

- Announcer: This is The Rich Dad Radio Show, the good news and bad news about money, here's Robert Kiyosaki.
- Robert: Good morning. Good morning. Good morning. It's The Rich Dad Radio with Robert Kiyosaki, The Rich Dad Radio Show. A fantastic program today, exciting program. It's about what's going on in gold and Bitcoin and silver. In my opinion, the most important investment things we should be looking at today, given how nuts the economy is. I mean, it is nuts right now. I can't believe it. So our special guest today is Jay Martin. He's from one of my favorite cities in the world, Vancouver, British Columbia. And Kim and I were just reminiscing about, Kim and I had teacher in the '90s-
- Kim: Uh-huh (affirmative).
- Robert: ... a mentor. His name was Frank and Frank's job was he took companies public, and he hung out in Vancouver, and the Toronto Stock Exchange. So today Kim and I have no stocks, because, that all saying is, once you see how they make sausage, you'll never eat it again.
- Robert: If you like stocks, bonds, mutual funds, ETFs, have a good life. But once I saw the process of how you take nothing, you take a bunch of BS and you turn it into a stock, and you take it public on the Toronto Stock Exchange, then, if lucky, it goes to the NASDAQ or the New York Stock Exchange, I really don't like the process, personally. But all it did was, convince me why gold, silver, and, today, Bitcoin, far more solid investments given what's going on in the economy. Anything you want to say about our teacher, Frank? Because he, he was our best teacher, wasn't he?
- Kim: I used to say, "Frank, you're such a great teacher." And he would say, "I'm not a teacher." And I'm like, "Yeah, you are. Yeah, you are." I mean, we'd be at the boardroom table with him, and I'd, literally, be sitting at his side listening and just learning, and that was the price we paid. I didn't at or that the companies didn't go anywhere, the education we got was invaluable. I wouldn't-
- Jay: Those are the best.
- Kim: ... trade it for anything.
- Robert: Yeah.
- Kim: Yeah.
- Jay: Yeah.
- Robert: And [crosstalk 00:02:12]-

- Jay: Which brings me why I'm here, Robert, I wanted to tell you about a very exciting investment opportunity.
- Robert: Everybody in Vancouver's got deal. And if their right pocket deal doesn't fit, they got left pocket deal. Everybody had a deal, but I just loved it. It was so exciting.
- Kim: It was.
- Robert: My wife can't tell a story, what happened was Kim and I were working on the Cashflow board game, and I didn't know how to... one part of my life I didn't have was, an IPO, initial public offering. Today they call, what do you call them? They call them everything to say. And so our neighbor in Phoenix said, "Well, I know this guy named Frank," and Frank lived quite a ways away, but we drove up to his place, and I said, "I really want to learn how to do an IPO." I went, "Tell me how to do an IPO." He goes, "I don't teach people." "I just want to learn." He said, "How bad he wanted to learn?" I said, "Bad." He says, "Be on a plane tonight, be the top of the mountain."
- Jay: Interesting.
- Robert: I go home to Kim and we're filming the video for the Cashflow board game, right?
- Kim: Yep. We were flying to Texas. We were going to go film, we had it all set up. We had all these people that were going to do testimonials and talk about the game, and talk about Rich Dad. And then Frank said, "You got to go to Peru, Robert, tonight."
- Robert: "How bad..." Now this question I ask everybody, "How bad you want it?" And Frank, same question, "How bad do you want it? How bad do you want to learn this business?" I said, "Badly." He says, "Well, Saturday night you better be on this plane." That's-
- Kim: Yeah. So I went to Texas. We'd filmed, everything that we needed to film. You went to Peru, and did what you needed to do. And it all worked.
- Robert: So, Jay, I'm standing this mountaintop, she's in Dallas filming this thing. I'm up at 17,000 feet without oxygen passing out, I was going... And I came back and Frank says, "What you find out?" I said, "It's not going to work." He says, "I knew that. I just wanted to how bad you wanted it."
- Jay: Interesting.
- Robert: And so that's the question, I talked to so many people in life is, "How bad do you want something?" And most people, the answer is, "Not bad enough." But anyway, Jay-
- Kim: So, RK, let me just introduce Jay here. Jay Martin, he's the president and CEO of Cambridge House International, and they, previous to COVID, did all these investments-

- Robert: Huge conferences.
- Kim: ... seminars, huge conferences, all about the mining sector. He's also on the board of the Entrepreneur Organization, which is something near and dear to our heart's, great organization-
- Jay: Great.
- Kim: ... Entrepreneur Organization. But, today, so we're going to learn about the mining sector, and you talk to all the experts and you're interviewing these people all day long. So we're going to find out from Jay, just what the heck is going on and what's hot and what's not, and where you should be looking.
- Robert: So, Jay, you're a real young guy, how did you get into this thing so young? You must have been started as a pick pocket early.
- Jay: Yeah, I was, yeah, like all the greats in Vancouver. Yeah, no, it was a roundabout way. So, actually, I took over a family business. In 2011, I began purchasing a company that my dad founded. And at the time it seemed like a great idea. It was a resource investment conference company. So if you're familiar with that sector, this was 2011, ended up being a horrible time to purchase a resource investment conference company, because gold subsequently fell off a cliff for the next six years.
- Jay: But ended up being the best education for a young entrepreneur at the time. I had to lay off all of our staff, we ended up invested in so many projects that were just no longer economic, and within three years we were literally days from insolvency. But we were able in, like, I guess, true to Vancouver fashion, find some pivots. And on the heels of the cannabis market and the crypto market, and we pivoted pretty aggressively to technology at that time, actually. And-
- Robert: I love Vancouver. I do. I do. I do.
- Jay: It's fun. It's fun. It is. And everything you say about it is true. It's a hustler city, for sure, and so investors need to beware, right?
- Robert: Yeah.
- Jay: Because it's very promotional, but if you like that thrill and you like to get in on things early as I do-
- Robert: Yes.
- Jay: ... I don't know if there's a better place in the world to be located. The Venture Exchange offers just a really unique vehicle to raise cash for a good idea. Unfortunately, it's also a

vehicle to raise cash for horrible ideas, and we see that a lot. But with the right mentorship, guidance, and gurus that you're following, and if you want at better not to do the diligence, as you said, Robert, you can find some amazing opportunities, if you like that early stage stuff.

Robert: It's exciting. And I only like early stage. Like people say, "Are you buying Bitcoin?" I said, "I already bought Bitcoin." They don't understand that. I say, "Your profit is made when you buy, not when you sell." Does that make sense, what I mean?

Jay: Yeah. The jury's out for me on Bitcoin to be honest. I invest, actually, every month I dollar cost average in, and my question around Bitcoin is like, I don't really know what I think it is yet, which is kind of unique.

