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EPISODE
122

Michael Veltri

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John Bowen and Michael Veltri
Episode #122

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Best of success,



John Bowen
Co-founder, AES Nation

John Bowen: As entrepreneurs, we all have to be leaders. I don't know about you. I didn't sign up for leadership or management. I signed up to deliver a great service to clients. All of the sudden, the business took off. Tremendous responsibility. Many of us entrepreneurs are kind of accidental reluctancy. This is something we're going to cure today. We're going to share with you a remarkable individual that I met at Mastermind Talks, Jayson Gaignard. Good mutual friend. He recommended strongly that I bring this remarkable entrepreneur on.

What I love about him is not only his passion, but he's always been an entrepreneur since the age of nine, always been an athlete. You're going to see he was in the military service, in the Marines. He ended in Japan and was there for ten years, studying aikido and is a fifth degree black belt. He has a passion for the east. He's bringing that thought process from the east to the west, all the entrepreneurship. He's going to share with us the lessons he's learned on the journey, as a serial entrepreneur, so that you can provide the leadership to inspire your team, to inspire your clients, to make a huge difference. Stay tuned. You don't want to miss this. I'm John Bowen. We're at aesnation.com. All about accelerating your success.

I am so excited to have you here. Thank you for joining us.

Michael Veltri: It's good to be here. Thanks for having me.

John: It's really a pleasure. Technology's amazing that we can just jump together like this, over Skype and have full blown production. We met just really quickly at Jayson's event. It was a phenomenal event at Napa Valley. It was a great place to really get inspire. Jayson told me some of the work that you're doing. One of the things I liked that his promotion was by invitation only. It was actually harder ... He has over 4,000 some applications to get in, to write a check for, I think it was six grand for him. Only 130 or so were actually accepted. It was harder to get into Harvard. Everybody that was there was really vetted. It was a phenomenal crowd. We got to meet. I was so impressed. The journey that you've had and I've gotten to know you a little bit more. I wanted to make sure that our AES Nation, our fellow successful entrepreneurs, could really take some of the leaderships and the thought training that you've had, particularly, I have done a little consulting in Japan. It is a different world. East meeting west. There was a lot that I had to learn along the way. Before we get there, give me a little background, so, everybody knows where you're coming from, Michael.

Michael: Sure. Sure. I grew up in Erie, Pennsylvania. Always been an athlete. Always in love with the martial arts. Always in love with Asia. My passion for the martial arts and being a high achiever in sports, took me into the Marine Corp. From the Marine Corp, that was my entry way into Japan, John. After graduating from college, I stayed in Japan for about a decade. I was working as a consultant there, pretty much just to feed my addiction to the marital arts, setting up non-Japanese companies in Japan. We set up some great companies. Gallo One. Speaking of Napa, we set up Gallo in the mid-nineties and made a ton of money

on a huge wine boom there. I, basically, did that to feed my addiction to the martial arts. Came back to the states and set up a very successful business with the martial arts and have now segued back into this leadership business, where I'm teaching people how to apply the principles of the Japanese martial art of aikido into their business and personal life. Primarily around achieving clarity, decisiveness and ultimately leading to success.

John: Now that's great. That's one of the things that I mentioned earlier on. Some of the entrepreneurs I know, and really myself, too, didn't sign up to have large businesses, have up to 400 employees. You've got to provide a little leadership, if you want to make this, as Steve Jobs says, a den in the universe, we've got to inspire people to action. There are so many lessons. I love the thoughtfulness of the east. It did take me awhile. I was over there just before the internet bubble burst. It was a \$200,000 start up. I was over there consulting, building out, training, giving speeches all over Japan on financial services, the area that I work in. Traveling with foreign translators, it was a time when money wasn't as big an object. We're going to get almost all the money back for investors. It was a great experience given that the bubble did burst while we were building this company.

All this leadership, one of the things that you have been strong in everything in you've done. You've been a top athlete, being in the Marines. I guess we were in the same forces, but there is a difference. Along the way, I remember the Marine pilots had to be in for like 15 months. I had to be in for 3 months before we got to set in anything interesting. There was a whole different way out there. One of the lessons learned, that you shared with me, is that being strong can make you weak. Tell me what that means.

