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Real Estate Investing Podcast

Operating At Peak Performance Levels with Patrick Precourt

Hosted by: Joe McCall

Featuring Special Guest: Patrick Precourt

Joe McCall: Hey everybody, this is Joe McCall. Welcome to the Real Estate Investing Mastery podcast. Today's a special edition of the podcast. I'm actually interviewing a good friend of mine, Patrick Precourt live, and we're broadcasting this on Facebook, which is, I've never. Well I have done it but not for the Real Estate Investing Mastery show. And uh, so we're going to be broadcasting this live on Facebook. If you're watching this on Facebook and if you got any questions for Patrick, type them in, into the Facebook comments or you can actually join us in Zoom if you are watching this live. I gave you the link, but a welcome to the show, Patrick. This is a, this is a fun honor to have you on, known you for a long time. Uh, you helped lead one of the best Masterminds. Well, probably the best real estate investing masterminds in the country, collective genius.

Joe McCall: And, um, so we've been friends for a while. I remember watching you and following you way back before you are part of this mastermind. I've been impressed with who you are as a person, your integrity, how serious you take ethics, seriously running this business in, which is one of the big reasons why you were asked to lead this mastermind with Jason Level, collective genius and um, but you've been doing a lot of stuff in the background, a lot of stuff that people don't know about and I wanted to get you on the show to introduce you to people.

Joe McCall: So how you doing Patrick?

Patrick P.: I'm doing awesome and thank you for that! I'm excited to be here and you know, um, although our, our, you know, our background starts way back and real estate space and a lot of what I do is still in the real estate space. I think we're going to take us down a different path and compensate if that's cool with you.



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Joe McCall: Totally cool. And I, and, and I wanted to do that because what you're talking about really can relate to anybody in business. And, uh, everybody who is listening to the Real Estate Investing Mastery show, you're going to be really able to relate to what Patrick's going to be talking about because if you're not right in the insight, if you're messed up in your brain, you're not going to be able to operate at a high level. And that's what Patrick is really, really good at, is helping specifically entrepreneurs and small business owner's kind of bust through those walls that you, maybe you've got, you know that you can't, you don't even know exist right there. They're just there in front of you. And I'm so cool. Let's do this. Patrick, why don't you go back? Uh, I don't know. 10, 20, 30 years. You look like a young guy ...when you were a little kid. What, what were you doing, you know, before you started getting into real estate stuff?

Patrick P.: Oh Wow. Um, well it's been a big part of my life playing rugby. Seventeen years of rugby. I got to play internationally for a while, which was really cool. That took my attention during college. So, I went to college ready to graduate, kind of dropped out when they didn't want to have me there any there any longer, framed/built houses through college that got me into a family home instruction business, came out of there to a family home inspection business. I was exposed to this wonderful world of real estate investment and I was doing a lot of inspections for investors. So, this goes back to the late nineties, right? This goes back a way now. Um, and then, uh, and finding our very first deal we ever did, Joe, was lease option. I kid you not and it turned into - didn't know time - into a sandwich lease option that we ended up selling the whole contract, made me my first \$5,000 and literally very little knowledge and whole ton of luck. And zero money because I had none. And that's why I was doing lease options, you know.

Patrick P.: That inadvertently got us into the short sale space. We're closing on our first by fixed rehab property and the lady we're buying a house from 1999 didn't have enough money at closing table...

Joe McCall: This was '99?

Patrick P.: This was '99 and it was off, it was an older lady and it was off by say \$5000 or something. I don't remember the exact number, but this is what a different world back then: from the closing table, the attorneys called the bank got a verbal acceptance on a short sale to take a little less. The deal was closed, paper resolved afterwards. It was a short sale done in minutes. I kid you not, but this is before there was such a thing as a short sale department and packages and any type of government regulation which came into 2007, 2008, 2009, era of all this stuff, right.