Robert: I understand. But, for me, it's just a trade.

Jay: It's a trade. Okay.

Robert: It's a momentum trade. That's all it is. I don't know what it is. So somebody said, "Well, have you made any money?" I said, "Well, I bought it at six, seven, and nine. And today it's around 65,000." I'm still in the money.

Jay: You're doing well.

Robert: Yeah.

Kim: So why is there always this discussion and this debate about crypto versus gold?

Robert: It's Bitcoin and gold.

Kim: I mean, Bitcoin and gold. Bitcoin is digital gold.

Jay: Yeah. That's a good Bitcoin question. So I hear it all the time as well. And I've posted those debates on my channel, on my podcast, and on my YouTube channel. And I think it's asking the wrong question. If we're going to compare the two as if it's apples to apples, and it just isn't. I own gold. I own Bitcoin. I don't think that you can study history with any kind of a focus on currencies and then think you shouldn't own gold. It doesn't make sense to me. I wouldn't go all in, but having a horse in the race is really, really important. And I mean, physical gold bars and coins. That's what I prefer to own.

Kim: Us too.

Jay: Obviously, I invest in-

Robert: We have-

Kim: [crosstalk 00:08:08] too.

Robert: ... tons of it. I mean, literally tons.

Jay: Yeah. So Bitcoin is what, 13 year old, it's not enough of a track record to convince me that it knows what it is yet. I'm bullish on it, for sure, and I own a bunch, but it's different from a 5,000 year history of a hard asset. It's like comparing Facebook stock to real estate. It doesn't make sense to me. They're two very different things.

Robert: And my favorite is silver.

Jay: Okay. Yeah.

Robert: Because it's an industrial metal. Gold is a precious metal. Silver is precious and industrial. So, I mean, we have tons of silver too. And I just don't know why people argue about it. My question is, "How many ounces have you got? How many Bitcoins have you got?" "Oh, this and this and this." I said, "How much you got?"

Kim: What is the consensus on silver these days?

Jay: Yeah. I think the consensus from the people that I speak to on my show, definitely, one of the more bullish commodities that I'm hearing people speak about. It's funny, though, because if you look at the macro trend supporting what should be a really robust gold market, gold and silver haven't really responded yet. And so we've got this weird situation where the macro trends are more bullish than ever, but the sentiment is more bearish than ever. I mean, literally, I had a handful of friends at the two precious metals conferences in Colorado, in September, the Beaver Creek and Denver Gold Forum.

Jay: And no joke, one of them came back to, he lives in Holland, but we had a call shortly thereafter. I couldn't make it to the event, Ronald [Stofforly 00:09:45], you might know him. And he said, they cornered him and said, "Ronnie, if gold isn't performing now, the trade must be dead. It's over now." Which was the most bullish thing that I'd ever heard, I would went out and doubled down on my... It's like, that's what we want.

Robert: Well, you're from Vancouver. That's right.

Jay: But if you have the patience, and you understand that sometimes patience is the best trade, that's often overlooked right. Then, yeah, sit tight.

Robert: I'm always on, what's that, Danielle Gambom.

Jay: Yeah. Camboni, yeah.

Robert: I love her, man. I just love her.

- Jay: She's great.
- Robert: Yeah. I just said, :I am not buying gold, silver and Bitcoin. I'm betting against the Fed."
- Jay: Sure.
- Robert: That's all I'm doing. And when I look at how screwed up the Fed is and the Treasury is, that's why a gold buzz go, "How come the price of gold is not higher?" Is that true? Because the underlying, the dollar is toxic. The dollar is more of a COVID pandemic than anything I've ever seen. I wouldn't touch that damn dollar. That's how you and I and texting back and forth. I won't hold dollars right now. I'd rather not hold dollars.
- Jay: Interesting. Even short-term, US dollars, you don't want them?
- Robert: Oh, we only want them, in case there's an investment. But I always say to Kim, "We do save gold, silver Bitcoin, and we use debt as money, real estate debts." So real estate guys borrow money to invest, why would you use your own money? What did Frank say? Our teacher Frank-
- Kim: Oh, Frank said, his classic line, we were talking about raising money for our company, and we're going to work and we're going to save money, and then we're going to invest it. And he goes, "Only lazy people use their own money." And I'm like, "No, Frank, I work really hard." And he's like, "No, wouldn't it be harder to convince somebody else to give you money for your investment?" And that was like a game changer for me. I'm like, "Oh, my gosh."
- Robert: It changed our lives.
- Kim: It did.
- Robert: Because, when we need money, we borrow money to buy the investment, and the investment throws off cashflow. The extra cash goes into, we save gold, silver, Bitcoin.
- Jay: Okay. Yeah.
- Robert: And when Frank sent me up to Vancouver, I thought I died and went to heaven. Then I went to Toronto, that's a little bit more sophisticated.
- Jay: A little bit, yep.
- Robert: And then I was talking to my friend from NASDAQ and he goes, "You go to Vancouver?" He wanted to take a shower after talking to me.

- Jay: Yeah. It's still got that reputation. People worked hard to earn that reputation. Yeah. It's funny, my philosophy's similar, but I use real estate, like I think about gold, and honestly, as I think about Bitcoin. As I said, I don't know what Bitcoin is because, I don't have clarity on why I'm buying it. I have three reasons, but they're all undecided to me. I don't know when and why I would sell it. I don't know, is this a speculation? A trade? Maybe. Yeah. If it is, then I should be taking profits, possibly. If I think it's a hard asset, then just continue to dollar cost average in, don't worry about price. Not a hard asset, but a long-term asset, a safe haven asset.
- Robert: No. I'm betting against a stock market and the dollar.
- Jay: That makes sense to me.
- Robert: That's all I'm doing.
- Jay: Absolutely.
- Robert: I don't trust those... One of the best things about hanging out in Vancouver, Toronto, and New York, is I don't trust stocks. It's completely, a 100% manipulated, and it's manipulated by credit markets. They print the repo market, the reverse repo market, and they're selling T-Bills and all this stuff. That's a bigger horseplay than Vancouver.
- Jay: And it is, and here's why, I guess, I don't touch anything in the broad equities market. I have a very barbell approach, hard assets, safe haven assets on one side, and then early stage speculative stuff on the other side. And in the spec market, specifically, companies listed on the Venture Exchange, there's not enough liquidity or the forces that you're talking about to really manipulate the market.
- Jay: And so what I coach our viewers to do is, yeah, if you have the time to invest in being an investor in the speculative market, which is the most important thing, and most people overlook that. But as soon as you're taking profits, push it over to hard assets or those safe haven asset classes, whether that's Bitcoin, real estate, gold, cash. I hold cash as well. But I generate the cash in the spec market, and as soon as this profits, I move that over to the legacy wealth bucket, right?
- Kim: Yep. And when you talk about Bitcoin, and the future of Bitcoin, I think of our friend, Landon. Landon, he got in-
- Robert: First round.
- Kim: ... early, early first rounds on all these companies on Bitcoin, on Ethereum-
- Robert: Amazon.