Michael: Yeah. It's interesting, John. One of the best things I did, in establishing my first company was to fire myself from my company. What led to that was, when we talk about when we talk about being strong can make you weak, in teaching and practicing the martial art of aikido, I've seen big strong practitioners muscle their way through a technique, til they run into a bigger person that's stronger than them. Whereas, a smaller person has to learn to execute properly, to use their surroundings, people, systems, environment. Likewise, I was, one of my biggest strengths is my indomitable work ethic. That indomitable work ethic soon became my biggest weakness when in starting a business I had to do the work. I was the best at sales and marketing. I need to hire and fire. I was quickly overwhelmed by a multitude of distractions. Matter of fact, on average, how many times a day do you think we look at these, the cell phones, on average?

John: I'm not sure I want to bring mine in the average.

Michael: On average, 110 times, high users will look at this thing 900 to 1,000 times a day, always being distracted. Sixty percent of us, John, with smart phones are connected to work thirteen and a half hours per day. I'm sure, many in your audience, because I did, wake up in

bed and start emailing and go to bed at night with it. They're constantly connected. It wasn't until age 42 that I took my first vacation. I'd never taken a two week vacation in my life. Forty-four percent of professionals that do go on vacation, will check their work email everyday. One in ten will check it every single hour while on vacation. We're constantly addicted to these distractions, which lead, especially the high performers, to crashing and burning. I realized, right away, my biggest strength, my indomitable work ethic had become a huge distracting weakness. I had to do something about it. It's really tough as high achievers, as business owners, as entrepreneurs, for us to be able to step back and do something about it.

John: This is so interesting. I know none of our listeners or viewers, on video podcast, would ever, they can't relate to this stuff. This is something so often, we work so hard on our business, particularly when we're young, when we can. We just keep diving at it. The idea is, we're willing to trade our health for money, in our youth. As we get old, we need all that money to try to buy back our youth and health. We can't. This is ... I saw in my ... I started changing in the late thirties. It started coming to me. I made a commitment, I do every year, to take six weeks off minimum.

Michael: Fabulous. Fabulous.

John: It used to be, I'd go take three weeks in Africa because you couldn't get contacted. Today's world though ... I did a two week trip down the Grand Canyon. We had satellite phones. Really, in today's world, you pretty much can be connected, if you want to. Turning it off is really hard to do. To recharge, we need to be ... One of the things that I find in myself and I know you do, too, by stepping away from this, that strength, if you're an entrepreneur, a hard charger, you've been making things happen. You're pretty talented in a lot of things. You've got high energy. You tend to overdo. What happens is not only you kill yourself, but you kill the value of your business. Created those processes, those systems, having that great team around you that actually does better. This goes to the second lesson that you talk about is that you always have a choice. What are you stating there?

Michael: Many times, John, we think we don't have a choice. I've got to make not the best decision. In other words, I'm going to use will power grit. Will power grit, all that's important, but it's not going to get you to the breakthrough results that I want, you want, that your listeners want. Realize that we always have a choice. That was drilled home deeply for me, as I shared with you, I'm a two time cancer survivor. I'd never been sick a day in my life, before I was diagnosed with testicular cancer in my early thirties. That's a little embarrassing. The good news is, redundancy, my right testicle was removed. There was no spread. It was very easy. Very simple. Clean diagnosis. No chemotherapy or radiation. Looked like we caught it early and everything was good. Woohoo, I beat it. I've got everything going.

A few months later, as I continued to get check-ups and follow up, you get that bone chilling message. My oncologist simply walked in and gave it to me right between the eyes, which is how you want it. "Hey Michael, the cancer has spread to your lungs. We've got to start chemotherapy." At that point, all the jokes stopped, John. When the cancer's in your lungs, I basically had a couple of months to live. We had to start a very aggressive form of chemotherapy. I'm sure, you, you've shared with me your experience with cancer. I'm sure all of your listeners know somebody in their family, friends, or themselves that have dealt with cancer. With my particular type, I had to do chemotherapy everyday, Monday through Friday, from 8am until 2 pm. That's six hours everyday. I spent that time in the fetal position recovering. The last step in my treatment was surgery to remove the dead tumors in my left lung. I had half of my left lung removed.

I'm happy to say, after a few years of recovery, with one and a half lungs, I ran my first marathon. Of course, I had to do the Marine Corp marathon, John. I ran the marathon on one and a half lungs. Many times, we might think we don't have a choice. You absolutely have a choice. Facing cancer. Yeah, your choice is to live.

