So, and in the past of course is all about regret, right? And the coulda, woulda, shoulda, right? So, it just centers me so much to say, "Okay, what's happening right now? Okay. Right now I'm sitting with Jaime. Right now I'm talking to eventual millionaires all over the world that are hungry for information. Let's focus on right now.

And so, that pendulum stops shifting whenever I just, you know, the pendulum, I can just grab it and go, "Where am I now? Where am I right now? What's going on right now?" And, my pendulum gets going sometimes at night. For whatever reason, I'm laying down to go to bed and the pendulum's like ... Like, "Oh, what do I got tomorrow? What's going on?" And, I'm like, even all this fear and anxiety stuff that may start triggering, I'm like, "It's 10:00 at night. Who am I gonna call, right? There's nothing I can do. So, I take the pendulum ... What can I do right now? Gosh, the best thing I can do right now for me is to get a good night's rest. So, let's work on that.

So, yes, the pendulum is non-stop and it's just about, hey, how do I ... You know, sometimes it's hourly, sometimes it's daily, but there's always those times where you've got to stop it and say let's look at what's going on right now.

Jaime: I really appreciate the transparency, though, too. Because, you can say everybody says this to their friends, but nobody wants to ... Do you know what I mean?

Evan: Yeah.

Jaime: Be a stranger and going ... It's a daily practice for everybody and building your own pathways takes a long freaking time, right? Like, we're not this get rich quick, I mean, I know everybody wants to be, but even hearing these huge stories of this and then that, we have no idea what they actually went through and how much pain and ups and downs.

Evan: Yeah.

Jaime: And, I think we really need to open that up, especially with the amounts of depression and anxiety and craziness that entrepreneurs – Regardless of COVID-19. Even before all of this.

Evan: Yes. Yeah.

Jaime: It was, we were going through tons of stuff and now it's even exacerbated and a magnifying glass is on it. What are you suggesting for people that are entrepreneurs right now that are really feeling this COVID craziness? Because, we're looking to the future because everybody's looking. "What's gonna happen? Oh, no!" Right?

Evan: Right.

Jaime: It's way more than it ever used to be before. So, what's some tips and advice that you have for people that are going through that right now?

Evan: Yeah. Part of it is that, understanding that the fear and anxiety comes from the future, but also understanding that there can be – You know, I had a great one of these sessions where I spoke with a Fortune 100 I think it was, it may be Fortune 150, I'm approximating. But, we had a great Q and A and one of the gals was like, "Well, is it okay that I get excitement from the future? You know, I'm looking forward to things?" I'm like, "Absolutely! You know, that's all right." So, like even looking at the calendar for this show was like, "Oh, I get to share and express and maybe help somebody." That's like an exciting part of the future to get excited about.

But, this whole COVID-19 and all this and what does it mean to entrepreneurs and da-da-da. I mean, for me, again, the full transparency is, I fall into the challenge of, it's a lot easier to feel confident and secure when cash flow is where I like it to be. Okay?

Jaime: Yep. External second senses do matter also.

Evan: Yes.

Jaime: Yeah, sometimes.

Evan: Yeah.

Jaime: They hold peace, so.

Evan: And then, understanding that that in itself is the biggest trap.

Jaime: Yep.

Evan: And so, it's really not telling on yourself constantly. So, I still remember Tony Robbins sharing with me one time he had a client. Now, this is circa 1990. I want you to take your house that you're in now, all you listeners, or wherever you're living, take the real estate values of 30 years ago, right? Okay, and think, "Gosh, how much real estate could I have bought 30 years ago?" So, this guy's in the '90s and for him to feel, not just secure, Jaime, but for him to not spiral into massive depression where he's taking pills and contemplating suicide, okay? That's where he was at. He had to have a certain number in the bank liquid. Okay, not assets, liquid.

