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## 1111 – 200k+ While Working a Full Time Job

Hosted by: *Gavin Timms*

Guest: *Brooks Everline*

**Gavin:** Hey, guys, welcome to the REI Network podcast with me, Gavin Timms. Hey, guys, how you doing? Welcome back to the REI Network podcast with me, Gavin Timms, super excited I have a guest on today. I'm going to bring him over here shortly just before I do. If you are a new listener, make sure you like and subscribe. Whether it be on YouTube or the podcast, if you want to free download to go and get some of my documents, go to REI network dot com slash download, REI network dot com slash download and you will be able to get some free stuff. So check that out. OK, so let me bring him over. I have one of my clients, good friends. I've known him for years. Brooks Everline, here he is. Brooks. How are you?

**Brooks:** I am doing well. Gavin, thank you so much for the opportunity to be on the show with you today. I appreciate that, man.

**Gavin:** No, absolutely. I appreciate you. I know we've been talking about doing this now for a few weeks, and here we are recording it. So thank you for for joining. And I thought it was going to be really good. You know, you're a good guy in terms of, you know, the value that you can bring today, especially from, you know, getting started coming out of the gate, getting this business off the ground. Plus, obviously, you were doing over two hundred thousand dollars while still working a full time job. And obviously now you've exited the your W-2, you've been kind of going here for about a year full time. So we're going to obviously branch and go through that. So take us back to the beginning and terms of how you got started and let's go from there.

**Brooks:** Well, it's an interesting story for sure. I was set in my ways, to be quite honest with you. I was working a W-2 job. Great company ups, great pay, great benefits. Most people that work, that that job never leave, right? They don't leave that company. But I transitioned from house to house, which was delivery service, right? To tractor trailer. And a good friend of mine gave me his audible account. He had some books in there that he suggested that I listen to instead of, you know, talking on the CB radio at night. So I started to fill my head with books like Thinking Grow Rich, Richest Man in Babylon. You know, the one thing all the books that you hear people talk about on real estate podcast that kind of got them motivated to take action and that kind of got my wheels turning that there was a different way to live, not just go to work every day for someone else, but you could actually make this work for yourself. Yeah. Then later he transitioned. He said, You know, there's some podcast stuff. So I started searching through podcasts, came across Stitcher radio. I don't



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even know Stitcher still a thing, to be quite honest with you. But that's where I listened. I had an Android phone and it came across real estate podcasts, and I'll never forget the one that changed my life. And I still think they're doing this today. But it was lifestyles unlimited. Now these gentlemen were buying small, large apartment complexes like syndications and so forth, and I was just shocked. I was just literally shocked that this was possible and no money required, right? You were raising money from other people and exiting these large deals with huge chunks of money for you and your partners. I just it was hard to fathom. So that kind of got me started. I continued to do the business for obviously up until just last year while pursuing that dream of freedom through real estate. After listening to that podcast for, you know, a week or so, I joined their course, bought my first four unit rental property, which was vacant with all private money. So my first deal was zero down out of my pocket. It was vacant. We rehabbed it, refinanced it. And lo and behold, that process works. It worked from the very first deal. My very first real estate deal was a zero down four unit that I rehab refinanced out all of the capital still on it to this day, and it's still cash flow strong. So that kind of brings you up to speed with how I got started.

**Gavin:** Yeah, no, absolutely. And that's awesome, right? So obviously getting in the right mindset, right? I think that's really important. I talk a lot about it and people don't want to talk about it, right? They don't want to listen to the potential like, Oh, my site is hype and it's this and that, and they want to just go strategy. And I think it's absolutely the worst thing that you can do because you'll never do a deal if you don't believe in what you're doing or you don't believe that you can actually do it. Whichever that may be, whether it's the market, whether it's you, whether it's the strategy or, you know, when I work with people, that's kind of the hardest thing to break. Like, I make sure I'm very selective as you know who comes into the group. And there's reasons for that because I don't need someone coming into the group trying to prove me that it doesn't work. It makes no sense, right? Why are you going to spend your energy by proving me that I told you this didn't work? I told you a cold, calling them work or die amount. I told you this didn't work in this market, like they're just coming in with a complete roll mindset. And that's what we have to change from day one. Why not think about what I can do if someone else is doing it and there's a deal being done in every single market or has been done across the United States, right? So if someone else is doing it, then you can do it and there's no other way. Right? Are you a half? Half full kind of guy, and you've got to look at that on the positive side, so what do you think on that? I think obviously that box was the key foundation for you to start heading in the right direction to be successful