Another time that brought home that there's always a way to do things was when I was in the Marine Corp. I remember, John, the first time I held a live hand grenade. I forgot what to do. I couldn't remember if it was thumb, clip, pull pin or pull pin, thumb, clip. I'm holding a live hand grenade. Somehow, I managed to rip the pin out. It's go time. I've got three options. I can make a great decision and throw it. I can make a decision, be over-run by drill instructors screaming at me. My ego can get in the way. I want to look good in front of my Marine buddies. Maybe drop it and killing myself, whatever. The third option is maybe the scariest right, that you neither throw it, nor drop it, but you choose to do nothing and you hold that grenade for the rest of your life.

I realized that business decisions, decisions in business and life are the exact same thing as that hand grenade. You can either choose to hold it, drop it or throw it. Many times, we don't realize that. Don't realize that we have a choice. There's certain things we can do to always see the empowering choice. Sometimes, we're blocked. Our fear, our ego get in the way. Our obsessiveness with either winning or succeeding get in the way of showing us that we do have a choice to choose the empowering one. My battle with cancer has really brought that home for me.

John: Very happy to hear that you won the battle. To run the marathon on one and half lungs, I don't know anybody else has done that.

Michael: I did end up throwing the hand grenade. I got rid of it. Nobody got hurt. Let me tell you what...

John: I was going to come back to that. I was assuming you did let it go, here.

Michael: I don't know how many folks, your listeners, have thrown live hand grenades. I don't recommend it, but it is a blast. No pun intended.

John: They didn't let us do that as pilots. We got to drop other things. We didn't get to hold on to them here. The part that ... This is so important. We have to make a decision. It's so easy. This really ties into the first lesson about being strong. One of the ... As entrepreneurs, we have to have strong egos. We can't be egocentric. It's so easy to be charging and thinking you're the smartest one in the room, always making the decisions. Then, all of the sudden, you're not. Your health isn't there, your energy, the whole thing. We stop. One of the things I've found really making ... You gave it. You can go ahead and make the decision to do the right thing. Throw the damn thing pretty far away and duck and cover. Or, bad decision is to just toss it down, let it go. The no decision, hanging on to it.

Michael: We do it all the time, John. Sometimes, I know as entrepreneurs, we think, "Oh, I'm good at making decisions." Maybe not the best decision. Sometimes, it's maybe a personal thing. You just want to put that off, put that off. Those windows of opportunities open, as you know. Now days, they close quicker. If we can't ... If we don't have the clarity to make that right decision at the right time, man, we are just...

John: What I like, I use the term, and we're all familiar with ready, aim, fire. I'm a big believer in non-critical. I'm going to call grenade throwing critical. Non-critical business decisions, they should be ready, fire. Then, get the market feedback and aim. In today's world it's so easy to pilot so many things and just take action. My experience has been that those individuals, with their team, that's a big distinction, massive, deliberate action, in a focused direction, they have huge success. They may not have it immediately, but they have it.

Michael: Yeah. It's that relevant action. How many times we know what we need to do. The action that we get into doesn't support our goal. We're researching something online, instead of something like you said, firing. Get into that relevant action and then tailor it from there, too.

John: Well, let's go to lesson three.

Michael: Sure.

John: True victory by harmony. This is sounding a little easy. I live in Silicone Valley. I'm in California. You're on the east coast. You're sounding fuzzy. We both grew up in the northeast. I, actually, went to school in upstate New York, in Buffalo. We were pretty close to each other there. Similar backgrounds. That harmony stuff, as entrepreneurs, we want to win pretty much

at all costs. Silicone Valley, they eat ... I could use all kinds of terms here. It's not nice if you're venture funded.

Michael: Sure. How I like to explain, John, is true victory is achieved by harmony. In aikido, we're taught to not only protect ourselves, if someone is attacking me. We're also taught to protect our opponent. That is a very counter cultural, very non-intuitive way of looking at things. How does that translate into the business world? Well, you and I both know the business world is littered to win at all costs, from Worldcom, to Enron, to Bernie, like that. What I'm talking about here is that single minded focus on win, win, win, where you miss the broader picture. What aikido teaches is to expand your view, to where you can actually see what your opponent is seeing. It's a lesson that business people try to learn, unsuccessfully, for a lifetime. If you can see through your opponent's eyes, John, your competition's eyes, then, you can clearly see. You can be ten steps ahead of them. You don't let your ego, your single-minded ego of win, win, win or another way of saying that is the fear of losing, your fear ego getting in the way of ultimately succeeding.

So, yes, I'm not saying that we become passive and let somebody take advantage of us or that we don't compete. Heck, as a Marine, as a marathon runner with one and a half lungs, there's no way I could get through that. I had to achieve it through harmony. I'm just challenging listeners to see it from a different route. That we get so single-minded focused on this, we miss the bigger picture in front of us. If you can see through your competitor's eyes, if you can see through your VC's eyes, imagine all the freedom you have to move at your pace, to achieve your goals and be successful beyond your dreams.