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- Patrick P.: But that got us hot and heavy into the short sales space. Let you know by the time we got through the bulk of our short sales 2011, we've done over a thousand short sells. A combination of... probably about 600 to 700 of those are short sales and the rest were some type of negotiation with the bank, something called loan rates and things like that. Right.
- Joe McCall: Were you doing this all across the country or were you doing this mainly in the Connecticut area?
- Patrick P.: No, that was countrywide and it started out locally. Then it just spread out from there. We got into the educational side of short sales again way before it was thing. So, 2002, 2003, at the little event center going on in Florida teaching short sales, which is super cool. And then it really, you know, as, as things change and our debt burdens got so high and you know, in 2006, 2007 space, you know. Short sales became a real thing because so many people were upside down and then a wave continued when people figured out they could strategically walk away from a house and use it as a debt reduction process, a strategic short sale and extra things really just started snowballing in this space. And the government got involved and really regulated, and banks get a little more.... That's, that's when everything came down to, you know, an unwinding of what had been wound up in property, if you will. In that time, I got involved with another educational company where we provided all the fulfillment for it and stayed with them up through 2013 where I said my time was better spent not educating in real estate, but I'm working in the personal development side and in self-improvement, what I call peak performance mastery - mastery being a word where it means there is no end, it's a constant process to improve.
- Joe McCall: And this is really important for your... for the evolution of what you, where you are and why you're doing what you are now. Right? Because talk about this, and you may be already planning on it. So, I'm just interrupting you. I'm sorry, but like, you were coaching thousands and thousands of people and, and you saw very minimal results and this bothered you, right?
- Patrick P.: Yeah. So, I mean I'll just give you numbers. We had almost 80 people in a coaching staff administering over 300 coaching sessions a week. And my job was to make sure that their fulfillment was handled properly. Students got what they needed and it did not take long job because I attract very much, very closely get a pulse on how people, how students did. And it quickly became clear to me that the system didn't work well. It worked, didn't work well. So then to put tangible numbers to it. To me in any form of education, if you could monetize any



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investment in education, real estate or otherwise get the education out of it and in a whole and 100 percent earn back what you invested in 12 months' time, I see that as a success.

Patrick P.: I know others may see that, oh, that's not success. I want to do it in a week. So, we got to be real here. And sometimes you know, especially if it's something that's very new to you... anyways, with that as the bar, (and I'm probably going to reveal some trader numbers right now) but you know, the industry numbers are such that, success rate, particularly in a real estate investment, but other educational industries as well which are very similar, um, are less than 10 percent.

Joe McCall: Yeah, I'm surprised to see it even would even be that high.

Patrick P.: Right? Well, it's at like five, six, seven percent, somewhere in that space. So, then the question becomes, is it the education, is it the delivery, the fulfillment or is there another element and another piece to it, right? And that's where I started spending a lot of time and it quickly became evident to me that no matter how much I gave on how to do and what to do if there wasn't the proper why, and then our driver and the person next to and behind it, it was not going to happen.

Patrick P.: So more here didn't mean better results over here as much as we tried in that space. And um, yeah, so I came to an impasse internally whereas you know, we've got to focus a little more on a personal development side, and that the course of the current company was not to include that. And that's where I decided to make my devout: no wrong, no right, just different chosen path. Alright. So that brings us kind of where we are, and I can put this in a really, really short little metaphor, you know. Take a coffee cup like this, right, and this is you. This is how you show up every single day, right, and a complete cup intact cup when no cracks in it and you're showing up 100 percent exactly the way you got to show up in order to get the results you have to get. Discipline, focus, committed, grateful, however you wanted to find, right?

Patrick P.: Well, when there's a breach in that, in how you show up and how you have to be showing up, no matter what you put inside of it, Joe, will leak back out. And in the coaching program, we kept putting more inside without closing the gap between who we have to be each day and how we're showing up each day. And no matter how much you put inside, isn't gonna make a difference. But once that gap is closed, right, and you know clearly who you got to be. You're absolutely aware of it every single day and you've broken some past paradigms and past patterns, right? Then each day you show up and you're in the zone. The trigger that used to set



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you down a different path had been wiped out, we're done with... new software in place, right? You could put one drop of caffeine in there and you'll get 100 percent back from that caffeine because none of its leaking out anymore. And that's kind of where we decided to go with all this, right? How do we identify and close the gap?