**Brooks:** 100 percent true what you just laid down. You have to believe what you're doing and then create the plan. So think and grow rich was the biggest book for me because it outlines and outlines success for whatever you want to do, right? It doesn't have to be real estate. For



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me, it just happened to be real estate. It lays out success principles for you, for whatever that is. But then you have to follow that plan that you lay down, right? So to your point, number one, you have to believe that then you have to create the plan, but you have to then. And this is the most important and everyone will tell you this. You have to work your plan if you don't work. The plan doesn't work, just doesn't work. You know, and we're all guilty of it. One of the biggest biggest nemesis for me is procrastination. I would think that most people struggle with that to some extent, and if you allow that to creep in, it becomes that it'll overtake you, right? It'll it'll start to to like, you know, to the 10th power, right? It'll overtake what you're trying to do. So you have to nip procrastination in the bud right away and eliminate the what ifs cutoffs maybes. If as long as you're the shuttle, you know, you name it right, you just have to keep taking one step every single day to what it is that you're pursuing, what it is that you're desiring and where most people get tripped up as they think that they can't think too big. Like that's just false. Like, if you want to be a millionaire, you can be a millionaire. How are you going to get there? Is your path right up? You know it just it's you're really only limited by your mind. And that is so true, man. So true and up.

**Gavin:**

No, absolutely. On her own 100 percent correct. But this is where people don't get it right. Like, we just talked about, right? And it's just like when people say, Well, this market doesn't work, I'm going to go into another market or this strategy doesn't work. So I'm going to focus on creative finance. I'm getting on do land now or whatever it may be. And that's fine. It's fine to have them thoughts. It's fine to make them decisions. But do not kid yourself all you do in the fundamentals. Well, to get the result. And that is what that's where when people chase the shiny objects and that jump in trying to do a deal is because they're not consistent and they're not focused, right? We just did a panel of experts, right? We talked about that consistency and focus are the two key things in this business. And that's what people miss because they looking at. Well, I've tried. But at what level did you try? Did you do the things that it took to get a deal? Because if you didn't do not kid yourself by changing strategy or market and think is going to be any different in that area because it is literally like starting all over again. So if you've been trying for three months and then you go on to change market, just like day one on the job again, you've got to season your leads, you've got to get consistent, you got to get focused and then you now six months in and you're going now into a different strategy and you're not doing them fundamentals until you can say, actually, I did it for three months. You know, I talked to five prescreened sellers. I made three offers. So basically you've made one hundred eighty offers in three months and you didn't get it on one contract. I just don't think it's possible for them numbers. You have to be doing deals if you hate your numbers.



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**Brooks:** To that point. So we use a thing called the Daily Navigator sheet, right? And on that is it's basically a tracking sheet, right? I want to track from my assistant how many posts that she make to Craigslist for this right? We do Craigslist marketing. How many sellers did she talk to today? And then for me as well, right, how many sellers that I speak to that were already pre-qualified, how many voicemails that I drop, how many text messages? This sounds elementary and it is. It is that elementary. But I will tell you what elementary gets you and it gets you anything that you want in this business. If you'll follow the elementary principles, you'll go to the college Harvard degree with the doctorate faster than anyone can blink an eye. When I look back at the time where I'm most successful, right? When do I need to ramp up and make a lot of cash? I just get busy with the basics. Yeah, I just love that I break out this sheet and I go 100 miles an hour every day. Track it like a bandit when I fall off. Guess what happened? I'm not tracking my numbers. I'm not making sure I'm hitting the cause now. There could be other things that are happening. Like, for instance, I was telling you like the beginning of the year heavy with me with tax season because I don't only like move property, right? Like, we have a big rental portfolio, creative financing. I have like four lease options cooking right now. We have a couple of subject to deals that are always in our pipeline. So there's those are different. We really run like three different businesses within real estate, which is tough to manage in itself. And we only have a small team, just me, an assistant and one like one handyman for really all of that, all of that, all those properties. So it's, you know, we're doing a lot on a small scale, but it all boils down to the basics, which is why I decided to work with you just to be flat out like I needed someone for accountability to help me to kind of shoot me straight, like, let's eliminate this, and we haven't even got to that point in our in our journey together just because, you know, we're busy right now, but we're going to get it there because that's what that's what this is about. I want to simplify things more so that I can get back to just those elementary basics, right? And that's what everyone's plan should be. Do the elementary stuff to just hit really, really good numbers for yourself, because that's what that's what it'll do for you 100 percent.

