



How To Win In Any Market #InvestingOnPurpose Transcript

Ryan Moran [00:00:05]

Should you be investing right now? Should you be buying stocks or selling stocks? Should you be buying real estate or should you be waiting for things to fall even more? These are the questions that I asked my mentor, JP Newman, who has hundreds of millions of dollars in investments, and I wanted to know, should we be buying right now, or should we be selling right now?

Ryan Moran [00:00:23]

Because things have fallen quite a bit, but they could fall even more. He did not answer in the way that I expected, but we did an entire podcast about how to invest in uncertain times like this and exactly what he is doing during a market like this. And I'm using what he says as sort of a filter for how I make my decisions during this current downturn.

Ryan Moran [00:00:47]

I think right now is one of the best times ever to grow your net worth, and the advice that JP gave me when I asked him this question was really helpful to me. This was a podcast we recorded for the Investing on Purpose podcast. We don't share all of these episodes on this channel, but if you want to see all of the episodes that JP and I record, just subscribe to the Investing on Purpose podcast. Enjoy.

JP Newman [00:01:11]

Ryan Moran, this is the first time that we've done Investing on Purpose with a camera together. We've been doing the voice thing together. I am glad we are finally together.

Ryan Moran [00:01:23]

I'm actually a little upset about it because I had to wear a shirt for this one.

JP Newman [00:01:25]

I noticed, and you put on deodorant. You had a shower and the whole thing.

Ryan Moran [00:01:28]

Yeah, and you can get away with not doing that when it's all audio.

JP Newman [00:01:31]



I know. I'm sorry I made you get dressed today. Hey, this is post-COVID now. You got to dress. You got to brush your hair. Things are back.

Ryan Moran [00:01:38]

Well, the world is back. It feels like the economy is going backward.

JP Newman [00:01:43]

It is, but I got to tell you one quick, funny story. I just got back. I spent two weeks in the Balkans. I was in Slovenia, I was in Bosnia, and I was in Italy and Croatia, and it turns out I got thrown off a boat because in Venice right now, they're still wearing masks, but I didn't ... No one in Texas had told me that I had to wear a mask and the guy got very angry at me and literally threw me off the boat.

JP Newman [00:02:05]

I think he was making me walk the plank. I realized once I was on the boat. It was a very Larry David moment. I get on the boat. I don't know how I passed this guy, but I'm trying to get to buy some Murano glass and the store closes in one hour. I wanted to surprise my wife with a beautiful Murano glass vase and I had one hour to go, and the guy throws me off the boat in the middle of nowhere.

JP Newman [00:02:21]

I'm on some island in Italy, nowhere near my Murano glass ... Murano, which is what I wanted to get to. And I'm totally lost, and he ... And I had to find a mask to get back. So, I'm on some deserted island that he just ... I mean, he was angry. It was like this angry [INAUDIBLE 00:02:34] thing.

Ryan Moran [00:02:35]

I'm just picturing this man who's mumbling under his breath that you were a crazy Trump supporter.

JP Newman [00:02:41]

Oh, totally. I'm like ...

Ryan Moran [00:02:43]

I make this joke because JP and I talk politics off-camera and it's hilarious to think of someone calling JP a Trump supporter.

JP Newman [00:02:51]



Well, so, the guy is yelling at me. The guy is yelling but I didn't know what he was yelling until I looked around and everyone was wearing a mask, and all of a sudden you realize there's a hundred people on this ferry wearing a mask.

Ryan Moran [00:02:58]

And you ... Could you understand what he was saying?

JP Newman [00:03:00]

Well, not until he was like ... He made me look at everyone else wearing a mask, and everyone is looking at me like, why aren't you wearing a mask, dude? And I'm like, why are you wearing a mask? So, Ryan, the point is, the world is in [iNAUDIBLE 00:03:09]

Ryan Moran [00:03:10]

I'm sorry. For anyone who knows JP, he was the politically correct one when COVID was ... He was selling masks.

JP Newman [00:03:18]

I was. I was selling masks. So, I tried to bargain and negotiate with the guy.

Ryan Moran [00:03:22]

I love that you were the crazy right-winger and ...