And, that's the other thing. You know, these paper millionaire, net worth, like we do in the pre-interviews. Like, net worth it's like, hey, net worth is exciting, but you got to liquidate it and you've got to pay tax and all this nonsense. So, I'm talking net cash, like I can put my hands on it, right? His amount that he had to have in the bank to prevent depression, pills, drugs, this spiral, you know how much he wanted, how much he needed? It was \$20 million. Okay? Now, yeah. To most entrepreneurs, they would go, "Twenty million bucks? Man, I could do a lot. Man I'd feel really good with \$20 million, right? You know, \$20 million." But, for this guy ...

Jaime: Yeah.

Evan: So, it's this BS relative number.

Jaime: Relative, yep.

Evan: See, there's another number I tell people, like, you know, here's what's interesting. So, think about, you know, for example let's say, let's play the numbers game, right? So, let's say, you know,

for wherever it came from, right? You know, let's say there was \$50 million in your account that got wired transferred and it's like, "No, this is legit. It's not some bogus email from Nigeria. You know, this is a real, you know, \$50 million. Here you go. Spend it wisely." Okay? Most entrepreneurs that are listening to this show would feel very secure with \$50 million in the bank. Okay? I myself included. You know, I'd be like, "Hey, 50 million bucks, you know, you can't live on it, but it's a good start, right?"

So, now let's take someone else. If you're Bill Gates and you log into your account and there's only \$50 million in there, you're in panic. You're in anxiety. You're, "Where'd it all go? What happened to it," right? So, there's this myth of and this lie of like, "Okay, well, I'd be fine with COVID-19 if I had X in the bank." And, you know, that's always a lose-some game. That's the ultimate pain point to be in. So, because we're in COVID-19, this is a little bit of a challenge, Jaime, but I'm gonna ask you to do this anyway and your listeners as well. And so, it's over video, so I can see you. So, I'm almost gonna ask you to put it on the back of your board. But, do you have a pen? Is there a pen and paper where you're at?

Jaime: Yes.

Evan: Okay. Here's what I want you to do.

Jaime: Okay.

Evan: This is – We usually spend like a whole half-day on this at one of my events, but I'll do it with you and do it for the listeners because I think it's very valuable. So, right now all of us have a number. So, I'm talking to you specifically. So, Jaime, I want you to write down the number that would bring you absolute financial security. So, don't say what it is.

Jaime: Okay.

Evan: I want you to write specific number that no matter what happens, we could have 20 COVID-19s back to back if there was this number in the account I could feel very secure and I could send my kids to Harvard, we could go here, we could buy a football team, whatever. Okay, do you have the number? You wrote it down?

Jaime: Yeah.

Evan: Okay. Don't show it to me.

Jaime: Okay.

Evan: I'm gonna tell you exactly what that number is.

Jaime: Okay.

Evan: Okay? Now, all the listeners, if you're listening, pull over to the side of the road. There's something magical that happens when you write it down. Some people are like, "I'll type it in my phone." No, no. That doesn't work. Write it down, write it on your hand, physically write this number down. And, the more you participate with this, the more you can break and destroy a lot of this pain and financial pain in your life. Okay. So, we're letting the listeners write their number down.

Jaime: Okay.

Evan: Okay? I will tell you, Jaime, your number exactly.

Jaime: Okay.

Evan: And, I will tell all the listeners their number exactly. Are you ready? The number is, more than you have right now. Imagine that. What a surprise! Oh, my gosh.

Jaime: Always. Yes.

Evan: Yes. Yeah. So, if – And, again, if you're in the mindset of thinking that a number can bring security, it's always you're in for a life full of pain. And so, it's about working your way to get out of that to where, hey, you can still say, like for me, I love positive cash flow, but if I think it's gonna affect the inside of me, I have to transition out of that and look at the real wealth in my life. Like, we were talking before we got started, I go look in the eyes of my kids. That's real wealth right there. They're happy. They're strong. They're healthy. It's like, "Whoa. Okay, what a blessing." I can look in my bride's eyes and go, "Wow, we've got an incredible match. This is awesome. Wow. We live in southern California. How great is that? We don't even seasons. Woo hoo!"

