



Boron Capital and the World's First Trillionaire

Hosted by: Joe McCall

Guest: Blake Templeton

Joe: Hey, what's going on, guys? Welcome to the Real Estate Investing Mastery podcast. I'm Joe McCall, your host. We got a special episode today. We're going to be talking to a good friend of mine named Blake Templeton about his business. And we're going to talk about the world's first trillionaire, which is going to be cool. But Blake has an amazing story. And he was where a lot of you guys are at now, kind of growing through the business to a multimillion-dollar business now, raising large amounts of capital and helping people invest their money. So it's going to be a really cool podcast. You guys are going to like Blake. He's a good dude. So that's coming up here. But first, some house keeping things. Number one, I want you guys to always remember, you can get the transcripts and the show notes of all of my podcast episodes at our Web site, RealEstateInvestingMastery.com, RealEstateInvestingMastery.com.

Joe: Like you can go. Blake's gonna talk about his new book if you want to know. How do I get that? You can go to RealEstateInvestingMastery.com and check that out and get the transcripts. And I have, guys, almost nine hundred and thirty-five I think now episodes. Nine hundred and thirty-five, almost ten years. We are actually this podcast blows me away. We're being listened to by people in over 170 different countries. If you look at my stats, which just blows me away. All right. So go check that out. Number two, a lot of you guys right now are listening to this or watching this on YouTube or Facebook. So I just want to say hi to you guys. If you are listening to this live, if you type in any chats or comments into Facebook and YouTube, we can see them here. And if you have a question for Blake or me as we're going through this podcast, just type them in there and we'll bring them up on the screen.

Joe: So say hello. Tell us where you're from. Give us the thumbs up if you like this podcast. All right. And let us know what you like it, even if you don't like it. Let us know and we'd really appreciate that. Also, if you're listening to this on your favorite podcast player. If you've not already, you need to subscribe to this podcast. And if you're on. I put all of my podcasts on YouTube as well. So make sure you subscribe to our YouTube channel. We released about two or three videos a week on the YouTube channel, which is pretty cool. I love doing it. We're coming out with some new episodes coming soon that really dove deep into teaching real specific things like how to talk to cellar's, how to make offers, how to get leads and how to get marketing, and how to get your marketing to work.



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Joe: So you get that stuff when you subscribe to the YouTube channel and subscribe to my podcast. So I'd encourage you guys do that. One more thing I want to tell you. I have a new book. If you've not heard me talk about it before, here it is. Boom. Recession proof, real estate investing. And this is a very different book than anything that I've ever written before. And I think you guys are gonna love it because I give you a lot of resources in this book. Like spreadsheets, like my marketing pieces, like calculators, contracts. I walk through how to find deals on Zillow and Redfin. And this book is very interactive. And I paid a guy a lot of money to put little nice color graphics and images in this book so you can get it. I think it's just seven bucks. But the cool thing about this book is it comes with an interactive mind map. And in that mind map or videos and calculators and all my marketing pieces and the scripts that I use. And you're going to learn how because you know, when we're in the recession right now. Right. So with every crisis comes an equal amount of opportunity.

Joe: And I talk about in this book how to prepare yourself for the changes. No matter who gets elected, doesn't matter. Right. You need to be in a position where you can profit. And there's three or four things I talk about in this book to make sure that you're ready to move when the cheese moves, you know? And I think there's some fear, a few things in here that are really important for you to understand and pay attention to as the market starts to shift and change. If you want the book, go right now to REIProof.com, REIProof.com to get your hands on the book. It's really, really good. I know you're gonna love it. All right. So you guys ready to bring on Blake? Blake, how are you, my man?

Blake: Joe, my man. Good to see you, buddy.

Joe: You too. Listen, where are you at right now?

Blake: Lubbock, Texas.

Joe: I was going to guess Texas. Guys, Blake, I met Blake at a mastermind and at the Funnel Hacking Live conference. Hopefully they'll do one next year live and in person. But I met Blake out in Boise, Idaho, at one of the masterminds that we are both a part of and we just really connected. You know, he is a good guy with integrity and he's a Christian, which is cool, right? You don't have to be a Christian to do business. Right. But like you, it makes it a lot easier. Right. And so he's also very successful real estate investor. When he got started, we're gonna talk about this, how he got started in the business. But I wanted to bring him on because he's got a really good company that raises capital for some really cool projects that he's going to talk about. He's also got a book which I thought was fascinating. I never thought of Solomon as the world's first trillionaire. And we're going to talk about that.