JP Newman [00:03:26]

Oh my gosh. I thought maybe I could hide in the crowd and maybe he wouldn't catch me because I really ... I knew if I didn't come back with a gift for my wife after two weeks of being gone, I was in big trouble. I had to come home with something pretty amazing because I only had ...

JP Newman [00:03:39]

So, by the time I got off this island and negotiate with a private taxi, I had 14 minutes to go and I knew I couldn't pick the right item out. So, I FaceTimed her and gave her three choices and she actually said no to all three choices, but I got to convert that into ... So, if I take you back to Italy this ... I'll take you back late and we can pick one out together.

JP Newman [00:04:00]

So, this little getting kicked off the boat is turning out to be an entirely new vacation in Italy with my wife. So, this little mask thing has turned into kind of a Seinfeld cartoon, and now I'm going to the Amalfi coast in September with my wife to pick out a vase.



Ryan Moran [00:04:16]
What a great episode this was, JP.

JP Newman [00:04:18]
And we're done.

Ryan Moran [00:04:20]
I don't even know how we got on this topic.

JP Newman [00:04:22]
What happened?

Ryan Moran [00:04:23]
Should we just keep going, JP?

JP Newman [00:04:25]
Well, I think the thing here, Ryan, though, is we talk about these changing worlds we live in and changing narratives, and I think going from a world of a masked world to a post-COVID world is funny, but we are in a very interesting time right now. You just brought up the point of, in the world of the economy, we are going through such vast shifts so quickly.

JP Newman [00:04:44]
And I always say the comedy of human beings, no matter what part of the cycle you're in, is you always have this irrational fear ... Or irrational exuberance at the top and you make these really stupid bets, and there's always irrational fear at the bottom that it's a depression that's never going to end. And I think right now, Ryan, we're in a moment where we're basically in that moment of exuberance is turning to fear as we speak.

Ryan Moran [00:05:07]
Yeah. Where do you think we are in that? I have a lot to say about this, but where do you think we are in the downturn?

JP Newman [00:05:15]
Well, I think it's just beginning.

Ryan Moran [00:05:18]
You do.



JP Newman [00:05:19]

I do. I think this has been overdue, this correction. I think that ...

Ryan Moran [00:05:23]

They were down ... I mean, stock market is down 40%, almost 50% in the NASDAQ, so ... And you think we're just beginning?

JP Newman [00:05:31]

I do. It doesn't mean that things are going to crash I'm not trying to spread that irrational fear at the bottom thing, but we were just so overheated for so long and I think that when you print trillions of dollars sometimes, it's not good and it does cause that inflation. And so, it's a cycle that ...

JP Newman [00:05:49]

And again, this is really healthy capitalism, and capitalism is cycles and I think it is healthy. I hate to see the pain it causes on some people, I was asking ... My housekeeper has been a big crypto investor and she did really well. It actually was life-changing crypto, and I asked her, what did she do? And she's holding on. And so, those are the people ... I know how important that was to her. Basically her savings got wiped out during adjustments, and that's disturbing.

Ryan Moran [00:06:17]

So, I have a different opinion because I think that when we're down ... NASDAQ is down 40ish percent. Dow Jones is down about 35%, 30-35%. Crypto is down 75%. So, I think that when we're down 75% or 40% and people are saying, oh, it's just the beginning, I think that's when we've overcorrected to thinking, oh, it's never going to add.

JP Newman [00:06:43]

Oh, I agree.

Ryan Moran [00:06:43]

So, I think we're actually 10-20 points from the bottom. So, I think the stock market will probably fall another 10-20%. So, I think ... My prediction is NASDAQ bottoms between about eight thousand. Let's say between seven ... Or between eight and nine thousand, and the Dow Jones bottoms at 26, which would be about 15% on each one.

JP Newman [00:07:08]



The only thing that we always forget about sometimes, the amount of time it takes to recover. Ryan, before we go too far ...

Ryan Moran [00:07:13]

Oh, of course. Oh, yeah. A long time to recover, but I think we're almost to the bottom.

JP Newman [00:07:17]

I hope so. I hope so.