**Gavin:** And that's great because people think like more, the more complex the they that they need this business to be them. And that's how you get better. And it isn't right. It's full things in this business markets in talking to sellers, making offers and following that story, all that is the basic thing. If you do them full things well or you do them awful things great, you will make money in this business. It doesn't matter on the strategy, it doesn't matter any. It doesn't matter about anything else. And you're exactly right when things aren't going to plan because you're trying this and your test in that you might get a little bit lazy. Stop tracking. You know what? Everyone's good when they're on top right and it's going, and that's when you're at your most vulnerable. It's right. When I say I have a new client that goes makes 30 grand now, what are you going to go and do with it? Now you've got it.



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Massive win. Congrats. What now? Are you still motivated? Are you still driven to go and now make it again? Or are you going to live off that for three months and then go? I got to start doing deals again and then you're back in the race and that's what we got to try and do. How do we build our nation delegation so that the hamster wheel keeps turning with ours? Right? And the big thing is that we're going to be working with you is you're already making the money, you're doing the day on a very, very small team, which is impressive. Your boss did it while you're doing it, which everyone's got to work hard. But also it's you need to be able to now have time off and you still make them numbers. That's the key for you. Chris Travel, do what you want family wise and then go on to take two days off. But we just got three more contracts in and it didn't rely on me. That's why we need to get

**Brooks:** 100 percent and that is what this year, this first quarter. Hopefully, it doesn't trickle into Q2, but if it does, it does. That is the main priority. You know, I hate to say this as I'm getting older, but I am 40 now and you know, I just see life differently than I did five years ago. That sounds crazy, right? Because I'm not by any stretch, but I see life differently. You know, my kids are getting older. There's things that I want to do that with them, with me that I haven't done yet for no reason. There's no reason that I shouldn't be taking more vacations, doing more things. So that is a number one push for me this year is to get to that point and let the business continue to run while I'm doing whatever else that I need to be doing. So, yeah,

**Gavin:** Man absolutely, there's always different growing phases, right? And it's always continuous. I don't have it all all, you know, all mapped out, either, or we went heavily into flipped and it derailed the wholesale and you learn and you know, we went for five six flips at a time and then all the wholesale people out and start working on that because things was going sideways and it's a learning process, you know? Now I know next time I know what I missed, I know what I need to do, and a lot of it's through them. Key players, right? Having your key players around you be able to build that. But let's go back a little bit. So when you start making this money, you're doing your work in. So tell us, like, how did you you had a plan. Everyone needs a plan so you can execute, right? If you don't have a plan, you spinning your wheels, you sit there for six hours and do nothing, nothing. You didn't just sit there thinking about watching TV. You literally sit there trying to do something, but you didn't have a plan so you can execute. So you just got overwhelmed, basically. And that 5000 things going on in your head and then you didn't execute on any of them. So first thing is, you've got to build that plan, then you got to execute to tell us a little bit like, how about how did you plan your day out, like time management wise to be able to get this business and make this money while you are working?



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**Brooks:**

So I worked at night, which was helpful for this. We obviously used direct mail, which we could automate. OK. At the beginning, it was all direct mail. So my assistant would handle the incoming calls. Usually I was asleep, right? She would have prescreened seller leads that I would. I would call usually on my way home from working nights. So if I had three or four motivated people, I needed to speak to. That's why I did it, so from nine to like 12. That is also the time that I would go and look and see property. So if we had someone that was qualified enough for me to go look at their property, I did it then or after I would wake up, which was about five six in the evening. So dedication, discipline, right? I sacrificed a lot. I sacrificed a lot of time. Sleep family quality time to to make the business what it is to get it off the ground. Built the rentals up fairly quickly. Right. Because my, my process or my my journey is a little different. So we we built rentals first and then did rehab flips and then started to do wholesales and things like that. So it was kind of backwards of what most people do. So I had a pretty good income coming in from rental properties, and my assistant would manage those. So I wasn't like taking maintenance calls and things like that during the day. Fortunately, because that that would have just, well, I did for a short period of time. Let's not let's not say here, I did do that for a period of time. So I think it's invaluable for someone who's trying to do it. You need to learn the business because that way you can tell if a property management company is giving you good service or not. If rentals that you're in, if it's wholesale, obviously you need to be the one doing that business so that you know, you know what it takes so that you can hold your team accountable, that you can hold your acquisitions person to a higher standard so that you can listen in to their calls know. And then obviously, as time change, like the last year I was driving a tractor trailer. I had a day run, which was seven a.m. to seven p.m. so I would take calls, man. I mean, I'd be driving down major interstates and I'd be talking to sellers on the phone. So she gave me a lead. I'd call him back and I'd be locking up contracts or the best of my ability or set my own appointments on the telephone. And it just this.