So, it's about understanding kind of this real wealth because, again, you're in for a life of so much pain if you continually buy into that more because what happens is, you always think, "Oh,

yeah, that's great. But, once I get that number you'll see. Once I get that number you'll see." And, here's what happens. Soon as you get that number it moves.

Jaime: Yep.

Evan: Or, you slope down the other way to where you have pain, fear, and anxiety to, "I don't want to lose it now."

Jaime: Lose it, yep, Exactly.

Evan: And, that fear of pain and anxiety is tenfold to, "Oh, if I could just get there everything would be great." And so, I remember John Maxwell, he did an interview with a guy last crash. You know, we just crash to crash to crash, right?

Jaime: Mm-hmm.

Evan: So, I got the last crash, 2009, right? He sat down with a guy who lost a billion dollars, Jaime. Like, not like, "Oh, my portfolio went down, it could bounce up." Like, those companies are gone, you know. That money is gone. So, I was reassured because I'm like, "Well, you gotta be pretty smart to even make a billion dollars. So, if the smart guy lost, you know, okay, now I don't feel so stupid, right?" So, the smart guy lost a billion dollars and John sat with him and goes, "Well, what's that like?" And, you know what he said, Jaime? He said, "I wish I would have given more of it away because at least there's value there," right?

So, if you look at the richest people in the world, you know, a correlation of what you're seeing is, all the wealthy people are giving their money away. And, it's like, "Hmm, maybe there's something to that," right?

Jaime: There is, yep.

Evan: Everyone else is struggling going, "Oh, yeah, I've just got to make it, make it." But, wait a minute. They're giving it all away, hmm. So, I hope that makes sense to everybody listening.

Jaime: Oh, it totally does. And, the tension that is created. And, it's funny because I started interviewing millionaires and I used to put them on a big pedestal and be like, "Oh, wait." And, happiness is just a funny thing anyway, but it's always more, especially for entrepreneurs, more, more, more. And, I just did a video on that's

what people think, “And, now I don’t want to lose it. Now I want to hold tightly to what I have,” and that’s tension too.

Evan: Yeah.

Jaime: So, how can we recalibrate our mind to actually be happy with where we are now? I know we can look in the eyes of our kids, and that’s amazing, but if I stare at my kids for too long they could get creeped out, you know. So, how can we keep recalibrating? Because, it feels like, especially because entrepreneurs are kind of built like that, like the opportunity seeker, “I want more, more, more,” and there’s always like this little edge of even when you have, you know, this, that there’s always a little bit more.

Evan: Yeah.

Jaime: Which, I think is a benefit, especially for people who are looking to move forward and drive forward.

Evan: Yes.

Jaime: But, there’s also a loss in the not feeling good enough, it’s never gonna be enough, and that icky feeling.

Evan: Mm-hmm. Yes.

Jaime: So, how do we recalibrate our mind?

Evan: Yes. So, it’s fascinating because you talk about there’s icky ... We’ll go to icky entrepreneurship, right? Like, I remember when my original business model was more, in one of my core companies, was more like day trading.

Jaime: Mm-hmm.

Evan: It was, if I’m not on the phone or the phone’s not ringing, something’s wrong. And, I remember my stress levels were so high, my office was about a mile away from the water, a mile, mile and a half from the beach, and I went and I got a box filled with sand and put it under my desk because when you have bare feet in the sand, you know, when you’re at the beach and barefoot, it’s hard to get stressed out, right? So, I had this sandbox under my desk to try to help me destress and people would come in my office and go, “Where’s your cat?” You know, “Why is there a litter box under your desk?” I’m like, “No, dude, it’s sand. Look, I

put my feet in the sand.”