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Blake: So good. You know, you're so, I want to compliment you to your audience on your podcast. One thing you do really well, Joe, is you make very clear the reality, we're in a recession, very clear. But the opportunity comes out of it. And one thing that if you guys don't appreciate Joe, you just take it for granted. One thing you've got to really understand, what he's getting you value on is he's so good at showing there's two routes, two actions you can take: reaction and response. And I mean his REI Proof. That's the way to have a good response. You got to react like everyone else is doing. But man, this is the wealth transfers here and so. Yeah. Joe, appreciate you coming to join you.

Joe: Appreciate that, Blake. All right. So talk about your history. How'd you get started in real estate? When was that?

Blake: Started in 06. Actually was a college dropout without a penny to my name and ended up moving home. Didn't know you couldn't defer student loans anymore. So homeboy had to, you know, move back in with mommy and daddy and but did not want to go do the eight to five. I did not want to go into the world and the system. I just knew I wanted to own my own business. And so I ended up my parents got a letter in the mail and it was to go to real estate conference. And I go to this conference. And then I was like locked in like, I don't know nothing about nothing. But like, I got numbers I can I can do formulas like this makes sense. So I had two grand, in the bank from saving for mowing lawns back in the day in high school. And so I gave my the money and then ended up they had a coach later who came into the picture and I didn't realize what I realized now the value of wisdom kind of intersects my story with King Solomon.

Blake: The Queen of Sheba went seventy-five days on a camel. She valued wisdom so much she valued going to King Solomon. She was a queen of her own kingdom, but she went seventy-five days by camel in the desert to go sit before Solomon's feet and glean wisdom from God. And so I just decided, man, I need wisdom. I want to collapse time. I wanna learn. I want to actually build an empire. I want to learn how to do this. And so yeah, started in single family doing wholesales and flips and retail hotels and work in the creative side of lease option and you know, building the artillery, if you will, to the armory of what are real investor has ended up in 2012 making this leap into the commercial investments because I built that nest egg and was able to make that move.

Joe: Now, why did you do that? Why did you not stay in residential?

Blake: It's a great question. Kind of three fold. And that give you a clear answer. I actually came down to this transformation, what God was doing in my heart, but number one, I had way too much money and I became prideful, became arrogant. I would have never said that back then. I did one hundred and fifty



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thousand cash remodel on my house. I started lusting after what I created. It was bad. And I had eight different crews doing renovations. We were processing about 40 short sales at a time and we owned our markets. Had a 93 percent success rate clearing, you know, netting fifty to sixty-five thousand net a month. Just a twenty, twenty one year old did not understand the capacity of..

Joe: You were doing this in your early twenties? Well, good for you.

Blake: I didn't understand how you much wisdom. You have to grow in wisdom and stature as you grow in wealth or you'll lose it. I didn't understand that. So come 2009, right after '08, great for short sales, by the way. So we're nearing 2010 and I've got eight different renovations with eight different crews. The banker calls. He says you're current on all your loans, but the bank's not doing good. And so I'm the hatchet man. I've been hired to get that little fine print on every loan where we can call the note due. And we're getting rid of all of our investor loans. So you need to pay all 8 of those off in cash or you're going to foreclosure. And it was this moment where like..

Joe: How long? By the way, how long do they give you?

Blake: 21 days. So here's the irony. God had been trying to get a hold of my heart and he'd been saying, like, Blake, it's really your money's not really your money. It's actually my money. You're just managing my money. I'm like, I get it. Thank you. You know, we'll keep doing this thing. I kind of want the power. And it came this point where he had, like threw out the life raft so many times, it's like, OK, we could have done this a different way, but now we're going to. I'm going to show you why you're good at real estate to show you why I give you wealth. It's not just splendor on your own pleasures. It's actually to impact and legacy like provide for other people. So he shows you the hard way. Took me through the wilderness. Banker calls, says I am the hatchet man. Pay it off in 21 days. So Mr. Prideful and Arrogant pops out and is like, I can actually come up with this money, I'll solve the world's problem and I go to eight different banks to refinance. And all eight of them are like, Oh sure. 800 credit score. I mean, I had no credit score going in. Now I got 800 credit score. And cash strong, not to pay off eight properties, cash strong, but cash strong. And then they all see pre foreclosure.

Joe: The bank had put a preforeclosure, a notice of default on these?

Blake: All eight of them were at the courthouses in pre foreclosure. Yeah, way. And so God literally out of his love for me, Joe, he literally the irony was I was the king of stopping foreclosures. And all of a sudden, Mr. Prideful has a pre foreclosure pending listings. And so the banks are like, you're a leper. I'm like, no, no.



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You don't understand. You don't understand. No, we do understand. Trust me. And so I literally find myself three days before it all goes down. My heart is just gripped. And now because I had so many guys, I mean, you know, the game, you know, you guys, you listening. If you're doing big things in your market, you know, there's people trying to copy you. Well, we owned our market. And so everyone's just nipping at your heels. I mean, every little copying every little thing you're trying to do. And so all these people see the eight pre foreclosures. So they start the rumors of all the nasty stuff. So I find myself three days before I mean, my heart's gripped, I'm in pain, I'm in agony. I am like, no one can understand me. No one gets me. I misunderstood.