- Kim: ... all of it. He's big in cryptocurrencies. But he said to me, the other day, I said, "Landon, what do you see happening in the future? Where's it going?" And he said, "Kim," he goes, "I've been in this from the pretty, pretty early stages." He says, "If anybody tells you that they know what's going to happen with the cryptocurrencies and with Bitcoin and Ethereum," he goes, "you run like hell-
- Jay: 100%.
- Kim: ... because nobody knows.
- Jay: 100%.
- Kim: Nobody knows."
- Robert: Yet, guys like you, were talking about Raoul Pal, that's 90%, his whole asset, his whole wealth is in Bitcoin or cryptos. But, anyway, the whole point here, it's a bet against, and in my world, in your world is called counterparty. Who's on the other side of the trade? And the reason I loved Vancouver was because people talk about doing due diligence on Amazon and all this. Well, do you think Jeff Bezos will let you come talk to him? No. But the thing I liked about Vancouver, I could meet the crook, I mean, the promoter... No, I'd sit there and talk to him and you get a sense of who they are, whether they're lying to you and all this.
- Robert: And then from there, that's when we go to our due diligence. We actually looked at the stuff, and we actually met the guys who were putting the deal together. That's why I love Vancouver so much. That's why I like Toronto so much. Do you know what I mean? Is because I could meet the guys.
- Jay: You have to do that. When you're investing in companies that size, you're not really investing in the product or the service-
- Robert: No.
- Jay: Or even the industry.
- Robert: Where's the team?
- Jay: You're invest investing in the integrity and decision-making of one or two individuals, and the people they surround themselves with.
- Robert: Yep. And this guy, Frank, our buddy, he had the best team around him, man. These guys were the best on Toronto.
- Jay: That's the strategy.

- Robert: Yep.
- Jay: You take the best people, and then don't deviate. Right?
- Robert: Correct. Correct.
- Jay: All the time.
- Robert: So it was the best grow up, that's why, Marin Kutusa, we invest with him. He's a startup guy idea, too.
- Jay: That's smart. 100%.
- Robert: So we don't buy stock. We buy startups. There's a very big difference, because we're entrepreneur. We're not 401k guys. We're not losers like that. I have no use for them, but I like the startup. It's exciting. We're entrepreneurs. So when we come back, we'll be talking more with Jay Martin and all this about goals over Bitcoin. But my whole thing is why would you own it? The counterparty is a person called the Fed and the Treasury and Wall Street. That's why I buy gold, silver, Bitcoin. We'll be right back.
- Robert: Welcome back, Robert Kiyosaki, Rich Dad Radio Show, the good news and bad news about gold, silver and Bitcoin. But more partly the most toxic thing, more toxic than COVID, is the US dollar. That baby is in big trouble. Anyway, you can listen to the Rich Dad Radio program, anytime, anywhere on iTunes, Android, or YouTube, and leave us a review. Also, we archive our programs at richdadradio.com. The reason we do that, is repetition is how we learn best. You listen to this, again, you'll pick up twice as much, but more importantly, our friends, family, and the businesses, who are still saving dollar or yen or pesos or the Loonie, I would listen to this program, because I think fake money or fiat currency is in serious trouble right now.
- Robert: And so when we're talking about gold, silver, and Bitcoin, I'm not buying gold, silver, Bitcoin, I just don't trust our government. And they're going to have to start printing, pretty quickly. And the more they print, the less value, purchasing power the dollar has, or the Loonie, or the yen or the peso. So that's kind of says, it's not a bet for gold, silver, Bitcoin, it's a bet against our government. Any comments, Kim?
- Kim: Well, that's been our discussion the last week or so, is with this cash, we have cash, and we don't really want to hold onto cash. And then I listen to our friend, George Gammon and he has this possible scenario that the dollar's going to come crashing down, and I'm like, "We got to move it now. We got to do something, da, da, da." It's like I go into panic mode. Like it's all going to crash tomorrow. So this is why I'm so interested in listening to you Jay, too, and where you see things happening in the mining sector. Because as Robert said, "It's gold, silver Bitcoin," and cash is something that makes me very, very nervous.

- Jay: Sure.
- Kim: As a matter of fact, we're talking about selling one of our houses, and it's like, "Well, we don't need the cash. We'd rather hold it in the real estate.
- Jay: A 100%.
- Kim: We don't need it."
- Jay: Absolutely. I would never sell my real estate.
- Kim: So I have a-
- Robert: Our guest today at Jay Martin. Man, this guy's infamous. He's the CEO of Cambridge House. He interviews some of the smartest guys. He's always inside the business. You don't make recommendations.
- Jay: I don't, no. I tell people if I'm buying something, why I'm buying it, but, no, I never tell people what to do with their cash.
- Robert: Yeah. Yep.
- Kim: Yeah. Same as us.
- Robert: Yep. Yep.
- Kim: So I have a different question, if I can ask, because you are president and CEO of your company, you're on the board of Entrepreneur Organization. So COVID hits, okay, you do seminars all across Canada and the US, you do physical live seminars, and you know, "Okay, we're toast for right now. This business has to change dramatically." As an entrepreneur, what was your thinking process?
- Jay: Yeah. That was a pretty exciting time, so-
- Kim: That's a good word.
- Jay: ... I mean, here's the thing, when COVID hit, we're talking about March of 2020 and global pandemics announced. A lot of industries probably had to wonder whether or not they were going to be impacted, if they were going to be impacted, and how? Live event production, we knew. We knew from the jump. We knew the lights were going to get shut off overnights. Now, that's hard, and, honestly, Kim, the next 12 months, because we had to completely clean house and reinvent the business, some of the darker periods of my life, if I'm speaking honestly about this, and some of the best lessons as an entrepreneur.