And, that business model was not serving me and that was icky entrepreneurship because it was just like, “Oh, man, I get my juice from the next deal. It’s all about the next deal.” I had to look at that and go, “You know what?” Kind of like the journey that you went through. It was like, “Why am I doing this now? What’s the purpose of this?” So, I think it’s really, it’s not necessarily what you’re doing, but it’s the why you’re doing it. So, you know, from an entrepreneur, hey, is a scaling company the right thing to do? I don’t know. Why are you doing it? Some people want to scale just to scale because, “Oh, yeah. I grew this company,” and ego and da-da-da-da. Other people just want to scale to sell. Other people want to scale to serve.

So, I know many entrepreneurs, I have a perfect example. I met this kid at an event, at a generous giving event, and he graduated from Wheaton. He’s one of these super-smart guys. But, he made a commitment in college that he was gonna give away 90% of his income. And, he said, “I had to make it early because I knew once I started making money it would be a lot harder to give that much away.” So, he ended up getting a fancy big-ticket job in New York City. He’s living in Manhattan and he’s living with three roommates so he can continue to give away 90% of his income. And, I was like, “Wow, that’s amazing.”

And so, he has since got married. He and his bride have done some amazing things. But, they have a restaurant in New York City that is a nonprofit restaurant and the purpose of the restaurant is to employ the people that want to work that typically don’t get work. Typically people with records, felonies, misdemeanors, whatever, but people that want to work. They don’t want to sit at home, they want to go to work. So, he created this business model, the business has to work, it has to make a profit. He has to have business mindsets of, “Hey, we gotta fill these chairs. We gotta produce a great menu. We gotta do this.”

So, there’s the funness of business in saying, “Hey, we gotta turn a profit,” but at the same time, “Hey, the more successful this business is, the more people I can hire and the more people I can serve.” So, it’s really the why, like why am I doing this? So, for a lot of entrepreneurs, it’s a toxic why. It’s the, “Hey, my dad never told me he loved me, so I’m gonna show him and build this big company,” right?

Jaime: Yep.

Evan: Or, “Hey, you know, I’m gonna show him. I’m gonna prove my brother’s wrong.” Or, you know, I’ve got father/son issues, father/mom issues. I was an orphan. You know, or not right, there’s all these, you know, toxic reasons. And, again, this is stuff that we talk about at our seminars like at length, but there’s a difference between motive and motivation. So, it’s this, okay, there can be things that motivate you, but if that’s your only motivation, right, or that’s the motive, it’s like, “Oo, wait a minute, you know, what’s going on?” So, it’s not the entrepreneurship is bad, scaling’s bad, all this. It’s why am I doing this and is this serving me?

So, for you, like, hey, you know what? As a mom raising two kids, scaling 10 companies probably wouldn’t give me the relationship with my kids that I think is most valuable.

Jaime: Mm-hmm.

Evan: Okay? Now, other people may be different, but that’s the thing, right, it’s like everybody wants to compare to other people and, you know, what am I supposed to be doing? It’s like, no, no. You gotta dial that in with you and that requires, this is the big thing that I can champion all day long, and if only Whitney Houston were to listen to the lyrics of her own song, the greatest love of all is learning to love yourself. And, sadly most entrepreneurs don’t love themselves. And, that’s a challenge because, “Oh, yes, I love my kids, I love my wife.” How can you love? How can you give something you don’t have?

You know, you wonder why like, “There’s something missing with my marriage. There’s something missing with my kids.” That’s because if you don’t love yourself, you can’t truly love them. And so, it comes down to this, gosh, am I trying to love myself through building a business, when you’re not gonna get that. Am I gonna somehow feel validated and loved if I become a millionaire, right? Like, all of a sudden I’m worthy to love myself if I achieve, right? And, these are some deep stuff, but it’s about recognizing it and understanding there’s these stories that we tell ourselves. And, it’s like, wait a minute, that’s just a story. You know what? I can be okay if I don’t build my business. It’s all right. I don’t have to scale to be, you know, to be okay.

And so, I think just identifying it is half the battle alone. Like, I

love to tell entrepreneurs this all the time, right? Just getting started you're already halfway done. You know, just by starting out. You're like, boom, "Wow, we've already got halfway there," right? But, it's about telling the truth instead of telling these lies all the time and telling these stories and buying in to the stories of, "Oh, my dad never loved me." And, this and this and da-da. It's like, okay, let's get to the real story, right? So, I think that's the real key part.