Blake: And I literally just go to God. I'm like, you can have it all. You can have this house that I just did a hundred fifty thousand remodel on. You can have eight properties. You can have the business. I'll go back and just got married about nine months earlier, I'll go back and move home with mommy and daddy and we'll just, I'll go live in a cardboard box if I can just keep my relationship with you. And if you're restore my name and it was Joe, it was like the next day the Lord was like, man, that's all I needed, son. But we could have done a different way. And a banker called the next day is like, hey, we'll let you keep all those eight properties. Just pay two percent down and we'll redo the notes. And then the Lord was like, OK, I'm going to give you a little bit. Now give you a short leash. And what have you gained wisdom before. I can give you more wealth and you wisdom for you. So he is just like this time of redemption. I was back in 2010, 2011, and since then that just led us into the Lord has opened up opportunities and in commercial real estate.

Blake: And one thing I wanted to share with your listeners is, is like King Solomon. He started with wisdom. Now, he didn't end with wisdom, unfortunately. So if we see the infant beginning, we realize he didn't end it well. Thirty-five. Thirty-six. Thirty-seven years was Sol at hearing God's voice. And one thing David actually told him before he became king was he said, Solomon, number one thing before you become a king of your kingdom. You got to clear out the other voices. And he said, there's people in my cabinet that are not good. So I told them three people got to go clear off the voices. And so you guys think about the voices that you have because you're really a king or queen. You're a king or queen of your own kingdom inside. What I would say his kingdom. So I. Who are part of something bigger. But he's given me something to Steward. And I got to clear out the voices and like like Joe's message, man. That's a good voice. So think about the other voices that are bad voices. Nuna, replace the good voice with the bad ones. That's the wisdom. So, man, that's guy led me back to King Solomon. Just going back three thousand years and the Bible like, man, where can I go back to just start fresh know in 2011, where can I start fresh. And I just start studying King Solomon and realizing, Oh my gosh. There's something here that I can build an empire on.



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Joe: That's good. So we started getting some wisdom. We're getting some good comments here, by the way, Marco. Hey, man. Nice. So you started doing commercial then around 2011. 2012, right? Right. And since then, I'm looking here. You've been doing it over. How long would that be now? Eight years. Eight or nine years stuff. Now you're raising money for larger commercial products. And I love this here. Not one single investor has ever lost money with you. Yeah, I love it.

Blake: It's a beautiful thing. It's fallen King Solomon's principles. Yeah. And it's a carnival. Share three principles. These are pillars. And see, what's so funny is like when people invest with me, it could be agnostic, could be Hindu, but I'm Christian. But whenever I'm so convinced that these three pillars are everything I have agnostic. I say, Blake, I don't really agree with you spiritually. That's not my thing. But I invest all my money with you because if it is all like that, I would want my money protected like you have it. And so here's three pillars that you guys can walk out right now, wherever you're at. Does it matter where you're at in your business and that this is what you have to do? Step one. King Solomon was God directed. So it's a three dimensional investment, three dimensional investment in most people. Would you go the good person route or the like, morals and ethics or good steward and wisdom of opening the door for someone or doing good things for your children or. But when it comes to your money, investing your money, multiplying your money.

Blake: Most people don't walk in good stewardship of wisdom from God. It's wisdom from themselves. Wisdom from their own experience. Wisdom from their own past. So we don't want to live past present. We want to live future present. Not basing anything off the past because that means we build in bad roles and bad belief systems. And so that's only going to come from God. So in our investment firm, we actually seek his wisdom before we move into an investment. So like Joe's been so good on the podcast in the past episodes, if you haven't heard, come back and listen to some really rich ones. On like you have the opportunity. That wealth transfer is happening. And so you just gotta don't want to be a shiny object thing, though, like go seek wisdom because there is definitely some sprawling nice, there's definitely some bad stuff that you could grab a hold of. So we sit before God and grab his wisdom. Some deals are killer, but he tells me don't do it. 20-million-dollar deal. It's amazing. Don't do it. The other one, 20-million-dollar deal, doesn't look as good, he says full peace, it's full clarity.

Blake: Move for it. Once we open the hood, we find out there's some hidden jewels and gems and it just becomes is an amazing deal. The first one's God directed, not Blake directed not you directed. Second one is King Solomon had what he called the Mageto, the Mageto. So he had this city called Mageto And it's still in Israel today. It's the city that what people call it's worth a thousand cities. More battles have been fought at Mageto than any other place in the world still today. And it was it was this mindset that if you



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owned Mageto, you owned the world because the trade route between Egypt and Syria and India, you had to pass through Mageto.