- Jay: What I would say is that, thankfully, I purchased a company right before our primary market fell off a cliff. And so my defense game is pretty good. That's how I cut my teeth as an entrepreneur, is with my back against the wall. Fixing something that was broken, and so-
- Robert: And you're 37 now, that's a young age to get hammered.
- Jay: I'm 37. I'm glad you still think I'm young. I wasn't sure.
- Robert: Well, it's all relative.
- Jay: And so, obviously, there's a lot there, and without going into the details, the high level is, I was able to look at the business and decide, what do I really love about it? Well, I love hosting conversations on stage. That part is my favorite, because I'm an investor first, everything I do has to serve my portfolio. So let's keep that, if we can. And if I can get rid of trade shows and conferences and the headaches of negotiating with unions-
- Kim: Yeah. That's a lot, yeah.
- Jay: ... and venues and all of this stuff.
- Kim: It's a tough business. It's a tough business.
- Jay: Yeah. It can be.
- Kim: We know it well.
- Jay: It can be. It can be a lot of fun, but it can also be a grind. And we started leaning very hard on our digital assets, essentially, doing exactly what I used to do on stage, just doing it from a home studio. I built a home studio in about two weeks. And started calling a lot of the guests that I used to have on stage. And because, I mean, there was never a bigger or thirst for information about, what the heck is going on out there, then, at that moment? And so we ended up in the right place at the right time, coincidentally, and our platforms all took off as a consequence, the podcast, the YouTube channel, the newsletter, because everybody was curious, everybody got smashed. Everybody realized suddenly how vulnerable and fragile they were.
- Jay: When suddenly incomes were turned off, you realize, if you don't have any gold in the safe, any cash in the bank, any Bitcoin in the wallet, what's left, if the income stops? So I think that was what I hope to be like this grand awakening. And I don't know if it was. I mean, you tell me, I think the subsidies were important for a lot of small business owners and people to get through that time, but maybe it also protected us from an important lesson, an important lesson about the importance of personal sovereignty and personal wealth creation. I don't know.

- Robert: Well, the what's happening is that, those things are the fourth turning. And we're entering one of the most volatile, uncertain times in history right now. And so that's why you're at kind of the right place at the right time. And not to toot our own horn, but Kim and I saw this coming a long time ago, so rather than get hammered, we took off. We did better. And we had to come off the road, which was good. So we can now hang out in this room and Zoom all over the world. So we make more money-
- Kim: Yeah. And we-
- Robert: ... but we were prepared for it.
- Kim: Yep. We reach more people, and we do it more efficiently, just like you do. You're more efficient. We don't have to travel all over the world and check into a hotel and go talk to a 1,000 people. We can talk to a million people right here.
- Robert: But this is the difference, all your entrepreneurs out there, we had product in position all over the world. And so we're making more money, due to the sweetheart here, we're in position, we are 200% ahead of plan, because our books are all over the world, our games are all over the world, and now we don't have to travel to go do it. So it was a blessing. So when I meet... I was talking to a young guy at California Pizza Kitchen or something, he says, most of his friends are happy to sit at home. I said, "They're wasting their lives."
- Jay: Right. Yeah, mind blowing. Yeah.
- Robert: They're taking the stimi check, whatever they take, and they're playing with Bitcoin, and they're just playing. I said, "You're not learning a damn thing. This could be the best learning of your life. As hard as it is, it's just going to prepare you for when times get worse."
- Kim: And that's to your point, you looked at, your back was against the wall, what do I do? How do we reinvent ourselves? What do we do? And we see our friends and they're doing the same thing. It's like, "Okay, here we go." Then, for most of them, it has been the best learning experience, and best blessing they've had. Other people are like, "Oh my God, it's all falling apart. What am I going to..." And they're trying to do the same thing. They're trying to do the same thing, again, that they've been doing, and they're going nowhere. And they just don't want to break out of what they know and out of their comfort zone. They'd rather sit on the couch.
- Robert: I'm not saying he's right, but this guy, Strauss, on the fourth turning, a turning is basically a lifetime, so like 90 years. And he said, "The people that remember World War II are dying," and that's Nancy Pelosi, Colin Powell just died, and all this, so the boomers, my generation's coming up right now. And every generation is going to hit this time at a different part of their lives. You know what I mean?

- Jay: Yes.
- Robert: So the people that are sitting at home right now, they're really wasting their lives, because according to, I think his name is Neil Strauss, I could be wrong, it's going to get worse. And the reason it's going to get worse is why I'm in gold, silver, Bitcoin, is because the dollar is toxic. The, Federal Reserve thing called the dollar is toxic, and they are so loaded with debt, they're going to have to print more money. They have to, or we default on our... You know, the debt ceiling and all this?
- Jay: Yeah.
- Robert: So I'm not buying gold... When Kim and I, 35 years ago, we started buying gold, silver, and now Bitcoin, it was a bet against the Fed, the Treasury and Wall Street. And the baby boomers are toast right now. Our pensions are empty. So who's going to bail out the pensions? Of course, the Fed and the Treasury. So why am I buying gold, silver Bitcoin? It's because, who's going to bail out the baby boomers next? And that's why we... The counterparty, would you mind explaining counterparty? Because that's a very common term in gold and silver guys.
- Jay: Yeah. Well, I think you position that best when I ask you why you're buying gold? Why you're buying Bitcoin? It's not a necessarily because you are a gold bug or a Bitcoin maximalist, which is dangerous. And it's funny how frequently I'll speak to a gold bug or a Bitcoin maximalist, and they talk about the importance of thinking critically and thinking independently. Meanwhile, they're surrounding themselves with other gold bugs and other Bitcoin maximalist, and in operating in their own echo chamber.
- Kim: Oh, yes. That's a good one.
- Jay: It goes both ways.
- Kim: That's a good point.
- Jay: You know what I mean?
- Kim: Oh, yeah.
- Jay: And if you went-
- Robert: Wait, wait. The definition of intelligence, if you're agree with me, you're intelligent.
- Jay: Right. It actually gets me to one of the biggest like conflicts I have in my mind right now, and I'd love to know your thoughts on this, I have got a bit of a platform. I'm not doing Rich Dad Poor Dad numbers, but between our podcast, YouTube, and newsletter, we speak to about a quarter million investors. And I've never seen so much division. And

granted and I've been in the market for about 15 years, so it's all relative. But the trajectory of the division is what concerns me the most. And-

Kim: What do you mean by that?

Jay: So let me give you an example. So my latest newsletter was telling the story of a restaurant in a town, pretty close to where I live. Actually, you guys would know it, the town's called Hope. It's a couple hours from Vancouver.

Robert: Yeah. Everyone know it.

Jay: So 6,000 person town, quite small. In this town, there's a little restaurant called Rowley's. Rowley's has been there since the late '80s.

Robert: I hate to tell you this, but I think Clinton was born in Hope-

Jay: Clinton?

Robert: ... Arkansas, or something like that. Yeah.

Kim: That's Hope, Arkansas, he's talking about-

Robert: He's got a bad name.

Kim: A different Hope.

Robert: He come from bad heritage.

Jay: Right.

Robert: No, go ahead.