**Gavin:**

Yeah, I think the thing is, you just like when I got started, you just have to do what it takes. Right. And and it's not forever right now. One of the biggest things is is that when I had you on the panel the other day that we talked about is that you would wish that you would have got more help sooner to exit sooner, because I've known you for about five years. I knew the money you were making and I'm like, Dude, just go right, do it. Just get on your own and do it. And but but again, you had a good job. You didn't hate your job. Good benefits like so you had more riding, you had a family, and it's only right when it's right for you, right? I went all in and I've never even done a deal. I the right, but I didn't have. I didn't have the responsibilities of other people. So, you know, I'd made I'd moved from England to the United States. I really made the biggest decision of my life to that point. So anything else was kind of like, well, whatever I can do that I can do anything right. So but yeah, so I don't know where I was going with that. But basically.



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**Brooks:**

So I think what you were going to say is and I to and I would 100 percent second, this get help faster, right? Don't try to take a little bit from this person a little bit from this person. You know, they call it, I guess, the YouTube University. Can you learn how to do things on YouTube? Absolutely. It is such a valuable tool and you should use it as continued learning, right? However, you should jump on board with someone like you guys or whoever right whoever's best for you to expedite the learning curve and to get you. I mean, here's a thing, right? And you're right. I put this off way too long because it's a tax write off to write as a business owner. Guys, it's self-improvement. You are joining a membership. You know your coach, it's coaching. You can write that off as an expense on your taxes. So for me, I have no excuses. I mean, it was just sheer, just being bullheaded. And that's just just call it what it is. So but now, like I said, I got older. I got to the point where I was like, This has to change because I'm not willing to sacrifice this anymore for this. It's just not it. It's not necessary. And why wouldn't you want to create a business for yourself, not another W-2 job? And that's what you will fall into, and you will be more busy than you were at your job, for sure by one hundred and twenty percent. And you will have no one to help you do this. Do that. Where at your company, you have other coworkers, you have a boss, you can go to, you have all these different things when it's just you doing it and it gets lonely quick. And, you know, so I would say.

**Gavin:**

And also, I mean, the two key words discipline, right? Dedication that you need in this business and you are exactly right and sometimes you don't have the support. As an entrepreneur early on, because you're not proven, all friends and family right and people around, you know, and that's nothing like that's just their opinion. And that's that feeling and you have to take them on board. We don't always have. That's a noisy, lonely place. Nor is it that you have to say, you know, you have to get yourself out that you have to. You have after work, you know, when I was in England traveling, I'd be getting off at 3:00 in the morning to sell a class because it was people in Phenix seven eight hours difference. And they were getting off work. So it was either do it, darling, get old or just so well, I'm going to do the deal again. It wasn't an option. So we are getting to no one else was saying, you need to get up at two. I was making myself do that because I had to make five 10 grand by doing it. So that's what I did. So it's all these little things that you have to sacrifice, but also making sure that everyone's on board, that there's a time frame in place because everyone has a job to start with. But it's the way the plan of exit. How are you going to exit the business is the key. How do you actually get out and put other people in place? And that's when then building a business is all about key players, because if it's not you, you're the best. Anyone in that business is the best. And don't be deluded, you're acquisition manager is the job you admin is a job, then they may fight for you and they like you and they're going to show up and they're going to do their best. But it's not their business, so they're



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never going to work as hard as you. They're never going to want to as much as you and you can't expect lot and just go back to the jobs that we've had. We show up and do a job, but we're not that bothered if it's not going well or whatever. We want it to work, but we're not going to be like losing sleep over it. But when it's yours, it's different. So change it again. That mindset, the entrepreneur life, the mindset, the work life balance, all of these things. And again, I don't get it perfect. You know, I don't get it right myself. And it's an it's about the internal to be able to show off as an entrepreneur and be present. Is that one of the hardest things for me in this in life, in life?