Ryan Moran [00:07:19]

But JP, I experienced a time ... I was really freaked out about all these downsides, right? Because I watched everything ... I was watching my net worth just ... Down into the toilet, and something that I discovered on the other side of that is ... I started selling my holdings of low conviction and I started to look at, okay, the things that I have low conviction in, why do I ... Why am I in them if I have a low conviction about them?

Ryan Moran [00:07:51]

And then, what is there about the things that I'm holding or that I'm keeping that makes me want to keep holding them? And across the board, the things that I sold, I was in for the money, that's it. And that's it. The things I held onto and have conviction about, I'm in for at least some other reason. And it's not that there's not financial incentive or financial decision-making behind it, but that there's always some other reason for holding it.

Ryan Moran [00:08:19]

For example, I've got one investment in my portfolio that financially has done really well and I'm keeping it, and I definitely did it because there was an exciting financial return behind it, but even that one, there was a team that I wanted to connect with. There was a team that I wanted to build a relationship with, which made me interested in the project for something more than just the short term financials of it.

Ryan Moran [00:08:43]

And I just noticed that trend across the board, and it made me wonder what my life would be like if I only invested for meaning and for other reasons behind finances. I think I would have a very low-stress life and a very meaningful one, and I suspect that I might make more money, too.

JP Newman [00:09:04]



Yeah, yeah. No, I laugh. I think sometimes we use our mind or we overuse the Excel spreadsheet, and so much of it sometimes is in our ... You want to have your fundamentals, but then you also ... You can tell yourself a lot of narratives, which is why human psychology is such a big part of investing.

JP Newman [00:09:20]

But the idea of using your gut, your mission, your why ... Even if you fail, I would say. I got hit pretty hard on Luna, which was that crypto that kind of ... But I didn't mind. I mean, not that ... No one likes losing money, but I was really interested in this idea of what it stood for. So, even though it kind of sucked to lose ...

JP Newman [00:09:39]

I mean, you never want to lose. It's always more fun to make money. But because I actually had some actual, genuine interest in the potential of the product, for some reason, it's not bothering as much as one that you're just pure speculation, like Pepsi Co., if I had bought stock in Pepsi, where you're just kind of trading things just because. It has ...

Ryan Moran [00:09:56]

I own a lot of Pepsi. Did it ... Did something happen?

JP Newman [00:09:59]

No, don't worry. I just got back from Europe. Everyone was drinking and smoking. It was all good. I can't believe how much Pepsi they drink everywhere.

Ryan Moran [00:10:08]

Well, JP, I am reading a book right now. I'm telling everybody about this book because the premise of it is so interesting. The book is called *Why Greatness Cannot Be Planned*. A friend of mine recommended that I read this, and it's written by these two AI scientists who run a bunch of computer simulations and models about goal setting, and they conclude, or they at least propose, that the worst way to accomplish great things is to set a goal and work towards it. And you hear that and you're like, what?

JP Newman [00:10:40]

It sounds so counterintuitive.

Ryan Moran [00:10:41]

That doesn't make any sense at all. Of course, the best way is to set a goal and work towards it. But if you think about it in the context of this conversation, the idea of setting a goal and



working towards it is the idea of, I want to have a hundred million dollars, so I will pursue it and I will pursue the things that are most advantageous financially for me to have a hundred million dollar net worth.

Ryan Moran [00:11:02]

That's how that logic gets played out. And what we're talking about here is the things that I sold off or the things I was just in for the perceived financials of it. Well, if that is the worst way to accomplish a goal, what's the best way to accomplish a goal? And what they propose is that the best way is to pursue what they call novelty or interest curiosity. Pursue what genuinely interests you. Novelty is newness, surprise, which, on the surface, doesn't make any sense at all.

Ryan Moran [00:11:33]

It doesn't make any sense at all why pursuing surprise would be the best way to accomplish a goal. They talk about a test that they ran where they put these robots ... Imagine a Roomba, and they programmed the Roombas differently. One Roomba was programmed to reach an endpoint and they put it in amaze and it was go to this end point. Your job is to get to this end point.