Jay: Well, it is an ironic name for a town, given the story I'm about to share. But there's this restaurant called Rowley's, they've been there since the late '80s, so three decades plus. Small business, but in a town of 6,000, pretty big contributor to the local economy, they employ 40 people, for 30 plus years. And a handful of the employees have been there since day one. They're super active in the community, philanthropic at their scale, giving back to local events initiatives with a focus on youth at risk, which is real close to my heart, so I love it.

Jay: Now, like every business in their position, COVID smashed them. Real hard. They had to shut for many months, when they were allowed to open, they had to increase their staff count to meet all the sanitation requirements. Meanwhile, cutting their table count down by half, so cost up, revenue down, all this stuff. But they met all the mandates to

the T. They follow the mandates, because this is their livelihood, and it's what they had to do.

Jay: Until more recently, in the province of British Columbia, where I live, the vaccine passport mandate rolled out. And this is to say that anybody who goes to a restaurant, hotel, casino, public space has to be vaccinated. This is where the owners of Rowley's put their foot down and said, "That's illegal, and against my principles. And I'm not going to do it." And in response, the government took their business license for six months. Given their recent history, that's a death blow, so they're finished. Now-

Robert: Geez, that's terrible.

Jay: ... it's not an isolated event, but I read it, and here's why it struck me so hard is because as soon as I read the story, I scrolled down to the comments, assuming everybody would be as enraged as I was. And I'm not saying who's right or wrong in this story, that's not for me to say. I scrolled down from that story, expecting everybody to be as enraged as I was. And, again, like I said, I'm not saying who's right or wrong, I think it's more complex than right or wrong. I think these issues are very complex. But it was like 150 comments saying, "Fine should have been bigger." "Thanks for taking care of these guys." "I would never go to that place again." Just brutally, and I thought so cruel.

Jay: And so I published this story to my audience. I wrote a letter about it, and I said, "Look, once again, I'm not condemning the government for this. I'm just saying, this crazy."

Robert: I am.

Jay: I know you, yeah. And so I got a bunch of feedback from my audience saying, "I was wrong for not condemning the government." And so, anyways, the point of this is, is now that I'm sitting on a bit of a platform, I wonder if I have or should have a bigger purpose than just talking about what's in my portfolio and why? Because I'm a capitalist and a humanitarian, and I think, if you want to be a humanitarian, you have to be a capitalist first. Because if you don't have any resources to be anybody's rock-

Kim: Correct.

Jay: ... then what good are you to anybody. But that is a pretty rare belief, in my opinion. And that puts me in the middle ground. Which suddenly is true contrarianism, because either we're way over here with government's wrong, personal liberty, everywhere, all this stuff. Or more intervention, more regulation, all this. But, to my point earlier about surrounding yourself with gold bugs, if you're a gold investor or Bitcoin maximalist, if you're a Bitcoin investor, if you go either of those two directions, you're just surrounded by confirmation bias. And I think there's a lack of critical thinking.

- Jay: And so, anyways, what I'm saying is, should I be thinking more critically about how I can bridge that gap with my audience? And say, "Look, I'm a capitalist and a humanitarian, all right." That's I think the better path here, but I think that's lost on people. But do you think I'm out to lunch? What are your thoughts?
- Robert: Well, let me just say what this guy, the fourth turning says. He says, "It is so divided now. You cannot talk."
- Jay: You can't, exactly.
- Robert: It's impossible for, Neil how... Reason the reason I feel like I'm intelligent today, because we're in gold, silver Bitcoin, we're going into one of the roughest periods of humanity right now. And the problem is, from my perspective, is the dollar. And so if you understand the dollar, US dollar versus the Loonie, it was created in 1913, but so was the tax department created in 1913. So what they're going to do, we have so much debt today, they're going to have to keep printing. But every time they do that, it creates more poverty. You understand, the system is failing?
- Jay: Yeah.
- Robert: So we're going to have more homelessness, more unemployment, da, da, da, da, and the government has to print more money. So the position we've taken at Rich Dad is we're capitalist, and the capitalist is somebody who believes in teaching people to fish. And a socialist wants to give people fish. And then, yeah, I just divide them that way.
- Robert: Also what's happening with your generation and the actually with gen X, the income of men is dropping, so is testosterone.
- Jay: Yeah. You're not wrong.
- Robert: So there's fewer men, and their incomes are dropping. And then what-
- Jay: Why do you think that is?
- Robert: I don't know. I'm not God. But, anyway, you and I, we have to watch the trends. So I listen to all these different guys on... I love YouTube, but I also hate it.
- Jay: Sure.
- Robert: But I listen to all of these people out there and you can gain so much information, and rather than take a side, listen to both sides.
- Jay: Sure.

- Robert: So I listen to these hardcore socialists and communist. I mean, I white knuckled through, their... I can't believe it, "Oh, we should tax the rich." Like Alexandria Ocasio-Cortez, "We're going to tax the rich," The Green New Deal. So Marin Kutusa, our buddy from Vancouver, when she says, "We're going to... The Green New Deal" and all this stuff, the entrepreneur comes up, and we sell them carbon credits.
- Kim: But that's the point. Yes.
- Robert: A capitalist is always going to make money anyway.
- Kim: That's the point, and we've always said it, even before COVID, "Entrepreneurship is the solution." We still believe, I still believe that, that entrepreneurs-
- Jay: Completely agree.
- Kim: ... are the solution to these problems. And to your about, do you speak out more? Or what do you do?
- Jay: I feel like it's the best thing I could do with my time-
- Kim: Yeah.
- Jay: ... and energy, to be honest with you.
- Kim: Yeah. Well, I-
- Robert: It takes guts. It takes courage, right now.
- Kim: Yeah. It does take courage. And-
- Robert: That is the word is courage.
- Kim: ... the one thing I've learned is, how I deliver what I say, so people can hear it.
- Jay: Yes.
- Kim: So people are so divided that you could say a word and they're going to explode.
- Jay: 100%.
- Kim: But I've had to be really, choose my words wisely, so that they can hear it.