Blake: So Mageto, for you and I, in the real estate world, it represents something tangible. It represents something iron clad. And he had what we call vertical integrated synergy's. He had multiple different strains of income on that one thing. So just think about how you can do that. And the big thing is, is that, you know, one stream of income on that, it doesn't work because as you know, your cash flow might go down. So you've got to figure out how to have multiple shifts in income. King Solomon did it where so the city the people are trading goods and service had to pass through a monopoly, the game Monopoly. You had to pay when you pass, go you to pay to come in. Because he had a fortified city, he protected the people on the trader out. Then he had food. He has applies their own five hundred mile track before the next place they can stop. So he had all these different income synergies that he could actually make revenue. He became the first trillionaire ever. He owned the domain. He took territory. I mean, he clearly built construction. He had he built cities and did a massive renovation on cities in Israel.

Blake: And he literally fortified with the walls around his actual camp. So a fortress is a mosquito you wanna fortify right now is the season to fortify your investments. The third dimension is the second was. You know, having something tangible that's actually has multiple streams of income and a third is a creates exponential wealth. So the exponential wealth, is there certain investments that are a good investment but have a a downward spiral? It's natural descent is oil. It produces, but it slows down. Its production always slows down. So now you're you know, you don't have a mojito cause you're the price of oil is what controls whether it's good or bad. Well, you don't control the price. You know, you have to control it. You have to control the traffic, the price, the resources around it. That's how you have control.

Blake: So on certain real estate, we can do that. On the exponential side, it has. You have to have control to be able to either deploy it, to actually sell in the quantity for a higher price, or you have to be able to, you know, make the equity on your cell. There's a pack of businesses or a pack of houses. So your goal is always to create a three dimensional investment. And that's Joe, how we've how we've created for the last 14 years. And no investors lost money. It's always been God directed, it's been the Mageto and there's always created exponential wealth.

Joe: Well, nice. Cool. So you've got a company now called Boron Capital Investment. And you've done you've been in the business for 14 years. Three hundred plus transactions. And you have almost now one hundred million dollars under management. That's awesome. Cool. So talk a little bit about then. What are some of the projects you guys do? Where do you invest?



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Blake: Yeah, great question. One place is wedding venues. This is what we're talking about. God directed. We have to then again, not leaning on our own understanding. I was never thought I'd be in wedding venues like what's wedding, what is even an investment. And so wedding venues, the Lords are putting it on my heart. He started teaching me how well as mom and pop driven mom and pops. They don't know how to market. They don't know how to sell. They have tons of bad rules and beliefs and the price they can sell for. That's their art. And so we start realizing, oh, my goodness, we looked at the history track on a 100 year projection. There's three things that have always gone up in price and value. Even in recessions, it was ammo, alcohol and weddings. And so like, OK, weddings, even the depression, everyone wanted a wedding. And so even in COVID just like this, we sell weddings for fifteen thousand dollars on video. Fifteen grand on video during COVID.

Blake: I mean, like this. Like hot tamales. And so we started realizing and we can actually control the Mageto. There's tons of vertical synergy's tons of up sells tons of ways. There's tons of new money sources once you book the wedding. Then we own the traffic. We're really good at marketing. That industry's not. And then we're really good at finding world class customer service. So the traffic, the marketing, the sales, the clothes were really good at closing the sale, giving her what she wants versus buying into our own beliefs like she's filles. Look, it's pushy and she feels like we're selling her. And so every single bride feels like, man, I feel loved. I felt cared for. I got what I wanted and I'm paying for the value that I'm getting. So that's one place different than just a wedding planning business. Oh, completely different. So this is like the magneto is the wedding venue. Yeah. So we don't we don't do the wedding planning. So this is the bride comes in and she's looking for the place, the location. She wants to have it. And so we're marketing that this the wedding planner is going to give you organization. We're going to provide the world class location. So this is the ambiance. This is the all the bells and whistles and all the up sells from, you know, the flowers and all the decorations and all the things that makes her feel like, oh my gosh, that's the kind of wedding I want to have.

Joe: Do you own that real estate or do you go out and find it and lease it?

Blake: Both. Yeah. So on real estate and the actual venue. So we build the brand. King Solomon built the brand of the Mageto. Like This is the fortress. This is, I own the domain. Come through my domain, please, Come through my domain. I want you to come to my domain. I want to build a world class vehicle. King Solomon also had a site called Palmira. So he had three different types of season. In the book. I give you explain exactly how he did it and exactly how you can do it. But one more is Palmira. It's the luxury cities. And so that's what the wedding venue. That's these three categories. And they'll be in the in the luxury category. And he found a aquifer under the ground in Israel is desert, desert, desert and all set and boom,



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it's plush. And he literally built this five-star hotel resort. All the amenities, all the highest and most wealthy would pass through there. Make one hundred mile turns just to come through Palmira to have the exotic because there's no one else doing it. And so in your business, you got to think through what do you do?