Ryan Moran [00:12:03]

The other Roomba was programmed to pursue novelty, things that were new. Well, the Roomba ... And they ran a bunch of different tests on this. The Roomba that was told go pursue this goal just kept running into the wall ... Same wall over and over and over again because it's close to the destination, so it was going ... Trying to get to the destination. But the Roomba that's pursuing novelty goes Oh, I got to pursue something new. Oh, this is interesting. I'm now in a hallway.

Ryan Moran [00:12:36]

And it's just pursuing newness and eventually gets to the end because it pursued something surprising, something it hadn't done before. And in my own life, I'm trying to find a hole in this logic because it shouldn't be true. But in my own life, when I pursue something that's new, my energy goes up, my curiosity goes up. I am somehow able to connect it to business or connect it to a new idea, and like a sponge, I'm absorbing all of this. Even my interest in web three and crypto was just a genuine curiosity of, how is this going to affect business?

JP Newman [00:13:08]

Which is my exact point about, yeah, when you have a genuine curiosity.



Ryan Moran [00:13:11]

Yeah. And now I feel like I'm ahead.

JP Newman [00:13:13]

Yeah. When you talk about this, Ryan, it kind of reminds me of ... I think we take this idea of money and then the basics. We've all heard this point about the laws of attraction, that a lot of times, it's not what you say or what you think, it's kind of the energy behind it. I think what you're talking about sounds a lot like literally merging the idea of a business ... A business goal or mission with law of attraction.

JP Newman [00:13:35]

And I can only tell you, I found that whether I like it or not, my best successes sometimes come just because I'm naturally curious, and some of my worst failures have come from that Excel spreadsheet that it made total sense and logic, but missed ... But lacked mission or lacked the curiosity or lacked ... To be honest, lacked the purpose or passion.

JP Newman [00:13:52]

And I'll give you an example, kind of, if it's okay. I decided four years ago, I saw an emerging trend in real estate where I got out of apartments and I started doing some senior living. I actually own some memory care centers and what have you. And it was kind of like, everything that could go wrong has gone wrong.

JP Newman [00:14:10]

As much ... As well as I've done in my business for Thrive ... This is just one asset class. Of course, we've had ... We've gone through a pandemic, which has not been good for caring for old people. We've lost ... Unfortunately, we've lost a quarter to half of our people there, but beyond what happened with the pandemic, what I realized in hindsight is I never had a passion ...

JP Newman [00:14:30]

In fact, when I'd go into these places, energetically, when I go to Chicago or Austin, it was actually repulsive to me, not only because it was an energy I was not only not interested in, it was actually an energy that was like ... It's very hard to watch people losing their memory and their identity. I can't think of anything more sad.

JP Newman [00:14:47]

And so, I didn't even want to go to my own centers. Now, if it's workforce housing and we talk about everything we've talked about in the past, Ryan, I'm all for the vision of what it looks like.



It was like a totally different thing. So, on a spreadsheet, I should have made about 20% more profit margin that I should be making in my apartments.

JP Newman [00:15:06]

I could've penciled it out for you on a whiteboard, but that's not the way ... And even before the pandemic, I won't bore you with all the details. I realize in hindsight, I sold myself on an idea that really lacked everything you were talking about and I think that was the lesson that I'm learning from it.

Ryan Moran [00:15:22]

And everything that we're talking about is the curiosity and the interest and the passion. Is that what you mean?

JP Newman [00:15:28]

Yes, absolutely.

Ryan Moran [00:15:29]

It's funny that you bring up ...

JP Newman [00:15:30]

And intuition, or intuition, passion, curiosity. It was never a topic I was really interested in.

Ryan Moran [00:15:36]

It was ... It just looked good on a spreadsheet.

JP Newman [00:15:38]

It just looked good on a spreadsheet. It looked like a nice move to do for a risk adjusted return. I just didn't even realize in that moment, it's ... Sometimes you got to get hit in the head by a two by four to realize that that's kind of where I was coming from. I wasn't even consciously doing it.

Ryan Moran [00:15:51]

The major financial ouches that I have made, and I have several, and I mean, I lost at least a million dollars. There were several of them, all of them, I started only for the money. All of them I did because they made sense or because the return justified what I was doing. Every single one of them. And the things that have worked out the most, I had the least attachment to the money. It's wild.