- Robert: So Jay, it's always about the money. You see, whether you're a socialist, you said, "Well, we should just give people money," or a capitalist, "I'm going to teach people to fish." You know what I mean?
- Jay: Mm-hmm (affirmative).
- Robert: But what's happening is money is toxic today. And so men are earning less money. My generation, the boomer generation, I made three times my father, day one. And he had been working like 40 years. My classmates in '69, were making a 120,000 a year. My father was making 25,000 a year as a superintendent of education. So the boomers are different, that's what the fourth turning is about. It was so interesting. But right after that, the income of men, gen X, and all that started to drop, and jobs and all this stuff started to happen, well, a lot of it started around the Fed being created in 1913, debt.
- Robert: The dollar today is debt and taxes, so the only way a dollar comes into existence is we have to borrow money. And when we borrow money, they're very, very happy, because money is produced. We pay no taxes, the more money we borrow. Well here's AOC, Alexandria Ocasio-Cortez saying, "Tax the rich." She taxes the working class. She taxes the people who actually have jobs. The capitalists are kicking butt. And that's what Rich Dad teaches. It's about the money. It's how we make millions of dollars and pay no taxes legally. And they can argue with me all day. I get attacked constantly by the socialist to say, that's a free country. You be a socialist. I say, "It's a free country, you be a socialist, work hard, and you pay taxes. That's your choice. That's not my choice." And I give people the choice, and that's choice is freedom.
- Kim: I think that's the key word, is choice. It's choice.
- Robert: So what's-
- Kim: I don't care if people like Bitcoin, gold, or silver, you choose whatever you can invest, whatever you want.
- Jay: 100%.
- Kim: Whatever it is that-
- Robert: All I want to know is the entry point, why'd you buy at? What did you start at? How many ounces... You know when gold was \$300 an ounce, in 2000, you were probably too young for that?
- Jay: I remember it though. Yeah.
- Robert: I thought I died and went to heaven. Oh, gold crash to \$300, I said, "Thank you Jesus." Took laps around the rosary bead, just backed up the truck.

Kim: And-

Robert: And so if Bitcoin goes back to 7,000, guess what? I'm going to back up the truck again.

Jay: 100%. 100%.

Kim: And that's the entrepreneur, because all these people are arguing, is it gold? Is it Bitcoin? Is it this? Is it that? Everybody's arguing, and the entrepreneur's just going, out there, going, "Okay, I'll take this.

Jay: I'll pick that up.

Kim: I'll take that.

Jay: I'll pick that up.

Kim: I'll take this. I'll take that."

Jay: You don't want that, I'll take that.

Kim: Yeah.

Robert: Alexandra Ocasio-Cortez wants us to save the environment. I said, "Oh, the capitalist will save the environment. Thank you very much." And we get tax breaks for it.

Jay: Sure.

Robert: But the trouble is-

Kim: Entrepreneurs can save the environment.

Robert: Huh?

Kim: Entrepreneurs can save the environment. Entrepreneurs can do a lot of good stuff.

Robert: Let me make a little bit more of history, capitalists of always saved the environment. Because there was a guy named Henry Ford and up to then there was Cadillac and Oldsmobile and all this, and Henry Ford says, "I'm going to democratize the automobile." What that meant is I'm going to make the car available for the masses. And that's what capitalists do. There was also a guy named Henry Colt, he built the Colt 45, you know the gun that-

Jay: Yeah. Yeah.

- Robert: ... cleaned up the west?
- Jay: Yeah. Yeah.
- Robert: It was called the peacemaker, but it was also called the great equalizer. So a little wimpy guy could you had a big fat guy, you know what I mean? Just blow him apart. So it was called the equalizer. So what I say to people, I hold up my little iPhone, I go, "This is the greatest equalizer of all." I've never seen a tool this powerful.
- Jay: Sure.
- Robert: This is the equalizer. I don't have to go to college anymore. I don't need to get student loan debt. I can sit here. I can listen to Jay Martin. I can listen to George Gammon, all of our friends. I can listen to the greatest capitalists on earth or you can listen to the greatest communists on earth. It's your choice.
- Jay: And you probably should do both.
- Robert: Yeah.
- Jay: I mean honestly with you.
- Robert: Exactly. It drives me nuts, listening to those creeps. But, anyway, I have a hardest time. We had our whole listen to this communist school teacher. I was white knuckling the whole way through.
- Jay: It's hard, absolutely.
- Kim: Oh, yes. It's hard to hear it.
- Robert: Oh, God.
- Jay: It's an exercise in resilience and patience.
- Kim: Yeah, it is. It is.
- Jay: But it's also important, or else ourselves in our own echo chamber. I mean on either side of that argument there's-
- Robert: Yeah, exactly what you were saying.
- Jay: Yeah. You say, "Think critically, as long as you think critically, like I think critically."

- Robert: So this is the greatest equalizer of all. I was just in Botswana in July doing a deal with Marin Kutusa in Vancouver.
- Jay: Yes.
- Robert: And we're making millions in AOC is wearing her dress that says, "Tax the rich." I'm saying, Good luck AOC." Do you know what I mean? It's my choice. And freedom is about choice. And I think, Jay, your educational platform give people the choice.
- Jay: 100%.
- Kim: So we have to wrap it up, unfortunately. But final words, Jay, what would you like to say to our audience?
- Jay: Yeah. I mean, first of all, thanks for having me on, and that's my grand takeaway from this conversation, is you have to give people the choice and I would encourage everybody who's trying to navigate this right now to have the tolerance, to listen to both sides. And as-
- Robert: Yes.
- Jay: ... soon as you hear something, you don't disagree, don't the rest of the argument. We're so triggered, so easily triggered. And it makes sense, because we're surrounded by media that's incentivized to trigger us, right?
- Kim: Right, correct.
- Jay: To trigger that fight or flight response. And as a consequence, we hear something we don't like, and we turn our back, and we go back to our own confirmation bias. And that's the problem, right? That's the problem.
- Robert: Right.
- Jay: If we're really about freedom and choice, that means we have to allow other people to be free to choose what we disagree with, right?
- Robert: Right.
- Jay: And then-
- Kim: Exactly.
- Jay: ... be tolerant of that.

Kim: Exactly.

Jay: But that's lost on a lot of us right now.

Robert: An educator is-

Kim: Well said.

Robert: ... to define both sides.

Jay: 100%.

Robert: Like I told you, I said about why do I have gold, silver, and Bitcoin? Because I don't trust the Fed, Treasury, and Wall Street, counterparty. And that's education, so, "Oh, that's why he's doing it." And somebody said, "Is it gold or silver or Bitcoin?" My question is, "What was the entry price?" That's a capitalist talking. Do you know what I mean? And then we talked to our friend named Bryce Allen, he says, "Well, I'm first round." What does that mean?

Jay: All right.

Robert: He's the first guy that came to see, because he had the money. And he was first round on Amazon and Bitcoin. He's set for life.

Jay: Yeah. He's doing it right.

Robert: That's a capitalist. Okay, he's not a politician.

Jay: Well, those first round, you don't want to find him, right?

Robert: Well, that's-

Kim: Vancouver.

Robert: But that's why we studied with Frank, we wanted to be first round. That's an entrepreneur. That's Vancouver, British Columbia. You want to be first round, it's Vancouver, British Columbia. You migrate to Toronto, the TSE. You go from the VSE to the TSE. And if you're lucky, you go to NASDAQ.