John: I really like this. It reminds me of some advice Stephen Covey did in the Seven Habits of Highly Effective People. I forgot what number it was, but, seek to understand first. Then, be understood. I think of another book. I think it's called Give and Take or Giver and Taker, Adam Grant. Fairly new book. Many of us are so driven to win at all costs, we don't want to consider the other people, whether it's competitors, whether we have a vendor relationship and someone's buying our services, whether it's a strategic partnership. There's so many interactions that we all have in relationships. Relationships, we get all caught up in videos and podcasts and emails and all these other things. Really, it's relationship.

Business, if you look, we've got the principle, 80/20, for most business, it's like 5% drives 90% of the profitability. This win at all costs, if we're in this ... Mike, I'm a big believer in human longevity, what's going on in today's world. That we're going to be living longer. Take great care of ourselves, technology and so on. Your competitors, they're going to be around. They're going to remember these lessons. If we start taking this, in my mind, the twenty five. I think you shared with me you're 46. I'm 59. I've got 25 years, in my mind, I'm going to continue doing business. When you start looking at it like that, winning at all costs is not a very good thing, with a twenty-five year journey that we're all on together.

Michael: Right. Right. I agree 100%, John. Absolutely.

John: I look at this, as we're thinking through this process, what I've found ... How do we... Let me dive a little deeper into this one, too, Michael. What happens, I've been there, your back's up against the wall, you've ... I remember 2008/2009, one of my main businesses, I've had a few business, but as coaching top financial advisors, they're low financial downturn in 2008/2009, one of the companies kind of forgot to pay me. Owed a little seven figure number. I don't even want to remember the exact number. One client no longer exists type thing. It's really ... You get in these survival modes. Fortunately, I've done well in other businesses, so I have capital. That wasn't the issue. If I'd been a new business, quite honestly, I probably would have failed, or not well, funded. There were so many that did. What do you do when your back's up against the wall? We've all been there. Some of us are going to be there. Nobody gets out of life unscarred. You shared some of your scars. Everybody goes through life scarred. We are going to be up against the wall with clients, with friends, with family, all kinds. How do we deal with that?

Michael: Sure. The first step, John, is what I call living from healthy priorities. Now, your back's up against the wall for a reason. I know mine was up against the wall for a reason, too. If I ask you, or any of the entrepreneurs out there now, where they're prioritizing, for example, I wasn't married at the time, but your spouse, or your family, or your business, or your friends, or yourself. I know when my back has been up against the wall, my priorities have been out of alignment. For me, and like for most of your audience, my business was always number one. Then, it was typically family, friends, football, Sports Center. Michael was way down on the list. To prevent, even getting your back against the wall, John, I'm telling you, we've got to live our lives from healthy priorities. That's putting ourselves, responsibly, first. Taking care of ourselves. I know I suffered wildly, because I put my business before me. Many people will say, "Oh, my kids come before anything."

Well, I challenge you. If we're taking responsible self-care, putting ourselves first, from there you'll have more time to spend more time on the business, with your family, things like that. For me, when a back is against the wall, the first thing we have to look at is prioritizing properly. In my opinion, that's self. If you're married, next one is your spouse. You and I both know, if the missus or mister, or whoever is out of alignment and you're trying to pitch to raise funds or get the client and you spent all night fighting, if that's not a harmonious relationship, it's not going to work. Self, spouse, vocation, family. If we live from that healthy priority, then, we're not getting our back up against the wall. When the back does come up against the wall, from that healthy priority, then, we're able to handle it in a much better way. I can go into more details. I want to make sure I don't take up too much time.

John: This is really good. I think ... The analogy I was thinking of taking care of self is you're in a plane, you're a passenger on a plane and you have a young child with you. They tell you

not to put the oxygen mask on the child. You put it on yourself, because you're better if you're. I see this over and over again. I'm going to go just a little deeper here. It's not only your health. It's also your finances. Not only in your business, but your personal. You owe it to ... I'll tell you, I've gotten out of alignment. I've got a great wife who, we're just about ready to celebrate 35 years of being married and so on. There were a couple of times where I'm not sure she was sure she made the right decision along the way. It was when I had gotten out of alignment. Many times, she was one of the guiding, really, posted to put me back in alignment. This is where you look to the great support people around when you're getting out of whack, to trust their judgement a bit, too.