Joe McCall: I was just having, breakfast (if that's what it's called), with this guy this morning. And we were talking about the Amygdala. Do you know when something happens in your Amygdala, it takes a sec? Well, first goes to your Amygdala. It takes a whole second to get to your brain. And that's why that explains why we do so many things instantly without really knowing what we're doing before we rationalize why we're doing it. And this friend of mine was talking about this book, "Rewire Your Anxious Brain". Have you heard of this book?

Patrick P.: Uh hmm.

Joe McCall: Is it a good book?

Patrick P.: Yeah, it is.

Joe McCall: Okay, because I am going to buy it. "How To Rewire Your Anxious Brain and Use the Neuroscience of Fear to End Anxiety, Panic and Worry". I don't think I'm a big anxious guy who panics and worries all the time, but everybody has that a little bit in them, so you're absolutely right. And I like that analogy of the cup because if it's broken and it's leaking out, you could give them all the best technology and tools and systems and the technical know-how, but it does not matter and that's why the success rates in most coaching programs and educational programs in real estate, but also everything when it comes to making business, making money, people really, really struggle. It's frustrating, isn't it?

Patrick P.: We have a false belief that we need more -more knowledge, more money, more experience, have to be a better human being. All this stuff, we need more. No. All we do is keep putting more content in the cup when the context has got such a crack and it was not going to make a difference. Right? But we get stuck in, working harder, longer and we got this weird entrepreneurial thing that fantasizes about how great the grind is almost put that up on a pedestal. That we should be grinding or something in the ground every day. No, that's not the goal, right? The goal is to leave a truly a passionate, desirable life, right? - which a grind does not replicate.



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- Patrick P.: That's what I find, when somebody goes, "oh, this is my office for the day," and they're staying at a beach with a laptop. I'm like, well, that sucks. For one, you can't see your screen if you're on the beach; and number two, if you're gonna be on the beach, enjoy the damn beach, right?
- Joe McCall: Why are you working at the beach?
- Patrick P.: Put that shit together. It just doesn't go that way. You know?
- Joe McCall: That's good, I'm guilty of doing that.
- Patrick P.: If you feel to take this one step further here, and I just had this conversation with somebody right before we got on the phone. I started off by saying you use in kind of a description of how we, how we play rugby. I played rugby for 17 years in the last six that were international. So, is that a very high level? Right? We had this coach Patrick Van Ryan who was South African. Really straight up. Solid. Cool Dude. Right? But he made it crystal clear when it came out of the pitch. He said, listen gentlemen, here's was deal. This is what these are starting team and in rugby there's no substitution. Give a first side, the second side of the third side, right? That's how the teams are. There's no, you know, I come in for you and you'll come back in for me.
- Joe McCall: Really? I did not know that.
- Patrick P.: No, you start the game. You win the game. Okay? And in the international level, right? It's very, very cutthroat. There's one objective, one outcome: at any cost to win. Period. There's no feelings, there's no politics. It's just to win the game. That's it. And he makes it crystal clear. He goes: here's the thing, Joe, your position on the field as first side is protecting. That guy over there? He can't take it from you. It's not his to take.
- Patrick P.: However, if you provide an opening in your game, if you create a void, one little crack, I'm going to move him up there so fast you won't even know what happened. Don't take a break. So, what that did and that never left my memory, dude, because that tour, I quickly like put that in a place of this whole world, you know. Nobody can take anything from us unless we give them the opportunity. So, it's no longer competing with this. It's making this the best we can all the time and not letting up, right? And then not ever blaming him or her or it, the president, economy. Bullshit. Doesn't matter. One rule. Win the game. There's only one way you can lose your spot. Not own it anymore. Create the vacuum and it will get filled, right?



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Joe McCall: That's good. Alright, so let's, let's talk about that guy because I used to be that guy. Sometimes, I still am. I used to be that guy that buys course after course, after course, that's thousands of dollars on coaching and workshops and boot camps and has a big fat zero at the end of the day to show for it. For me personally, it wasn't until my back was against the wall and I knew if I didn't start implementing this stuff and actually taking a huge bold step of action, then I was going to fail miserably and I had no other choice. My back was against the wall, right? How do you tell somebody like who's back maybe isn't against the wall yet? How could I have back in 2007 when I was in the middle of all this? What could I have done to my brain or how can I flip that switch to say, you know what, I'm going to show up 100 percent and I'm going to actually do this now. Not wait until my backs against the wall. Does that make sense? Is that a good question?