JP Newman [00:16:24]

It is wild.

Ryan Moran [00:16:25]

And in some way, I wish it wasn't so, but now that I'm realizing it, it's actually very liberating to think about because I can't tell you how much energy I have spent in my young life thinking about how to maximize the money. And it's never exciting to think about. It's kind of like ... I actually feel stressed thinking about it, but if I'm just pursuing my own curiosity, it's actually this very liberating feeling.

JP Newman [00:16:58]

But I would say [INAUDIBLE 00:16:57] I'm going to add to that, Ryan, though, because I think that curiosity like you're talking about is important. I also think, though, intuition ... I think when you marry that idea of energy, interest, curiosity with ... How many deals have you done now at this point? It's very different what you did at 26 or what your ability to do ...

JP Newman [00:17:17]

You can look at a deal ... I can bring you a deal right now and you can say yes or no in about two minutes. Your gut will tell you. I can look at any real estate deal and it's almost ... It's gotten so fast in my head. I know the answer in about a minute right now, what to do, whether it can be worked or not. So, I would say, if you marry this skill of both, I mean, you marry the skill of intuition with your experience, ideal experience, but then you're also paying attention to that aspect of it.

JP Newman [00:17:42]

And there's one more piece I want to throw at you that I think fits in this that I've also had to learn the hard way. The law of attraction or the law of curiosity or interest also realized to your business and your partners. So many times I've ... It's almost like dating. It's like, you try to project on that first date how great that person is and maybe you realize by the second date they maybe weren't exactly who you thought they were. I think a lot of times we ... Because we get so excited with an idea of who the person is ...

Ryan Moran [00:18:07]

That's true.

JP Newman [00:18:08]

I've actually learned, if you actually marry those things of bringing in the deal with the curiosity, the passion, and then really, really taking a look, is this team, or is this partner really ... Not who



you want ... Who you think they are on a first date, but you really get a feel for them and say, that's the person, then ultimately ... Not only can they execute it, they share the energy, but they also share the skill set.

JP Newman [00:18:32]

I really learned this because sometimes ... I just did a \$50 million deal where we shared the energy, but his execution was a little rough and I kind of knew it and kind of ... I was in first date mode versus second date mode, and I wish I was in second date mode. So, we learn incredible experiences from our mistakes, but I really think, in hindsight, the winning formula would be those items all put together. So, it's mind ... It is mind and heart combined in some beautiful way, in my opinion.

Ryan Moran [00:19:02]

So, you've experienced the same thing where if you are too mind-driven, too logic-driven, financially, it hurts. And so, we're going through this time right now where it feels very uncertain, and the lesson that I hope to take away from all of this is that regardless of if we're in the next bull market or we have more downside, that I never compromise that again. And I propose that if ... I propose to myself that if I follow that as a rule, that the rest will kind of take care of itself.

JP Newman [00:19:40]

I can only tell you, it's back to that law of attraction, that that is completely correct. In my life, that's what I experience now. I am being ... It doesn't matter what the market is anymore, Ryan. Even today, I got a phone call about a deal and I met this guy for 15 minutes and I knew he had something.

JP Newman [00:19:57]

It was that quick because it was like, my brain just automatically is processing brain power ... His deck didn't matter to me. I just kind of got it. And then he tells me today, one of the top people in the world just endorsed him this week, but it didn't surprise me. And he called me back. He's like, I want you to be an early investor in this thing, and I just felt ...

JP Newman [00:20:16]

So, it doesn't matter the market. It's almost like, once you put that out there, people also feel your energy. Why did he call me? I mean, I'm not going to certainly be one of his biggest investors, but I knew ...

Ryan Moran [00:20:26]



I need you to ... I want you to say more about this. What do you mean when you put it out there? I'm 50% picking up what you're laying down. I want to get the other half of this.

JP Newman [00:20:36]

People are ... Law of attraction. People get attracted to you, and so when people feel that you're actually ... They can feel your energy. When you're transmitting something like, I get your deal, I think it's ... I knew in 15 minutes that he was onto something special. I knew, and I've seen the same ... This thing could ...