Michael: Yeah. That is ... I do want to add one thing on to that, John. When we talk about responsible self-care. There's tons of it. There's financial. There's physical, so on and so forth. One thing I'd like to bring to your audience is what I call the environmental well-being. If you don't like ... It looks like you have a beautiful office here. Right. If you're not in a beautiful office that sources you your creativity, you got to change. If you don't have the right people around you, you've got to do something about it. I also want to introduce a concept of what's called the third place.

We spend most of our time at home or at work. Then, there's the third place where we spend the rest part of our life. Some people don't have a third place. For other people, it's the gym or the martial arts hall or church activity or volunteering. I would challenge your audience, too. Another way to get your back from the wall, that third place is what charges you, recharges you. It allows you to learn a new skill, meet to friends, and develop your support structures to get. When your back is against the wall, you can tap into, for example, which masterminds community. That was a third place to develop, too. I would say developing your third place, or even knowing that you can create a third place, is a huge benefit for anybody, no matter where they are in their entrepreneurial life.

John: I want to echo what you just said, Michael. I've had some of the plushiest offices in the world, the high-rise. I hated it. It wasn't because of the furnishings weren't nice and all that stuff. It was the environment, politically, mentally, spiritually, the whole thing. It's so important for us, if you really think about, we're on this long journey, and almost everybody that listening or watching this podcast, you know, 25 years and we're going to be going out and making our dent in the universe. We're going to be making a difference. If we're going to do that, create the environment. I haven't heard that before, the third place. I think that's a really important one to have.

Michael: For all your listeners, John, that are saying, "Wait a minute. My third place, I sleep and work and live at the office." You got to do something about that right away.

John: They can't have one, two and three be all the same place.

Michael: I've been there. We've all been there before. Don't fall into that.

John: Don't do that. Let's go to the next segment.

Michael: Sure.

John: Michael, you are well read. You're out there. What would you recommend for your fellow entrepreneurs?

Michael: I really like Simon Sinek's Start with Why. His book, Start with Why. Start with Why asks you the question why you're doing what you're doing. I think many times, we get caught up in what I call the success trap, John. That's what I learned early on, when I became successfully miserable. I lost my why. My why became unclear. His book really allows you to get a little more clarity on your why, whether that's in your business, in your personal relationships or both. I think it's a great book for everyone to consider, no matter where they are in their entrepreneurial life or in personal and professional life.

John: It clearly, what we all need to have, I always think from a business perspective, if we can match our passions, that why, with a group that we want to be heroes to. Then, I'd say the third circle is monetization. We've got to have a business model that's stable for all them. Life is so good. It allows to build a business to support the quality of life that we want. You're a great example of that, Michael. Let me go to the next segment.

This is the application of the day.

Michael: Sure.

John: I know you travel a bit. I saw you're from the east coast. You're on the west coast with me. I travel, too. We've got smart phones. What would be the app that you would recommend?

Michael: Sure. I'm going to get to that, John, but, as I told you, I'm going to challenge your listeners, too, to put these bad boys away, as I show all those statistics I shared with you earlier. Practice putting it away and being a little more present. The app I do use, with much success, is the iCloud. I wirelessly synchronize everything without having to do anything with my email, my contacts, my calendar, my notes, or like another note app, across any and every device, without having to lift a finger. To me, that's been, even if I lose the phone or my laptop, I can go to any web-based computer, have instant access to everything. If pushed for an app, I really love the iCloud. I'd also challenge your listeners to take a break from that smart phone every now and then.

John: I totally agree. It's not easy for all of us, as entrepreneurs. I'm going to echo, again, the Cloud. If you're not, you should be moving everything to the Cloud, no matter what size business you are. I don't care if you're doing a million dollars of revenue, you're a billion dollars of revenue, getting that off ... The cost structure of it, the redundancy. Then, you get guys like me, I've dropped an iPad and a Microsoft Service Pro 3. Actually, they've got a great service agreement. They ship it to you the next day. It's a non-event. Everything's in the Cloud. Probably with a high-speed internet connection, in 20 minutes it's rebuilt itself. It's unbelievable.

Let's go to the next section, which is resources. Michael, tell us a little bit about your website. Let me pull that up here. I've got it up on the screen. If you're watching, obviously, on video podcast, you have it or on YouTube or wherever you are. If not, you always can come back to our aesnation.com to get the show link for everything Michael and I talk about. Michael, tell us a little bit about your website, what's there and how you can help them be more successful.