And then, lastly for me, for me personally, and this is a personal journey. But, I'm a core believer, I am not religious whatsoever, but for me it's the joy of the Lord is my strength. It's not the rules of the Lord. It's not the, you know, this ... It's the joy. It is the joy of the Lord is my strength. And so, by tying into that of like, wow, joy really is the true measure of success. And, when joy becomes the habit, you know, the natural reaction is love, right? So, if you're joyful, right, and the kids act up, "Ah, it's okay, honey," right? Versus, "Ah!" Which is the parts I get to that are not joyful, right?

So, the more joy I can have, right, the more patience I automatically get. My reaction becomes love instead of, "Why are they doing this to me? I can't believe this person," and da-da-da-da-da. And so, I really double, triple, quadruple down on the joy and for me it just comes down to the joy of the Lord because it's like, well, gosh, you know, okay, someone made me with a purpose and so that makes me good enough already. And, now it's about, okay, I can be this rose, right? I can either continue to grow or I can shrivel up and die. So, how do we just stay on that daily growth path and whether it's a little bit of pain or a lot of pain, it's just that daily growth and daily blooming.

Jaime: I love how introspective you are in the questions that you're asking. It's interesting and I'm trying to pull apart all the pieces that you were talking about because one is, hey, am I living from a toxic lie, but that is a layer underneath it, which is like, oo, story about family, trauma, whatever. Do we go and heal the trauma? I mean, it feels like a puzzle piece that we don't know what the picture looks like. And, we're like, "Does this fit here?" And, we're testing and trying. So, what do you suggest for people? Especially if they're like, "Ugh, my why is toxic and it is ... I'm an overachiever because I had trauma in my past," which is so common it's ridiculous, right?

Evan: Yeah.

Jaime: So, how do we bring and swing that back around so that we know that we're on the right ... laying the right tiles in the right place and not having it be kind of, shove the pieces in the right spot they don't actually fit, right?

Evan: Yeah. Yeah. And, I think that – And, the other problem is, you're starting that compare-it-is and you're like, well, this guy's doing this, so that must be the right thing to do. And, really it just comes down to that self-love and looking yourself in the mirror and if you don't love what you see, then it's that inward journey that nobody else gets to see. And so, I would encourage people, and you're gonna get help in many different ways. Like, for me, for books. I love finding myself in books. And, when I do it's like, oh, my gosh.

So like, to me, whether it's a security issue or whatever, but talking to someone or doing that, that didn't work for me, but reading, when I found myself in a book, I was like, "Ugh, that is so me. Ugh, I need to work – Ugh! Ugh, yes! Yeah!" You know, I'm talking to the book, "Yes! Yes, you got me," right? That was safe for me. So, I could read these books and understand. So, I've got a quick short list of how people can learn to love themselves.

Jaime: Okay.

Evan: And, once you love yourself, everything else becomes automatic, right? Because, you can see clearly, right? You know, the classic, "I didn't know I had a headache until the pain stopped," right? It's like this, "How do I see clearly through all the stories and all the stuff," and da-da-da. And so, again, it just comes down to say, "The first I've got to do is figure out how to love myself." So, in order to love yourself, you gotta figure out, well, who am I and how am I wired? So, the first book, which is the book that changed everything for my bride and I in our marriage is *The Five Love Languages*.

Jaime: Oo, I love that book.

Evan: Yeah. And, there's a lot of people, "Oh, yeah, I read that." Okay, great, but let's actually get from it instead of just reading it. And, it's really identifying and saying, okay, what is my real love language? What is my specific dialect? And, that is such a freeing moment to be like, "Oh, there's nothing wrong with me. Oh, this is just how God wired me. Oh. Oh." Like, my bride. My bride's love language is acts of service.

Jaime: Mm-hmm.

Evan: And, her specific dialect is things that she's normally responsible for. So, in our household, dishes.