Ryan Moran [00:20:51]

And what does special mean to you? I promise I'm going somewhere with this.

JP Newman [00:20:53]

I've seen the same business plan 10 times, and it was the 11th guy that ... He was the guy who was going to execute the business plan when the other 10 weren't. Kind of reminded me of the days at Sony. Things always went in trends. If people were doing puppy films, I'd see 10 puppy films. And I don't know why it is, but things go in cycles.

JP Newman [00:21:10]

I would see the same ideas happen within groups. But in this case, I saw the same idea, which is basically this new idea of going into deeper states of happiness and healing and mind ... Brain waves through somatic, which is sound healing. And a bunch of people are doing this.

JP Newman [00:21:27]

So, there's ... A bunch of different people are doing this different ways. I've seen a bunch of demos. I just knew his energy, his experience, and this is exactly what I've learned from my Sony days, he was a guy who was going to win because of his vision, because of the energy, and also his brilliance kind of combined together that he'd be the one.

JP Newman [00:21:42]

So, when he called me today out of the blue and told me the number one person in the world in this area just endorsed him and he's going to do something that he's going ... It's pretty cool. It didn't surprise me, but it didn't also surprise me that he called me out of the blue. And he didn't even ask me for money today, which was interesting. He wanted me to know, and he's met me for 15 minutes.

Ryan Moran [00:22:01]



The other deals that you looked at and passed on, were they financially driven or heady in some way?

JP Newman [00:22:10]

They were more heady and I knew ... I can't explain to you why, Ryan. I'm trying not to get too woo-woo on you right now, but when you've done this enough, you can look someone in the eyes, you can see their product and everything you're talking about as far as that underlying passion, energy, your gut will inform you. If you actually ... And it's a muscle, just like your bicep.

Ryan Moran [00:22:31]

I follow.

JP Newman [00:22:33]

You just get so informed so quickly on the right answer. And most of the time it's no, by the way. Most of my answers are no, it's not something I want to do, but I'm getting very, very quickly informed on ... I'm almost right ... I don't want to say all the time, but I've got a pretty keen ... I've worked it up. It happens to me all the time now.

Ryan Moran [00:22:53]

Yeah. I'm going to try and process this out loud of what I'm understanding you saying. When you say put this out there, you're actually looking for something. You're looking for the heart or the operator. You're looking for that thing below the surface, beyond just the numbers and the strategy. You're looking for the person behind it, the heart behind it, the purpose behind it, and this person has that, and that you recognize that in each other.

JP Newman [00:23:26]

And remember, the transmission with energy, it goes both directions. That's why he called me because he also, on some level, wants an investor to not only ... It's not just about the money, but he wants ... So ... And, man, I think a lot of people want this. You want mission-aligned investors, particularly in the beginning, otherwise bad things can happen to your company, too.

JP Newman [00:23:46]

Somebody wants ... It's the wrong kind of money. I think people who are mission-aligned people are mission-aligned or social impact entrepreneurs who have a great mission and who also are visionaries, they're looking for ... Whether they know it or not, if they're really ... If



they're that kind of tapped in, the law of attraction is going to bring the right money together with the right business plan. Does that make sense?

Ryan Moran [00:24:05]

I mean, it makes sense. It makes sense.

JP Newman [00:24:09]

I mean, I know it sounds strange. It just keeps happening, so it tells me, there's something about this that actually makes sense.

Ryan Moran [00:24:14]

Well, I think, I mean, just to bring this home, the central theme of this is we're both expressing that when money is the driver, it just is a crashout.

JP Newman [00:24:27]

Is the sole driver.

Ryan Moran [00:24:28]

But when we are motivated by something else and we can talk about what that something else is all day long, those are the things that actually bring us closer together, end up working, and being financially prosperous.

JP Newman [00:24:42]

And what I would say, Ryan, if somebody wants to develop this on a bicep, because I know we're supposed to also have some good tips here because it sounds like, again, so, what do I do with this if I'm in the audience? And I think going back, Ryan, to kind of ultimately knowing as a human being and as a business person, what are you trying to accomplish for your company?