Jay: If you're lucky.

Robert: Yeah, if you're lucky. It's the game. It's the best game on earth, man.

Jay: I love it.

Robert: Thanks for being here, Jay.

Jay: Thank you.

Kim: Thanks.

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Robert: Because we're talking about something very important here, it's the subject of money, and what is money? Is it gold, silver, or Bitcoin or the US dollar? I don't think it's the US dollar, so that's why I have so much gold, silver, Bitcoin. Now, your friends are probably savers and the biggest losers going, why would you save dollars, when they printed 10 trillion already this year? To me, it's utter stupidity. It's utter stupidity. And you see what the government's doing. And the question is, are they going to print more or less?

Robert: Well, when the baby boomers go bust, they're going to print more. When the stock market comes down, they're going to print more. Because the problem isn't in the stock market, the problems in the credit market, the treasuries. The bond market is the biggest bubble in history. "Oh, I'm going to save dollars," and in Rich Dad Poor Dad, I said, "Savers are losers." "Oh, you're an asshole." "Well, okay. So you should have bought Bitcoin at 10 cents, instead of a dollar." You know what I mean?

Jay: Right.

Robert: But, "No, no, no. I've got a lot in savings," and meanwhile, the Fed and Biden and those crooks out there are printing it. Wall Street's printing it. I'm going, "Why would you be playing that silly game again?" The word is called counterparty.

Jay: Yeah. Which is the importance of tuning in to shows like this, shows Gammon-

Robert: Yeah. Who's on the other side-

Jay: ... whoever.

Robert: ... of the trade.

- Jay: Because saving is, it's got the right intention. You're producing more than you consume and storing the balance, but leaving it in cash is where the risk is, and that comes from a lack of understanding.
- Robert: Well, it comes from pure stupidity.
- Jay: Sure.
- Robert: Savers are losers, how long have it been saying that? 35 years now or 25 years?
- Kim: 25 years.
- Robert: Savers are losers. Oh no. And the Fed announced today, "We're going to print another three trillion dollars." The question is, what comes after trillion? Quadrillion. And you're going to save dollars, when they're going to print quadrillion? Let me give you an example, how much a trillion is. If you spent one dollar every second for 32,000 years, you'd hit a trillion. And they can print it in a minute, and you want to save dollars or yen or Loonie or pesos, why would you do that? Because you're still listening to your mommy and your daddy, and your mommy and daddy are broke, or they on pensions and they're playing golf, hoping their 401k stays a float.
- Jay: Now do you hold any or do you look at any currencies emerging nations, Robert? Are you averse to fiat currencies in general?
- Robert: Yes.
- Jay: Yes. All right. Yeah. Yeah, yeah.
- Robert: Look, I'd rather have toilet paper than fiat currency. It's more useful. But, Jay, I'm pretty hardcore. I've been a gold bugs since 1972.
- Jay: Sure.
- Robert: I was flying behind enemy lines in Vietnam looking for a gold.
- Jay: That's right.
- Robert: And there was a little Vietnamese woman at the gold station and the enemy had overrun this little station, and it was a little Vietnamese, cute as a bug, bright red tea, because they eat betel nuts.
- Jay: That's right.

- Robert: And I'm sitting there and she's showing me what gold is. And I realized, my co-pilot and I were standing there going, were college graduates, and she says, "You know what gold is?" We go, "No, what is gold?" And the reason was, back in 1972, when we're flying in Vietnam, gold was illegal for Americans. And I went, "Why would that be?" And until you asked the question, "Why would they make gold illegal?" So they could print fake money. They could print toilet paper, monopoly money.
- Jay: Now, it seems so unprecedented that that announcement could ever happen, but it did, and it could, do you expect it to occur again?
- Robert: What's that? What announcement?
- Jay: Prohibiting gold ownership.
- Robert: They can try.
- Jay: Yeah, they could try, but they might try, right?
- Sara: But I think to your point, so we've talked about Bitcoin being digital gold-
- Jay: Sure.
- Sara: ... regulations are coming down hard on Bitcoin ownership. So I think, although it may not make gold illegal, I think that they're squeezing a generation that is relying on digital gold for their store of wealth.
- Robert: Yeah.
- Jay: Yeah.
- Robert: But this is the biggest thing about entrepreneurs, entrepreneurs always find a solution. That's what makes them entrepreneurs, and the stupid other people just do as they're told, like take the shot or wear a mask or social distance, or shut down your restaurant. I mean, that's what stupid people do.
- Sara: Yeah. And I think that was a great point during this... Oop, sorry.
- Robert: Let me say one more thing, an entrepreneur will invent their way out.
- Jay: 100%.
- Robert: So Bitcoin is an invention, when I understood it, I went, "Oh my God, they're going after the same enemy, the Treasury, the Fed, and Wall Street. I like those guys." So that's when I bought Bitcoin. Now, again, "Are you still buying..." "No, the price is too high for

me." It's always my entry point, because I'm an entrepreneur, and that's why I invested with Marin Kutusa out of Vancouver, because I like the early around, I like startups. You know what I mean? I am an entrepreneur.

Jay: Well, that's where you find those innovative... I mean-

Robert: Yes.

Jay: ... I'll bet large on human ingenuity, any of day-

Robert: Yes.

Jay: ... right?

Robert: Yes.

Jay: And to the point where like I pour this Kool-Aid at my company and my key leaders at my business all have side hustles. So they're loyal to me-

Robert: So do we.

Jay: ... from an employment stand point, but I tell them like, "You need to have something on the side."

Robert: Yes.

Jay: Which is kind of a threat to my future plans for them, but you got to what you preach.

Robert: Exactly.

Jay: And having your foot in the entrepreneurial world is hyper important.

Robert: That's why I had to ask Alexandra, I said, "Alexandra, I need some help in Texas." S She says, "No, no I got a business going."

Sara: Yeah. She's like, "My business comes first. I can't go this weekend." Because we have the same motto-

Jay: I love that.

Sara: ... they preach what they teach as well. But I want to bring a point real fast about entrepreneurship. You said, "Entrepreneurs will find a way," you have a conference coming up in January. I want to give you a chance to plug it.

Jay: Oh, cool.

Sara: Is that accurate, January?

Jay: 100%.

Sara: Okay.

Jay: Yeah. Yeah. January 16th and 17th, we're back for the Vancouver Resource Investment Conference in Vancouver, Canada.

Robert: That's VRIC?

Jay: VRIC, that's right. Yeah. And what you'll find, if you come to Vancouver in January is about 225 junior resource companies.

Robert: Oh the best, you want startups, that's where you go.

Jay: That's where you go. Yeah.