Patrick P.: So, you're suggesting that you're not showing up 100 percent every day?

Joe McCall: I wasn't.

Patrick P.: Perfect, right? So, we'll do this in a really short, short process, right? So, you decide in your mind, paint a very clear picture of what it's like for Joe to show up 100 percent each day. And really more importantly, what you get as an end result of that. In your job, you spend the next 360 days, 365 days if you'd like, showing up 100 percent every day. Consistency is number one here, right? This up, down, up, down, start, stop, start, stop beating the crap out of us. So, consistency is number one in your job. If you do that, what is the outcome you can achieve? And we get crystal clear on that. And all areas there were like, no, just make it monetary or materialistically. But how does it affect your relationship with your wife, your kids, your friend? How about a friend you haven't seen since high school because you're always too busy? You can't break away and go spend time with them.

Patrick P.: How about that trip you passed up on? Cause it did require some spontaneity but you were not prepared for spontaneity in the moment? All of those, and what does it look like, right? You start with that. Now, you go to part two. Who Do you have to be each day to achieve that outcome? And we all know our game and we all know the kind of weak links in our game, right? You may say, well, Pat, I got to be more disciplined. Number one, I got to discipline and I know that I know the real definition discipline is doing what you have to do when you have to do it, even though you don't want to. That's my problem, man. When I want, I want, I'm on, I do it when I'm not on, I don't do it. I need this one.



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- Patrick P.: Number two, I need focus. I'm freaking all over the place, and it's killing me. We all know that, you know, I'm trying to chase too many rabbits. You get none, right? Boom. So, I need to focus. I need discipline. Number three, men, I got to be a little more grateful because some days I just wake up angry. I'm just mad.
- Joe McCall: That's a real good one.
- Patrick P.: I know I don't have it. I'm just using examples, right? I know I don't have any reason to be mad. I got a lot of good stuff going on, but I don't know. I don't focus on being grateful. Good. So now you have a description of who you got to show up with each and every day, right? We can have a little ritual we can go through in the morning and even put a point system to this, right?
- Speaker 2: Now, part two, how have I been showing up? So, this is how you each day, right? The end of the day, truth in absolute nothing but the truth because anything shy of the truth can't bring change. And you know, we're just speaking open and honestly... I'll be, I'll be honest, one of the challenges I see with a lot of people who can't get to the truth, we can't be humble enough. We can't be vulnerable enough. Um, we feel that people will judge us, whatever. But we operate from a place of non-truth. And until we get to the truth, nothing can change. That's just how the rule, the world rule, right? So, the end of the day we describe how we showed up. Well, you know what, today I kinda had that little attitude all day because, oh yeah, I didn't start with gratefulness this morning and, and quite honestly it wreck my whole day and I was kind of a dick to some of the people I should have been nicer to it and not operate out of a place level or however it is that you described how you have to be in order to be the person that you've got to be to get the results that you've got to get, right.
- Speaker 2: And you start the process. The key here, right, is creating consciousness around this. So, I'm sure you've heard the steps of learning, right? Like when I taught my daughter how to drive a car. Before she hopped in a car for the first time, she was unconscious and incompetent, right? She had no idea how much you suck. And as soon as she got in and tried to be consciously incompetent, she was aware of how much she sucked. But through the process of repeat, repeat, repeat, consistency, repeat, repeat, repeat. She became consciously competent. Continue, repeat, repeat, repeat, repeat. And in time, you become unconsciously competent in this skill set. Like you don't think about how to drive a car, neither do I, it just happens. Well, we have to enter each morning the exact same way, Joe, right? And in order to get there, it requires us to repeat the exercise again and again and again to get there because we have to realize that



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the space between how we show up each day and how we need to show up, that's the crap that's the gap in the coffee cup. Then no matter how much content put in comes right back out. And it's exhausting.