JP Newman [00:25:01]

And then, you might, if you're lucky enough that you've gotten to the point where what your personal legacy is, there's really a lot of themes, I find, in my life between my personal why now and my business why. They're not really ... They're not that different. I think the more you actually develop that muscle of kind of knowing what interests you ... For instance, for me right now, a lot of it's about communities.

JP Newman [00:25:18]



So, I just got back from 12 ... Yeah, I think I told you. I was 12 days, and I was at a conference with kind of a lot of high energy business leaders that I would describe ... That are exactly these ... They're brilliant geniuses who are already having their first, second, or third successes and they're definitely balancing exactly what we're saying, their intuition, their heart, their mission, with dynamic brain power that's creating ...

JP Newman [00:25:43]

So, community is important on every level, whether it's my real estate communities, my personal communities. Building strong foundational communities where human beings can connect seems to be my why. So, they start to overlap. So, what I would say is just as advice is the more you know about kind of what brings you joy or what brings you that connection, it just easily starts to ... You just ... You kind of check in and you start with small things like, am I repelled by ... Just small little notices.

JP Newman [00:26:08]

If you just keep doing it, the signal just gets stronger and stronger. And I think to your point, it's easier to make money, it's easier to succeed in business because you're not following that maze, the first thing you referred to, or instead of trying to be the Roomba going through the wall ... There's actually a ... There's study right now.

JP Newman [00:26:29]

I know this sounds woo-woo, that people are being ... Can literally put on a blindfold, and if they really get good at intuition, can go through a maze with a blindfold on and use their other sensory perceptions to get through a thing without their eyes. And I know that sounds crazy, but I've actually watched two or three people do it.

JP Newman [00:26:44]

If you want more information on this, by the way, I can send you to the group that's training you how to do this, but people are now going through mazes ...

Ryan Moran [00:26:50]

There's a group of trainers. If you want to navigate a maze in a blindfold, there's a business for that.

JP Newman [00:26:56]

It's just a Jedi trick. It's just a Jedi trick of how not to use your eyes, to use other sensory things to be able to navigate things we can't see. I think we're saying the same thing.



Ryan Moran [00:27:04]

That's beautiful. Once I've really accepted it, it's a very liberating idea.

JP Newman [00:27:10]

It's liberating because then it's not about market cycles. It's not about ... It's like, you kind of know that there is abundance all around you.

Ryan Moran [00:27:16]

Amen, brother. This is good.

JP Newman [00:27:18]

Good stuff.

Ryan Moran [00:27:19]

Good to see you, buddy.

JP Newman [00:27:19]

Great to see you.

Chris Van Loan [00:27:22]

And now a quick word from Katarina, one of our members from the Capitalism.com community.

Katarina [00:27:26]

I would definitely join. I would join One Percent. It is ... There's so much learning to do in there, but you'll get so much business from other people and helping each other with that. And as long as you give, because you have to give to get, right? So, that ... If you need help and everything, you've got to figure out, what is it that you can offer?

Katarina [00:27:47]

Every week, I have a goal. Every week, I do a give. So, I think all week, what can I give the group? What is ... Even if it's something small. It might be something small. It might be something bigger. But based on what I've been reading this last week, what is it that I can help everybody with?

Katarina [00:28:02]

So, figuring out how you can refer somebody to somebody else whenever someone has a ... Like the guy, that Christopher Cho with the spice thing. I said, well, contact Mayra, find out,



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you know? So you can collaborate with each other. And that's the kind of thing that will help you in One Percent. But if you just go in there and sit there and not participate, you're not going to get much out of it.

Ryan Moran [00:28:25]

If you found value in this podcast and you're ready to go deeper, here are three resources where we can help you. One, you can grab my book 12 Months to \$1 Million on Audible or Amazon. It has over a thousand reviews and it's the playbook to building a seven figure business.

Ryan Moran [00:28:40]

Second, you can join our community of entrepreneurs who are following a plan to build a 1% net worth by building businesses and investing the profits. You can get plugged in at Capitalism.com/1. And third, if you're looking to go deeper and build a seven figure business that you can sell, you can work closely with us inside the Capitalism Incubator, and you can get on the waiting list and find out what we do over at Capitalism.com/inc. That's Capitalism.com/inc.