Blake: He built workforce housing. King Solomon built the workforce, the mid-grade, both the Mageto, which is this driving massive traffic for quantity of business services. And then he built luxury. You got think this is what I would encourage you guys to do. Think about what you do because you're not going to do all three. Think about what you do. And if it's lease options, it's wholesales. So that's part of the workforce. So that's what you do. Now, you want to think about how do I get into the other one? So you want to take everything Joe's teach and you. Everything he's pouring in and then you're creating fruit from that, you're creating revenue. You're creating income. Well, Joe, so he's shown you how to do that with little money down. So you don't have to put all your money back into it. Think of how might I put this money that I profited into something bigger? And so I keep doing this, keep doing this. And then I create my Mageto over here. That's in another venue, like wedding venues.

Joe: Nice. So then what else? What else do you guys invest in?

Blake: Yes, it's seasonal or different times. Certain things can be a Mageto and certain things we pull back on, for instance, apartments for a long season. That was a really strong Mageto. Right now, the competitions way too much. And it's I mean, really, it's oversaturated. And so you can't really protect yourself. Well, you don't control price. It's hard to control traffic right now because so many of the large institutions have gone to that world. So that was a Mageto for us at one point. We've sold all apartments. If you're still in apartments, you just got to find your exit. Just got to find out, you know, where your best point is. But online Mageto's is a really good one that we're processing through right now, that it's really, really great because everyone is shifting to the online world. So we're building online businesses that allow investors to invest into them and then they're making a strong rate return. We controlled the traffic. We control the services. We control the price. We control everything on it. And no one is doing this. And it's just that it's a open blue market. Blue ocean must be more specific to what that is. What you mean by that? Yeah.

Blake: So, for instance, take, for example, a evergreen coaching business. So where you have a massive amount of revenue coming through, you've got ads going out, you've got maybe a funnel and you've created something that's evergreen. It's a membership site. It's a system and it spits out money. Well, that's a business online. You can control the traffic you have. Now, we actually then use investors to actually invest into this so they can actually gain equity inside it. Gain cash flow on it. And then we make a



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large point upfront because we're actually selling part of. So think like the stock market, stock market. The stock market used to be good back in 1917. It used to be I own Coca-Cola, though. I own the whole company. I'm going to sell some shares to you, but you actually own a piece of the company. Well, after that, the New York Stock Exchange changed and no one owns a share of Coca Cola anymore. A real share. You own a share of a shell company, but you don't actually own a piece of coca cola. It's just it's a. Yeah. So what we do is we go back to the real private, you know, syndication of. Now, I built the business. Now I'm going to sell you a piece of it. And now you didn't have to go build it. You don't have to go do it. You now invested into it. You're gaining cash off of it. And now you still have equity in it as we grow that business.

Joe: It's like venture capital or angel investor capital.

Blake: But doing it private versus doing it public. Yeah.

Joe: Do you have any examples you could share of that that you'd want to?

Blake: Maybe we can do is in another time to do a case study in of and kind of break something down like that. But yeah, I think the key thing here is, is like is like man these three dimensions and that's what you've got to have. So for you guys outgrowing courage, you think through where you're at right now. Have you gone into reaction or response? If you've gone into reaction, call time out. Cut the emotions. Go back to Joe's books. You're going to have to go into response. And then, you know, again, I don't want to forget, I'm going to give you guys the book, The Solomon Way for free. All you gotta do is pay, shipping, handling in general. We'll talk about that the end. I'm going to give it to you for free. It's going to break down the blueprint of exactly what to do. No matter where you're at, exactly how King Solomon did it, exactly how you can do it and how you can actually have three dimensional investments.

Blake: And the key is, it's like when everyone else doesn't know what to do. If you actually start listening to God's wisdom, you'll start seeing stuff. Open it up. You'll start seeing if it's in lease option. You'll start to see an opportunity open up. I mean, you start seeing houses sitting long on the market. You start listening to all the news, you start paying attention. I would encourage you to start listen to his voice, because the news is all over the place. It is all over the place. But you've got massive opportunity right now in, if it's the workforce housing, if you're doing. You've got massive opportunity to make big money right here and then to actually move that nest egg into something like what Boron Capital has like with doing the Solomon Way. We can actually use exponentially grow what you create as your nest egg.



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Joe: Cool, cool. What are some other big takeaways you've gotten out of Solomon's life that you think apply to this business?