Joe McCall: That's really good. I think we get into podcasts right there.

Patrick P.: (Laughs)

Joe McCall: I think we get into podcasts because that's really kind of what it's all about. You know, it's not, it's not any more complicated than that, isn't it?

Patrick P.: You know what, the part that people struggle with. Number one is getting real, which is just getting to the truth. Enough with the self lies. No one lies more than we do to ourselves. That's the truth. Everybody does it, right? Some of them become so habitual that we buy our own lives. Naturally it becomes destructive, and we do that. So, number two, we've gotta get real with our emotions. Our emotions drive our thinking. Emotions thinking decisions, actions, results. Emotions are nothing more than a snapshot of the past. Emotions don't come out of the future. They come out of the past experiences, people, things, events that left an impact on us. They left an emotion on us and then when new things happen, we call them triggers. It's an emotion. Determinants are thinking, decision, action, result. Until we break that circle, we can't get new results. We can't be something different. So, we have to be aware of this ugly loop, right?

Patrick P.: It's this idea, and this is what happens is because we're only programmed from the past, it's all we know as our entire needs. And so, Joe, what are your means? You described everything that's happened to you and they have leading up until this moment. Well, if everything you have, it's only gotten this far, how could you ever expect to get any further? That's the analytical brain getting in the way of our crap and it does all the time and we have to slap that brain down and go back to almost a good child burns and know that it doesn't.

Patrick P.: We don't need the means to describe a new end, but we do have to do the doing. You're talking about, you know, Pat, how back in the day, like how you show up every day, do something you haven't done before? But part of it is operating, not fearless. That's a, that's a guru bullshit word and world acting in courage, right? Yeah. A lot of things scare us. Fear of the unknown is more than one that inhibits adults the most. Not knowing what will happen next and all the triggering fears off of that. Sometimes you get, say screw and step into that space in courage, right? When



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we give ourselves to fuel, describing how we have to show up each day, you know, we empower ourselves with that presence, right? It gives us what we need to be courageous, stepping forward, and every step forward builds momentum then.

Patrick P.: I'm going to kind of wrap it up on this, Joe, and this is where people run into problems. It all sounds great. It almost sounds easy, although it's not easy. It's easier to talk about. It's not easy, right? But picture a train sitting on track, right? With 100 cars full of coal that weighs hundreds of tons, right? The hardest part, about getting this train to go, is getting it rolling, right? It takes everything we got. We gotta dig deep. It finally starts turning thousands of horsepower to get this thing rolling and slowly but slowly it'll start rolling out or track that. That's oftentimes when Joe, we quit. We went all in but didn't get the result right away. All we got was a little forward motion. This is all we get all that effort and this is all we get? So, we quit.

Patrick P.: We take a break. Then we try again. We got to go all in again. Just to get going. We quit. Key to break this cycle? Don't quit. Think of the training because as it starts going, it starts building them little, forward motion, little inertia behind it, momentum, right? And the further it goes, guess what? The easier gets. At some point we're going to get this thing to 30, 35 miles an hour. It will almost be on cruise control and make it headway. And in the zone steady, we putting a third of the effort in everyday, lot less content. We got tight context, right? And we're finally experiencing all of this hard work. That's something that as entrepreneurs, we got to keep in mind because as I said at the start of this call, consistency is king here. Everybody said, well, you know, perfection and, and you know, can't have mediocrity. I'm going to tell you right now, Joe, and this is again, it goes against what all the, you know, the gurus say, you say, you know, mediocrity sucks. Guess what? Consistent mediocrity will destroy perfection in a moment, every single time, every time. And it's just how it works.

Joe McCall: It's almost like, I was just thinking of that term or that phrase done is the new perfect, right? We wait until everything is perfect or we think we have to be perfect before we get out there and launch it. But you know, if it's done, let's get it. Let's get it going out there. Even though we don't understand all of the steps. One through 10, one through 10. We know step one and two. Let's just do that. I liked the momentum analogy too, because that's a huge key to success in this business, isn't it? Having that consistent working out, just doing little steps. It's hard to see the big picture. I know as a coach it's easy for me to just want to tell people what to do. It's really hard. It's an incredible difficult skill to help encourage people to just to lift their eyesight, not just tell them what to do, but to, to change their perspective. You probably have one of the



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toughest jobs in the world, Patrick. It's easy to tell them the technical side of things, right. It's a lot harder to train them and help them with the mental stuff.