**Brooks:**

It is. It's so is it. It's it's the number one man. It's like, Well, I'll just look at this even when you're trying to relax in the evening. It's just the phone never stops. So I applaud people who can master that. And I think it is. It's super important because that's when you really know that you have created something that can sustain without you, right? And knowing that and having the confidence in your team to handle those things that comes up when you're with your family or when you're trying to be present doing something else, that's just a business, right? That's a business I think I know for me personally. You overcomplicate that. Like you just said, you think it has to be me or if it's not me, no one's going to get it better than you. Well, even if they do it 80 percent to what you could do, that's better than you sacrificing not going to dinner with your family or missing your kid hit a home run at the baseball game because you're you're taking a phone call right up.

**Gavin:**

I mean, you know, yeah, and I do it all the time and I still do it and I'm working on it. But it's like I've learned to know that this is going to be just like mindset. Just like reading a book just like diet and just getting thin or bulking up or whatever you are trying to do is there is consistency and it's doing it better every day to make yourself better. Right. And I don't I can have conversations sometimes with people, and I'm thinking about a deal. I have no idea what's happening right now and I'm just agreeing with you and I'm not concentrating on that. And then and I'm like, I'm doing it again, like, why am I doing that? Like, I've answered something and I've agreed that don't even know what we're talking about. So and it's little things like that that take time, you know? And I did it. I just did it. On Sunday, I was at the the golf event, the Phoenix Waste Management. There's a hole in one. I have a box on 16 and I'm on the phone. Missed it. I've seen it. I've seen the rule, but I missed it because I wasn't present. I'm on the phone on Sunday. Another example? So again, it's something that is a constant work and and it's doing things like shut the phone off, put it in the other room, take your watch off this as much as I love it, which is if you're not on video, which is the iWatch, I love it, but it's a it's a brutal rule because it's like I'm doing something and my phone's ringing and then I'm like, Oh, I got to tell you this like, so you've got to put your watch in the other room. You know, you got to do these silly things so rarely if you really want to be present and that's what I'm working on. But my point is as an



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entrepreneur is are always trying to learn and grow. We're not perfect and no one is. So you've just got to really work on the mindset, understand how you're going to accept, understand you got to work harder than ever. But it's what am I going to do when I start making money, when I'm going to do? Who am I going to hire? Who can I hire now? What can I outsource immediately so I can focus on making the money? Because if you're wearing every hat in the business, you're going to be very busy doing a lot of very busy work. This is not really going to make you any money, but it needs to be done right. And that's where I think a VA a local assistant are the first hires that you need to make. So they can generate these things doing direct mail inbound calls so you can take them because if you're not on the phone, in my opinion, if you're not on the phone, you're not making money. And I have that. So today, if I am not talking, I'm not making money unless you have a mouthpiece as a partner, 100 percent.

**Brooks:** And if you're doing all those small task in your business when it comes time to make the money making things happen, you're already exhausted. And that is the problem, right? That is a problem. So any advice for somebody that's starting out right to what you say to get that VA get somebody to offload all those small tasks that are so they're important, they have to be

**Gavin:** They're very important.

**Brooks:** But you've got to get rid of them. You got to get them off your plate. So that way, you can spend your time talking to sellers. You can spend time sharpening up your sales skills on the role, playing with other people, going over how you're going to handle calls, listening the calls, the actual stuff that brings money in. But more importantly, I think that you should enjoy what you do. So if you don't enjoy talking on the phone, you need to find somebody who does this, you know, because you're just going to be you're going to be fighting a battle, right? If it's if it's something you despise doing and the funds are cactus too, you are talking to sellers is really uncomfortable. You're not going to do it and then you're not going to make any money. Then you're going to say this doesn't work. And really, it's just because you have kept a job that you should have given to someone else way sooner. I am guilty of this with some of those little task, right? They weigh me down. Yeah. You know, I'm still which I told her. This will be the last time she has my input for tax season, right?

**Gavin:** So the plan that we talked about that, you know, when when I got to want to work someone like you, I'm like, What are you doing? Like, why are you the one doing all the things? Because how much time? Right? If you look in, you're going to make. I don't know. Let's say you make 50 grand a month. Right? I know for sure that you can go and hire a full



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tax person or a bookkeeper that's going to do all that. So you can focus on making 50 grand a month because if you take your time and put it in, it's costing you a lot more than what a bookkeeper costs, right? As a, for instance. And it's stressful and it's a nightmare. I have Lauren, who works for me, works full time on flips, properties, managing the books, doing all that, you know, and then, but it's the best money that I can spend because one I hate it. It's no, I don't. I'm not good at it. And two, if I was doing it, it's going to cost me a ton of money to do it.