Blake: Yeah. Another one is simply that when King Solomon was building his empire, it was pure to build an empire. So a lot of us have a money problem role. And like, you could be killing it in lease option or wholesales or something. And then you still struggle off the money problem. It's like we have like three camps. We like the health and prosperity. Then we have the poverty is more righteous. So having almost nothing is better because it's in content. I'd like both of these extremes aren't good. This one sends you into a lifestyle which you can't have legacy and you can't have impact if you don't got nothing. So you're not really full of abundance where you can actually go serve other people. But the health, wealth and prosperity, that's like you're your own God and you're just you were created by yourself for yourself, and you're just gonna lavish yourself and like no one ends up good in that world. They're tired of, like, not having impact. They're tired of not having legacy. They're tired of not actually doing something with their life.

Blake: So there's this point where I believe God's created you for a special purpose to do something big. And every single person knows it. If you go down deep, the kid inside, you know, there's a bigger purpose to live for. You know, there's something big that you're called to do an impact. So King Solomon realized building empire was good. And I believe God wants you to build wealth. He wants. He wants people to have wealth, who he can trust, who walk in his wisdom because they will be the ones who will go change the world. So this is the perfect this is the big moment. This is the silver lining moment. If you thought you missed it in the past or you thought, you know, I was too late on that opportunity, that this is your moment. Ray D'Alessio says the next 10 years are going to be a dead decade. This time, the stock market. This is your moment. This is your moment to actually say I might change the trajectory of my future.

Blake: And so I'd really encourage you to think, I want to build an empire. I want to build an empowered to build the empire in my lease option stuff or my wholesale stuff or whatever you're in in Joe's stuff that you're actually grabbing a hold of that works for you, that go deep and go wide. And don't think of it like I own. Just make enough to cover my family bills. No, inflation is going to happen like this is going to be a rollercoaster. Ray D'Alessio has the world's largest hedge fund in the world. He says inflation's going to rip through the economy like a tornado. Whether it is or not is irrelevant. Go with the mindset it is. Prepare for the storm and then go deep and go build big. Think, I want to add zeroes to my empire, then it makes it so much easier. Think how you're going to give money to other people when they're in need.



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Blake: Then you got people with money, with the right heart, have power and influence. Then you never have fear. You weren't given a spirit of fear. You were given a spirit of power, love and a sound mind. So that'll be my courage. One thing King Solomon did was he's like me. God called me to be the king. God called me to grow an empire, grow territory. And he was so good to his people. King Solomon was so good. In multiple verses in Second Chronicles and Second Kings. Talk about how the people under him had pleasure in their families. He fulfilled abundance in them. So he wasn't that hard iron, you know, Hitler. It wasn't like that. He grew abundance. He didn't have to stab people in the back. He grew abundance in ethics and morals. By taking territory, owning, grabbing great opportunities. Hearing God's voice. Creating the Magneto's building. Constructing real estate. And then providing for other people.

Joe: That's good. Really good man. So this book. How can people get it?

Blake: The best way is pull out your cell phone. Text the word Solomon to 31996. Text Solomon to 31996.

Joe: All right. I'm putting this in the banner here. So perfect.

Blake: And you can also go to Solomon investor dot com. Solomon investor dot com. I love your banners, dude. That's so cool.

Joe: Yeah. Solomon, S-O-L-O-M-O-N. SolomonInvestor.com. Or text Solomon to 31996.

Blake: And at every level of your life like everyone has a position or they think they're like measurement of what's good. It's like you can go into your personal fitness. I remember when I was like, like a little bump on my arm and my bicep. I'm good, you know, and then you get a little bit more definition.. That wasn't so good. This is good. And then while you're eating healthy, can maybe you can take one bun off the hamburger. That's healthy. I took a bun. I took some carbs off. You know, I only some of the French fries. Well, we do that with our wealth, too. Right. And King Solomon, in his life, he helped me realize there's way more there's way more opportunity to build wealth and to own the domain. King Solomon took territory and it was good to take territory. So some of you who are like, you know, I don't want to, like, do the lease option because I think I'm taken from the person. What are you doing that's helping them? It's a win win situation. And so when you're putting you've got to think about the bigger picture. A king looks in a big picture.

Blake: Kings look at long term pictures and they see how might I create win win the whole way through. So when you're doing your lease options, you're at the door. You're in the house, at the table, you're on the



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phone. You're in your marketing. You're thinking like, I want to take territory because when I take territory, everyone wins. So King Sam always took territory and he always create a win win. And I believe this is a season where new guys can. I mean. You can knock the ball off the tee homerun. I'm excited for your group, man. It's a really exciting season.

Joe: What do you see? What do you see happening over the next year or two years with the economy, with the market? And you feel like you could apply some of Solomon's wisdom if the market, you know if the housing market, specifically real estate starts to nosedive?