Robert: That's right.

Jay: Yeah. So they're looking for the commodities that the world needs right now. And if you believe we're moving into some kind of a commodities bull market, this is a great place to look for the ingredients to that bull market. If you want to bet on the renewable energy sector, but Tesla's not your style, it's not my style, but I'll buy the ingredients that Tesla needs, absolutely.

Robert: Like silver and stuff like that.

Jay: Like silver, copper, exactly, all the rare-earth metals.

Robert: But you have to be an entrepreneur at heart. If you're a 401k guy, stay home.

Jay: Yeah. A 100%. And venture investors are, in their own way, entrepreneurs, even if that's their-

Robert: Oh, yeah. Yeah.

Jay: ... full-time game.

Robert: Oh, yeah. No, no.

Jay: It's like they live and die by their trade.

- Robert: I tell you, when Frank sent me up to Vancouver, I thought I'd died and went to heaven. I'm got so sick and tired of saying, "Oh, how's your 401k doing?" I said, "I don't know. I don't want one. I don't know..." "Ah, my 401k is doing good."
- Sara: So can anybody attend the event? How can they register? Do you have details on that? I can-
- Jay: Yeah. Anybody can attend the event, just search for the VRIC, it's cambridgehouse.com, is the website. And yeah, it's a two day event, I'll be joined on stage. I've got a pretty eclectic of guests coming to speak to me, including the former prime minister of Canada, Stephen Harper, the former president of Mexico, Felipe Calderon, were flying him up from Mexico. And then a handful of the macro finance personalities that you hear on this show, you hear on my show, and that's to determine like the macro trends.
- Jay: So I always start my investment thesis by understanding, what's the macro trends, the tailwinds and the headwinds that's occurring? Because I want to invest early stage, but only if there's a tailwind. I don't want to invest into a headwind. So understanding the macro picture first, and then we dive down, we have a bunch more granular junior mining specific guests joining on stage to talk about exactly where they're putting their cash, in the early stage commodities market.
- Robert: And we were talking about earlier is that the junior miners, is where I was at, the exploratory guys. We take the biggest risk, but we have the biggest reward, if we hit.
- Jay: If you hit.
- Robert: If we hit. Now, are they having a harder time finding more gold or is there still plenty of gold out there?
- Jay: Yeah, I think that's inevitable. It's a game that's been going for, I mean, really the business model hasn't really changed in a 100 years. Maybe, drills spin a bit faster than they used to, but in general, it's the same practice. And it's a really curious business model. If you talk to somebody who's never invested in the commodity sector, they're like, "I don't get it. Hold on. This junior expiration company that only promises that they're going to spend every dollar, I give them and not generate any income? That's the business model?" But that's the business model, that's early stage expiration, right?
- Robert: Right.
- Jay: And they need to raise cash to explore for the minerals that the world needs and if-
- Robert: It goes exploratory developmental, after that, if they find something.
- Jay: If they find something, right?

Robert: Yeah.

Jay: And that's why it comes to like, my number one rule is, people over everything every single time. So find those entrepreneurs who have done it before. Two or three times they've found that deposit and taken it to production. And if anybody's listening to this thinking, but the world is changing, we're going to cleaner practices and mining's on the way out. Mining's probably set to change, but how are you listening to this program right now? I guarantee you are relying on probably 200 to 250 minerals that need to be extracted from somewhere, in order to produce the headphones you're listening to via the phone you're working on-

Robert: Well, let me ask this question.

Jay: ... all of it.

Robert: Why do you think they took Afghanistan? That's where the minerals are.

Jay: Yeah. That's often the narrative-

Robert: It's always about the money.

Jay: ... 100%.

Robert: It's always about the money. But the thing is, if you show up for the VRIC, that Jay promotes there, you're going to meet the earlier round frito banditos. And you better be on your toes, man, because they're going to pitch you every deal possible, but that's where I felt the most at home.

Jay: I love that. I love that.

Robert: It's the best of the best. If you think a 401k is dangerous, stay home or an RRSP. You know what I mean?

Jay: Yeah.

Robert: Live dangerously, man. "Oh, I put some money on Tesla." "Oh, good, good. Have a good life." You know what I mean? Live dangerously.

Jay: And it's no different in the early tech space. I mean, I spend-

Robert: Yeah.

- Jay: ... a lot of my time in venture tech as well. I'm heavily invested in the food sector and nutraceuticals and a variety of tech applications. And it's the same thing. We have an idea. We're not sure if it works yet, but we need some seed capital to try, right?
- Robert: Yeah.
- Jay: It's the exact same thing. I love it just as much.
- Robert: Yeah. And I hear so many young people now, "I'm going to do a startup," and all that. You want to learn about startups, go to the VRIC, and just ask questions. You don't have to buy anything, right? You're not selling-
- Jay: 100%.
- Robert: ... but you can learn, these guys are pitching the deal. And it's, like I said, I've met Jeff Bezos when he was first starting out, but he wouldn't talk to me now, do you know what I mean? And there's no sense talking to him, because Amazon is a big corporation. But the reason I liked Vancouver is, I could meet the startup guys. I could meet the young entrepreneurs and talk to them. That was the most exciting time of my life. That was 30 years ago. I just love it. But most people, well, live dangerously, get another 401k or IRA. I mean, anyway, have a good life. Anyway, Jay, thanks. Final words, Sara.
- Sara: Final words. Thank you for joining us in studio and making the trip. Best of luck for your conference in January.
- Robert: What's your thing, Sara.
- Sara: Oh, wealth of knowledge. I mean, I've listened to a lot of Jay's stuff in preparation for your interview, and for this, so I'm just blown away at the age that you are, but you have so much intelligence. So I think it's something that our audience can learn from. That you don't have to be a boomer to know all of this, that if you start education early, financial education early, you can be where Jay's at today.
- Robert: But it's in your spirit and your soul. That's why I love Vancouver. And when I was on your program, all would talk about, "Geez, I miss Vancouver," you know?
- Jay: Yeah. Vancouver misses you. 100%.
- Robert: It was so much fun up there. It was so much... I love Labatt's Blue and all the beer, and the banditos up there.
- Jay: But yeah, you're right. It's that fighter mindset, right?
- Robert: It's the best.

- Jay: That entrepreneurial mindset. It's the most important thing that I can-
- Robert: Hey, if you want to talk to real entrepreneurs, go to VRIC. You don't have to buy anything, but you'll get the attitude, the spirit and the risk.
- Jay: I love it.
- Robert: The risk and how they're going to mitigate the risk. Anyway, thank you, Jay.
- Jay: Thank you.
- Robert: Thanks for coming by the Phoenix office. And thank you, Sara.
- Sara: Thank you.