Jaime: Mm-hmm.

Evan: Like, dishes. And, I hate dishes. Nothing's polar – I mean, I'll do anything but dishes, right? So, for 15 years I've tried to bargain with, "Well, can I do this instead? How about this? How about this?" And, I could never figure out, like every night I did the dishes we had great sex and I could never connect the two. So, I'm like, "What does dishes have to do with sex," right? Now, I am the champion of dishes and I have first romanced the process. Because, you've heard the term you've got to fall in love with the process?

Jaime: Yes.

Evan: Well, that takes work. So, first I had to romance the process of dishes and then I finally fell in love with the process of dishes to the point where my bride was like, "Yeah, at the next house we get one of those drop-down screens so you can watch NFL Network while you're doing dishes." I'm like, "No. I don't want to cheapen the effect." I'm like listening to Marvin Gaye in my mind while I'm rubbing these dishes. Like, I'm caressing the dish like I am my bride's cheek. I'm like, "I love these dishes. These are gonna be my thing," right?

So, but being okay with what your love language and your dialect is. And then, it's like, "Oh, this is okay. Oh, and this is why I kept reaching out and saying do these things," and da-da-da. So, the first one is owning your love language and knowing it's like, "Oh, this is what I need." Then, the next thing is understanding your personality. And, there's a zillion of the personality books and the Myers-Briggs and the this and the this and the this and that. And, it really comes down to four basic animals, right?

There's the lion, you know, the hard-charging guy. There's the dolphin, like me, what's the fun one. There's the golden retriever who's just loyal and just there like, "Hey, whatever you want to do is great with me." And then there's like the organizer type, like the beaver, right, like putting everything in its place. So, once you're okay with like, "Oh, this is kinda my personality type," and, "Oh, this is my love language. Oh, yes." And then, when you can

understand ... I'm trying to think who owns it now. I think it's Clifton something owns it now, but it used to be the Strengths Finder test.

Jaime: Mm-hmm.

Evan: That's a gold mine of like, "Hey, what are my strengths?" And, it's like, "Okay, I have these strengths. I have this love language. I have this personality type. Wow. Okay, I get it now. Oh, yeah, yeah, yeah." And, that's like this awakening to understanding yourself and then falling in love with yourself. And then, once you do that, all this other crazy stuff where you act out or self-sabotage or, "Why am I masking pain," or, "Why am I doing," all that goes away because you're like, "Oh, yeah, it's me and I like me."

So, you can't just this instant like love yourself overnight. That doesn't work. So, it starts with, "Hey, I'm kind of an okay person," to, "Hey, I kinda like me," to like, "Hey, I kinda love me," and, "Yeah, I've got these areas that I need to improve on. You know, these areas of improvement."

Jaime: They don't have to identify with the areas of improvement because you know yourself so well and it's not about that. It's about the funness of improving and not the attachment to improving because you're not good enough.

Evan: Yeah. Yes. Yes, yes, yes. And then, the key, you know, the classic, right, of everybody already knows your weaknesses and your areas of improvement. They just want to know that you know. So, once you get to that point of like, "Yeah, you know, I'm working on that." "Oh, good, he knows. Okay, we can – All right." There's much more grace and forgiveness when they know you know and you're working on it. So, yeah.

Jaime: Yeah. I love –

Evan: I hope I –

Jaime: No, I absolutely love it, especially because it is a bit tactical. It's making the puzzle pieces become clearer so you're like, "Oh, I now have a bit more of an idea of what I'm working with," instead of it just being this amalgam of like nothingness and you're like, "I don't know what to do."

Evan: Yeah.

Jaime: And, I think it's the more I've come into alignment with why, the less I want to achieve, which is also kind of annoying, but also really great, right? So, the lessening of the trying to prove and trying to have more judgment and that sort of stuff. And so, as you go through, do you feel like that you've lost some of your vigor in progress and making a movement or –

Evan: Oh, it's exponentially more because all that bandwidth is gone now from all this toxic just, you know, icky entrepreneurship, right?