Blake: Yeah, it's a really good question. OK. There's two things called procession and lag. Procession and lag. Procession is like when you drop the big pebble in the water, you're skipping the pebble and then lag is like all the little circles around it. So the whole Kobe thing, that was procession boom. But you didn't see lag at the first lag. You didn't see it for a little while in some senses, like the second the third one. It's like, oh, I thought we would be hurting more. I thought, you know, well, we're really how far the economy is away from what the stock market is portraying. We're in a depression, but the inflation, the aroma of fake money is just keeping everything very, very skewed. So everyone has a little bit extra because they're using more credit that they built up. And it's it's a really Nixey match. But lag means eventually it's going to die off. It's not always going to stay there. You can't always keep giving money or you create, you know, everyone to implode and stay passive and never create economy and never come back to work. And you already see that happening. So lag. What I see in the next 12 months is you see a massive deplosion of businesses who can't make it.

Blake: So we talked to tons of businesses because we acquire businesses. So we talked to tons of businesses and a lot of the businesses that each one of you guys would think, oh, they're killing it. I love that place. Over a million restaurants in the next 12 months will go under permanently. Big ones, ones you like that's been they sure they have the thing paid off by now. Over a million will go under permanently now. You know, like, well, how does it have to do with me? I mean, restaurants lag then affects the next thing of lag. For instance, 40 percent of all malls in the United States will go under permanently. And you and I know they were already not doing well. We have vacancies popping up more and more. These are the mom and pops. Well, they will not get in traffic in the malls because the malls aren't producing enough people. You had the dealers and the J.C. Penney's, that stuff. Those were the ones holding the whole thing together. All the malls implode. All those businesses have human beings who run them who now don't have work. And so now that's a lag. The farther we get in all of these, like circumstantial wags, the more you're going to start seeing problems in the market.



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Blake: When we talk about the real estate market going down. King Solomon would have never processed the mindset of equity and value being going down, being bad. He was never interested. That was never his ticker was territory, own territory. I want to take territory. People always have to have a roof over their house and there's certain services that people always have to have. And so when you understand that your methodology just changes, if you were thinking it was about cash flow or you were thinking it was about equity. It's about territory. If you think territory, then you just know all is well known territory. While everyone else is reacting, thinking all the market's bad. We should not be doing late prudence now. That's what you should be doing, these options. Or, you know, for us, I mean, watching the news, the other people in wedding venues, they're dying. Why are they dying? Because they're mom and pops, they weren't good at marketing. When the bull market and the stock market was killing it. When everyone's like, you know, it has so much money. They weren't good at it. They were just getting the left. They were getting the abundance of just people coming because they had money.

Blake: So they're not good at marketing, not good at sales, not good at driving traffic. Well, now they're dying, OK. So for us, that's not bad. We will help them get them out of their scenario. We'll go buy massive groups of wedding venues, turn the whole thing around, shift it, you know, pull the levers, push the buttons, fix all their broken stuff, crack their sales problems, train their team, you know, buying low and then we own territory. Now, all of our three-dimensional investing stuff works. And so what's going to happen next twelve to 24 months. It's less important what's going to happen. It's more important because either so I mean, for the next four months, no matter who wins presidency, you're going to see craziness. Right, because this is the this is the election that turns the tide of of everything. So you'll see chaos, calamity. You know, you might see that for twelve months. You and I don't know. But here's like here's one thing I love about King Solomon. When you just listen to this voice and vertical goal, the noise grows strangely dim.

Blake: And I mean, he had people trying to actually enter his kingdom. So he had chaos, but he had peace on all his borders because he just took territory and they just knew that he would literally come in and take over if they, you know, so they surrender to him. So you and I. All the chaos around us. We have to step up and the king that we're called to be, and a queen that we're called to be and said, you know what? I'm going to control everything that I can control. And the things that I can't control. You know, I'm going to just decide if that's something I need to be a part of. So on our investments, we can control our decisions. We can control territory in worst case scenario of it, in indoor rentals on single family. If you're not making money, if you go into it right, the mindset is prepare for the ability to take territory because it will always come back. And if you missed your opportunities in the past, like in that passion, man, I missed that opportunity. Don't be that one today. Remember the ones who took the opportunity? They weren't they



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weren't the ones who missed the opportunity they had. They went through the wilderness time of it, not be as good as it could have been. But now, you know, boom, it kicks off great. That's you. You're looking at their success afterwards. Now slip the tide. Now, this is your opportunity, your silver lining to take that opportunity and run with it.