- Patrick P.: Yeah, so tremendous paradigms that are preset and actual foundation of belief systems that believe this is the way it is to be, right? Because truth of the matter, it doesn't matter what anybody else says. If your belief is that solid on something, you're 100 percent right. Hundred percent right. It ain't nothing going to change from that. That's how the world works.
- Joe McCall: I'm going to repeat these three main points I took from what you just said. How to close the gap in the cup, right? It's when you're getting all this good knowledge, how to stop it from leaking out and how to actually enjoy the cup. By the way, did you notice I was drinking water, Patrick?
- Speaker 2: Good man.
- Joe McCall: It wasn't intentional. After I was drinking, I thought, oh yeah. Patrick sees that I'm drinking water. I do drink a lot. It's an inside joke, never mind. But, it's a lot better than that coffee.
- Patrick P.: That is true.
- Joe McCall: Okay, anyway, the three things you can do to close the gap. Number one, get crystal clear on the outcome you want to achieve, right? What does it look like? What does it feel like? What does it taste like?
- Patrick P.: The key word there, is you gotta feel it. You gotta be as visceral because really what you're doing is, every morning when you go to that split, that space, your brain does not wait. You truly go there and allow your body to experience it. Your brain does not know the difference between your make-believe trip to it and you're a real trip to it and effectively what you're doing, you're implanting a new set of emotions into your brain. We're operating off of that. I was going to go this far in this conversation, but we're operating off the past. That's the only emotions we have. Until we intentionally create a new set of the future place, and now remember the sequence we just described, emotions are triggered. It changes our thinking, decision making, action, taking result. But now we have emotions that are anchored to where we want to be. All three, altering our thinking decision, action results. So naturally a result's going to start becoming a reflection of the future by design, not of the past, which we want to get rid of in the first place. That's the power in all of this.



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- Joe McCall: Excellent. Now that you're crystal clear on the outcome you want to achieve, who do you have to be to achieve that outcome, right? And that takes three things. Discipline, focus, and being grateful.
- Patrick P.: Well, those three are just examples, right? Those are just examples. And this is very personal, everybody. Really what you're doing is you're plugging the holes in your ship when you answered this, right? I just got to start telling the truth, man. I got to raise my level of integrity. I always say I'm going to do shit and I don't do it. Alright, then that's who you got to be. You know, I got honor my word. People don't even trust me anymore. They know nobody takes me seriously. Alright, then that's who you got to start being. So that's very personalized, that piece there.
- Joe McCall: That's good. The third big point I got from this was how have I been showing up at the end of the day, being truthful to yourself about who you are. Super important, isn't it?
- Patrick P.: Becoming aware of the gap and that's what we're doing. Like everything, everything you record, you can improve record and track, right? You can improve exponentially, and again, this goes back to that learning curve. What we're trying to do is create a consciousness around it to the point, let them consciously competent and then unconsciously competent, so we just live in this state. We wake up and you know the mode. You got to go into the shop to be the man. You've got to be a woman you got to be in order to get the results that you desire. That's what we're trying to create in this whole process.
- Joe McCall: Very good. All right. Couple more questions. I've got a few minutes. The sign behind, "You live big". What does it say there?
- Patrick P.: Oh goodness. So, you see, you got that right? So, we got this whole little bit culture, right.
- Joe McCall: Well, that's a lot to hear than I thought it was. I thought it was 11 sheets behind your head.
- Patrick P.: Jo, if you'd like one of these, I could send you one of these scrolls. So, what is the "You live big" oath? The culture, mindset and lifestyle. The choice to experience life at its highest levels on your term for all that life has to offer. The culture, the commitment to leave a positive impact centered around these base core values - growth, autonomy means even the person you were meant to be authentic to who you were meant to be. Integrity, consciousness, clarity of purpose, living life with intention, the mindset is I'm a one off, never be seen, never seen before



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or ever again. Destined to leave, a massive positive impact on the world. I alone am responsible for my result and 100 percent accountable to them.