Jaime: Mm-hmm.

Evan: People forget, that takes a lot of bandwidth.

Jaime: Mm-hmm.

Evan: There is a – The majority of your listeners to this podcast are in tremendous pain. And, pain takes a lot of bandwidth. And then, you've got to figure out how to manage the pain and then, "How do I mask the pain," right? And, once all that's cleared –

Jaime: Yeah.

Evan: -- you have, you're like, "Well, I don't know if I can be motivated again." Trust me, it's a different kind of motivation and it's a more exciting, it's more healthy, there's no more side effects. There's no more of this, "Oh, I had to sacrifice here to do this and do that." It's this non-side effect version of yourself and motivated. And, again, it comes from that place of joy. So, when you're in that joy place, you're 10 times more motivated than you are now. But, again, it's cleaner fuel is the best way to say it.

Jaime: That's a great way to put it, yeah. It's like the radical authenticity. Instead of wearing 12 masks and going, "No, one of those is behind here."

Evan: Yeah. Yeah. Yes. Yes.

Jaime: Eventually you'll get there. Yeah.

Evan: Yes. Yeah.

Jaime: Yeah. And, I think that's –

Evan: Yeah. You just forget how much energy that burns.

Jaime: Totally.

Evan: Right? And, like you say, even one mask is like, “Oh, my gosh.” But, like when you’re saying you’ve got 12 and you’ve got this and this and this and you’ve got – You can sort of hear it from me, but once you start putting it down, each mask is like an atlas ball of just like, “Oh, okay, I don’t have to do that anymore.”

Jaime: Yeah.

Evan: “Goodness. Thank you.” And then, boom, you can put the next one down and the next one and the next one and the next one. And then, it’s just like, “Oh, this is so freeing.” And, again, you get into these next levels of intimacy and joy that 98% of the world never gets to achieve and people just look at you and they go, “Man, how’d you do it?” And, you’re like, “Okay, where do we start? Right? Let’s start with the process. Okay, lets ... One step at a time.”

Jaime: Go watch the podcast and then – No. Go to one of your days. And, I do think that it’s so important. I love seeing the joy and excitement and the pictures of you and your wife and it’s just wonderful to see an embodiment of happiness along with vulnerability. I feel like normally we’ve got the embodiment of happiness that has 12 masks and we’re like, “Who’s right?” Right? But, I can feel it from you that you’re just so joyful and I really appreciate that. I know we have to start wrapping up. I have no idea how much time we’ve got left. So, what is one action, I know there’s a lot, but what is one action listeners can take this week to help move them forward towards their goal of a million?

Evan: Yes. So, I can – And, more than one million. You know, you can go as far as you want. So, there’s no limit. So, actually, the first book that I wrote was called *Take Action Now*, so action is like, in my thing. It’s like, “Action. We’re gonna take action.” That’s one of the core values we teach with the kids. It’s all about action. So, talking about that question, I’m like, “I love that question.” So, the greatest thing I think any of your listeners, including you, Jaime, can do because you’re the No. 1 listener, right? I mean, you’re getting the most value out of all of this. You’re just like, “[Inaudible] [00:51:36] people and I get all this stuff.”

So, what I encourage people to do is, take a dry erase pen and put it on your bathroom mirror, okay? And, we’re gonna take a pause from that and we’re gonna go back because that’s 1B. I’m gonna

go to 1A. And, if you want to eliminate massive amounts of pain from your life is, you need to get the electronics out of your bedroom. So, if you wake up and the first thing you look at is your cell phone, you have a lifetime of pain ahead of you, okay? No screens in the bedroom. Get the phone out. Get the TV out. We've been preaching that for over a decade and a half of, get the stuff out of your bedroom because how ... Again, if the first thing you do when you wake up is look at that screen, again, you are in pain.