Joe: Super cool, man. All right. So William says you're thanks for the podcast. Great speaker with a new perspective and ideas. His click funnel award plaque behind him says it all. Bam! Yeah. So it's important to hear what God is saying to you, I believe. Right. Priscilla here says so true. Honing in on what the Holy Spirit is saying to me. So there's something to be said, I think, with looking for wisdom. Searching for wisdom. Right. And there's even people in modern times that I think we could look at that at patterned their own businesses after song. And, you know, I'm thinking of Rockefeller for one. Super successful, gave away a ton of his money. Then there's even the guy who started J.C. Penney, very successful. Give away time is money. The guy who started Caterpillar, the heavy equipment business, a solid believer. And he said one time, I keep on giving away everything God gives to me, but he keeps on giving it back because he has such a as has a much bigger shovel. I think there's you know, I think there's real truth to that. You know, looking for wisdom from people in the past, Solomon being the number one example of that, but also other people in business today. What did they do? No, nobody's perfect. Obviously, Solomon wasn't perfect either. Right. But I believe in that. I believe in God giving us wisdom when we ask for it. He says he would. Right. So we can ask for it. And asking for wisdom before asking for riches and wealth. Right.

Blake: Yeah, that's a great point. When God when he came to the father. So David's on his deathbed. David's like, Son. You know, I'm going to pass on the mantle to you. Go clear out the voices. All the bad guys who are in my cabinet. So he goes and does that. Then he sits before God. And he actually comes and like lays of bear and says, I want your advice. I want you to help me run the kingdom. And God comes to him like I don't know is that the Aladdin story came from this. But I'm like, God came down and said, what is your one wish? What do you want? And King Solomon laid himself bare. And he just said, I want your wisdom. And God said, You could have asked, just like Joe said. You could have asked for wealth. You could have asked for me to kill your enemies. And as you and I know, pride and arrogance, you could have asked for anything that your mind could have gone there. But you asked for my wisdom. Because you asked for my wisdom, God said, I shall give you my wisdom and you will have more wisdom in any king before you. But I will also give you honor and wealth, more wealth than any king before you. And man said, this is a beautiful thing. And in the book I talk to me and that's that. That's this beautiful integration of wealth and wisdom. And I walk through how do you do this? How do you get the wisdom instead of the red pill? How do you how do you get the red pill without there being one and allowing God to allow you to flourish in the middle of it?



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Joe: That's great, man. So you've written a good book called Solomon's Way. You knew that SolomonInvestor.Com. SolomonInvestor.com. You can text the word Solomon to thirty-one ninety-nine six thirty one nine nine six. Cool man. Blake, it's been a good podcast, said it's good to look at a biblical perspective of these kinds of things. It's not something I talk a lot about on the podcast, but obviously it is very important and the feedback here has been really good. Sheila says a great show today Joe and Blake, sorry I missed the beginning. Thanks for being willing vessels to share wisdom today. That's awesome. So good. A lot of comments here. I can't go through all of them. Appreciate this, Blake. Again, if people want to reach you, is the best way through the Solomons. Solomon investor dot com.

Blake: And that'll connect you to me. One thing as as Joe. I mean, you guys know Joe. He's like he's build a family. He builds. You guys are family. And I mean, that's why he's bringing you up on the broadcast. He cares for you. And he wants to show your comments. So, you know, and that's how I am. I want you to actually grow in your investments. Grow in your investment opportunities with this three-dimensional voice, God's voice, a Mageto, an exponential wealth. So when you connect through Solomon investor dot com, you connect through texting Solomon to thirty one nine nine six. You become part of our family too, and then allows you to actually grow in wealth and wisdom. And I got so many different things I want to give you. Now I do want to give you the book and you'll get the book for free. Just paying shipping to get to you back. Some other things I want to give you, just chock full of wisdom that'll help you take your investment career and your legacy and impact the next level.

Joe: Awesome. Listen, I've got to go. My wife is texting me. She wants me to play pickleball with her.

Joe: Well, I'm nine minutes over. And pickleball is awesome. Do you play it with your wife?

Blake: I've heard so much about it. I've got to get out there.

Joe: Pickleball is like it's easy. Like anybody can pick it up. It's not hard. Great exercise. And we have a big enough driveway in our front yard when she needs a break or I need a break is when I get outside. Just go play pickleball. We in fact, you need a net. Right. So we got two buckets. Those blue buckets from Lowe's. OK. Dirt. Put some sticks in there and she has some fabric. And we like this on this fabric that we have going across to make our net. So anyway.

Blake: And so you do. On your driveway. Yeah. That's legit. OK. Then. Yeah, I'm accountable to you. Let me have some pickleball.



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Joe: Go Google it. Get the rules. You gotta follow the rules, ok. It uses wiffle balls and these plastic paddles. Nice. So anyway, guys, go to SolomonInvestor.com. Check out Blake's book. Solomon Way and text the word Solomon to thirty one Ninety nine six. We'll see you guys later. Thanks again, Blake. Appreciate it, man.

Blake: All right, Joe. Guys, blessings on you guys. Talk to you soon.

Joe: Later. Bye bye.