Patrick P.: Somebody asked for this, what is to be responsible and accountable. It's one thing to take responsibility for what happened. Accountability means you're going to change the next time around. Responsible. I own it. Accountable unit. Do something different next time around, so that's a big one. I'll receive everything I deserve and do the exact degree that I to the exact degree that I deserve. I am in control. I have no limitations beyond those I choose. My true education comes through my experience and I broke them all experiences. So, this empowers every failure that we have, which happens often enough. Re-teach people the debriefing process - how to grow as much or more from our failures than we ever could learn from our successes. I understand pain exists simply to get any closer to the truth. Suffering is not necessarily the only choice. I cannot be stopped, that I will not be stopped.

Patrick P.: And finally, the lifestyle. So, I live every day to be the best version of me possible. I strived out, perform me from yesterday, compete with absolutely no one. I challenged my barriers daily and destroy my fear with courage. Not fearless, but courageous. It's more empowering. I have a greater responsibility to make the world a better place. One selfless, courageous, loving act at a time. I stay focused on a destination and intensely committed to enjoying the entire journey every day and I never missed a day. So that's the Live Big mindset in a nutshell.

Joe McCall: That's fantastic.

Patrick P.: We have a whole little program around that and it's open to the public. It's kinda neat.

Joe McCall: Where can people get more information about Live Big?

Patrick P.: Well, at patrickprecourt.com.

Joe McCall: Okay, cool. Also, my other question, some people have been typing it into the comments, are you going to fight in an mma fight again anytime?

Patrick P.: It's kinda of funny you bring that up because it is definitely a possibility. It's not off the stage. Now, others would say, so just I'll be 51 next week or two weeks from now, right? Some things, it's a little ludicrous age. Think about it, but not off the table.



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Joe McCall: Wow, that's big do's.

Patrick P.: Think about this Joseph. The MMA fight is an amateur's two or three rounds at three to four minutes each. You know what I'm saying?

Joe McCall: It's easy.

Patrick P.: I never said easy (laughs).

Joe McCall: All right. So, I got two minutes and I got to go. I'm hesitating to say this because I don't want to sound like I'm bragging, but I'm going to the gym.

Patrick P.: that's not bragging, dude, that's inspiring. That's awesome.

Joe McCall: I'm looking forward to it, but I do gotta go. To get more information about you, what you got going on, more information about this Live Big concept, I love that - patrickprecourt.com. I'll spell it out for everybody and if you could also go to the real estate investing mastery show notes at realestateinvestingmastery.com, you can get this.

Patrick P.: Yeah, and in that site, there is a cool little big e-book, which is probably my all time, highest downloaded ebook ever. Pretty cool. And if anyone wants to grab them, they're more than welcome to just grab it.

Joe McCall: Good. And you're starting to do more videos now too, aren't you, Patrick? Are you out there on where can people see? Can they find you on Facebook or Youtube?

Patrick P.: Yeah, Facebook and Youtube. Again, just put my name in there and they'll find me there. Do a lot of cool stuff. And we talked about the shit that troubles us, you know, most focus on entrepreneurs because entrepreneurs are a different beast of people, you know, with different challenges. We have different ways we see this world, right? So, a lot of the stuff we talk about are the challenges that we're up against, and the antidote type to get through them, right? And understand that, you know, nothing is not solvable in our space.

Patrick P.: Sometimes we get dark, quiet, lonely places as entrepreneurs. We can be in a room crowded with people and be the loneliest son of a bitch there right? I get it. But we don't have to be alone in this. Pain is part of the process. It gives us the most specific instruction on what to do



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next. Suffering is a choice. I make a clear distinction between the two and how not to ever suffer in this game again.

Joe McCall: Good stuff, good stuff. Hey, thanks, Patrick. Appreciate it. Everybody, go to real estate investingmastery.com to get the show notes and check out Patrick's website, patrickpre court.com. Look him up on Facebook and Youtube and go big.

Patrick P.: Been a pleasure brother. Peace.

Joe McCall: Bye bye.