Massive pain and you just exasperate that pain more. So, get the screens out of your bedroom. So, when you wake up and you go to the bathroom, the first thing that you see on your dry erase board is this question, hence the greatest action step, second action step, you can take. Because, if you want a better quality of life, you have to ask yourself better questions. And, that's what we've talked about this whole show, right, of self-love and everything else. Like, why am I, right, why am I doing this? Why am I going out for this so hard? What is this doing for me, right? So, that's a great question to ask.

But, the best question you can ask yourself as the action step is, what's one thing that I can do today to bring me closer to my dream? So, if you write that on your dry erase board and your mirror and you wake up and you look at, well, what's the one thing? "Oh, yeah, I could text so-and-so. I could send an email to Jaime. I can, you know, do this proposal. I can work on this. I can structure this." Not five, not three, not 10 ... What's the one thing I can do today that's the little bit of paint, right, to bring me closer to my dream? Okay? The real dream, not the, "Oh, I got it." No. Taxes do not count, right?

It's, what's the one thing I can do today to bring me closer to my dream? And, you do that one thing and I'm telling you, you put that little paint on the canvas and you do that once a day for the next 365 days, that's 365 action steps to your dream. You're gonna be light years ahead of everywhere else. So, just that one, starting with that question. What's the one thing I can do today? And, that's how I was able to create my... You know, I'm well known for having a documentary that we had a lot of big names in it. People like Joel Osteen and people like Darren Hardy when he was the head of Success magazine. People were like, "Man, how'd you get all these people to," da-da.

I used that same formula. What's the one thing I can do today? Okay, I can make another phone call to 1-800-JOEL and see if I

can get him, right? So, I just started with those one things, one things, one things and, hey, you feel so good after doing that one thing, you may do two or three. But, it's just that one thing and for some of us it may be like, comb my hair today. That's fine. It's that one thing because the one leads to the next, to the next, to the next. And, before you know it, that one thing becomes that lifestyle and now it's on autopilot. Now, you don't have to think about it anymore. And, now you're just like, "Man, I'm reaching all these goals. All this great stuff happened." Right? It's just that lifestyle of taking those action steps towards your dream.

Jaime: And, if you're asking the question every day then it's inspired in that moment for what you need. And, I just want to second what you said about the no screen. We did the no screen weekend this past weekend and I told one of my clients and she goes, "How did you do that? What did you do?" And, I'm like, there's so many things that people can do without screens just so we're clear, everybody. So, thank you for saying that. Please, anybody listening right now, do what he says. Extremely important. So, where do we find you online so that way we can keep up this amazing energy?

Evan: Yes. So, again, you don't have to do it. That's the other part, right? Like, you know, you tell somebody to do something –

Jaime: No, do it.

Evan: -- it's like, ah, it's like ... Yeah, no.

Jaime: Like a child, right? Yeah, I tell my kids to do it.

Evan: Keep your painful toxic life, but if you want to eliminate that pain, get rid of the screens. It's that simple, so we'll leave it at that. But, yeah, if you want to reach out and see some of the stuff we're about, so the fun website is EvanMoney.com. You can see fun videos and all kinds of cool stuff. And, if you're a reader, some people love to read, I have a hard copy, not a digital copy, but if you are in the lower 48 states of the United States, I have a free hard copy of my bride and I's magnum opus called *Happily Ever After: Discovering True Love and Freedom in Your Marriage*. So, I'll give you a website where you can get a free hard copy of that.

So, my bride and I, again, took care of the cost of the book. All we ask for you to do is pay a latte's worth of shipping and handling and we'll get that out to you. So, you can go to HappilyEverAfterBook.org, so it's a .org,

HappilyEverAfterBook.org. And, that was a journey and a book that my bride and I both co-wrote together. So, her parts are better than mine and shorter, so you can just flip to her parts and it'd be all you need. And then, if you feel like it, read my stuff, but her stuff's better.

Jaime: I love it. Thank you so much for coming on the show today. I really appreciate it.

Evan: Jaime, it was a total pleasure. You are so fun and all the best to you. Mwah.

[End of Audio]

Duration: 57 minutes