Michael: Sure, John. On my website, I offer several things. Obviously, I enjoy speaking to audiences. I have a dynamic keynote, where I talk about specifics of what we discussed today. How to apply elegant aikido principles into your business and personal life. Also on the website is my blog, where I'm blogging about these principles and this concept of what we call mushin, which mushin, in Japanese means no mind. That's that freedom from ego and fear to actually be able to have that clarity, John, to make the right decision at the right time, in this hyper-connected, fast-paced society, when the outcome is unclear and the pace is fast. I've blogged about that. People can sign up for my blog. I have a book coming out. Since I'm going the traditional publishing route, we're hoping for spring or 2016. They can download a sample chapter. Read more about the book I have coming out on these principles. I also offer some really unique corporate workshops. People can find out more about that on the website, too, whether it's on-site. I have a real high-end trip to Japan. I'll be taking a group of high achievers to Japan in August, as a matter of fact. You know, we have room. You can practice your ... Let me know how your karaoke pipes are from those days in Japan. On the website, they can find out that information and a lot more about my services and the products that I offer.

John: That's great, Michael. I want to do the last segment here. Key takeaways. Michael, I've got a whole bunch of notes. I knew it was going to be a great interview. It really has been. This is why I encourage everyone. Out of each of these interviews, I feel so privileged to have the opportunity to talk with talented fellow entrepreneurs, like yourself, Michael, who are really out there making a difference. These insights are great. It's all about us taking action. I want to go over each of the three. Being strong can make you weak. We gave a whole bunch of examples. This is a hard charging, type A, we get all kinds of type of behaviors that we have, as entrepreneurs. Corely, do you need to have a strong ego and all that. Make sure that your strengths aren't making your weak. If we're going to scale up our businesses, and that's really

what we're talking about here, is, we've got to have a great team around us. We've got to be able to delegate. You have to be that leader to inspire and not get caught up in some of your strengths.

Second, you always have a choice. Michael gave some great examples of this. This is, not making a choice is a choice. We, if we're going to provide the leadership, we have to be deliberate, we have to be successful on purpose. This is not leaving anything to chance. We're not going to always make the right decisions. Make those incremental. I love the ready, fire, aim. Be thoughtful. Get the resources you have, the people you have. Make the best decision at the time. Let the marketplace tell you. Do some fine tuning. Then, go with it type. Pilot, pilot, pilot.

Then, true victory by harmony. It sounds fuzzy. It is not. The win at all costs, I'm in the financial service industry all my life. I've seen so many people blow up in that industry. Matter of fact, I was just reading an article in the Wall Street Journal, today, the number of suicides in financial services, one of the highest paid, these young, mostly males, really probably great college athletes, driven people. They lose perspective of all this. I'm going to encourage everyone to do, Michael, as you've done, let's make sure you download the transcription, take the show notes, look at all the links, put these into action. Your clients, your future clients, your shareholders, your partners, your teammates, your family and your significant other, they're all counting on you. Don't let them down. We wish you the best of success.

A Second Opinion on Your Finances

A Complimentary Service from Financial Advisor Select for the Members of AES Nation

Dear Fellow Entrepreneur,

Like many members of AESNation, I'm a serial entrepreneur. In addition to co-founding AESNation, I'm the founder and CEO of Financial Advisor Select, a firm dedicated to helping successful people make informed financial decisions by introducing them to top financial advisors.

If you're like many successful entrepreneurs, you and your family already have a relationship with a financial advisor. You may even work with several financial advisors. If you are completely satisfied with these relationships and confident that your finances are on track toward helping you achieve all that is most important to you, we congratulate you.

However, you may not be entirely satisfied. You may be wondering if there's a financial advisor who is better-suited to address your family's very specific financial challenges. If so, you are not alone. In today's uncertain economic climate, many successful entrepreneurs are wondering if they have the right financial advisor.

To help you find out if you are currently being served well, Financial Advisor Select is offering a complimentary second-opinion service to all qualified members of AES Nation. Simply [contact us](#) to schedule an exploratory call with one of our personal financial concierges. We will introduce you to a financial advisor who we believe has the ability to address your particular needs. The financial advisor will then meet with you and provide you with a second opinion on your finances. There is absolutely no cost or obligation to you.

[Find out more about how Financial Advisor Select can help you and your family.](#)

Why do we offer this service? Because at Financial Advisor Select, we have just one purpose: to help successful individuals and families achieve financial peace of mind by connecting them to top financial advisors in their communities. We look forward to assisting you.

Best of success,



John Bowen
Founder and CEO
Financial Advisor Select