**Brooks:** Mm-Hmm.

**Gavin:** You know, and that's just one thing in the business. And then we go on to other things like, you know, a task that I got you to do. I need to know what was what things, what is everything that happens in your business? And then what are the things that you actually want to do? And what then do you need to do right? And when we have all these tasks and I'm like, why? Why, why? Why, why do we need to be doing them? And it's just the unknown. And it's just build in that because your your progress, the right, you're a grind. That's why you're successful. I already know that. So how do we then go? Well, if you want to grow, we need your time back. Or if you want a life, we need your time back. So whatever we're going to do, we need your time, Kiran. And that's going to be the move. And everyone's different. I mean, some people love to work, right? So and you're one of them, people. I am. I love to work. I said to Gabe yesterday who works for me. We kind of took the afternoon off yesterday. We've been in challenges and I felt guilty for doing it. I felt guilty for not working. And it's crazy and it's trying to again rebuild it. And you laugh because I know you do. I know you do. Because it's entrepreneur. No one says like, until you do it and you crack it. And I think it comes with age and it comes with time and all of them things, but you have to identify it and look for it. Of the things that we've been talking about today, but go on, what is you going to say?

**Brooks:** You know, to that point, because you're right, I do this same thing. But now I've been asking like one in particular seller sticks out in my mind because it was recent, like last week and I asked him beautiful home and they just were ready to sell right away, like just get up and move south. And I'm thinking, what? What inspires people to act so quickly with this house that you can list and make more money than me? And he sat down and we're out in the front yard. We're talking about this and he just says, You know what? Number one money is not everything. And number two, I don't. I'm on short time. I'm on short time. And he's like, We want to go and do everything we want to do right now. And this house is means nothing to us. I mean, so so when you put things into perspective, right, you know, because we're in the business of helping sellers, right? And there's always some sort of problem. Usually when we're when we're called to help us.



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**Gavin:** So what if and if there isn't, there's not a deal.

**Brooks:** There's no deal, correct? Yeah. But more and more lately, I've been asking just to try to get to know him a little better. I don't know, like I said, maybe it's I'm getting older, I'm just trying to feel these ways that these waters for myself. And it's never about the money. It's it's not. It's never about making more money for people, it's about having better experiences. It's about making more memories. So, you know, I would tell anyone who listens to this, like making money in real estate is great and anyone can do it because you really can. You really can. If you'll focus, you'll dedicate and you'll get hired up with somebody and the money's phenomenal. You can retire. You can make a lot of passive income. The sky's the limit for you. But don't lose sight of getting to that point where you allow that to all happen and you don't make as much money because you're not going to make as much money, but you're going to have the time to do all the things that most people will never do because they won't sacrifice in the beginning, for sure.

**Gavin:** And that's and that's the exit plan, right? That's having the plan of of, OK, I got to work. I'm going to do this. And I had like a three year plan. I was like, Okay, within three years, I exit the business and that's what I did. You know, and I ran a plan with with no money other than time. I made money from 100 percent or 50 percent of the profit without any outgoings other than my phone and my wife. Right. So I knew that and I knew I was working 10 12 hours a day being on the phone, doing it. But I knew I could build up enough money to then exit that, find someone else, build the systems and then start creating it. And that's what I did. So it was all part of the journey. And I did a podcast on this before, but I found kind of my bulk of my strategy from when I first opened the course and got into real estate and I had my goals and I had my short, medium and long term goals, and I had no idea what I was doing. And it was kind of amazing that my long term growth goals actually happened, right? And I had that vision, and that's what I did. But it was the journey of getting there was wrong. Like, even from the marketing that I said I was going to do, it all changed from the market that I picked. I made mistakes. I was in California and I went and I was getting off the golf course at five six o'clock and I was marketing in Jacksonville, Florida, with a three hour time difference. It's nine o'clock at night. I can't have my phone on at the golf course like all of these mistakes that you make. And then but that's how you learn, right? You learn from mistakes. And even in our coaching calls today, it's not what have I done? This is super success. It's like, what has gone wrong? So you don't do it 100 percent.

**Brooks:** You learn from your failures. We all hear these things right. We all hear it. It's repeated over and over. You just have to accept it and try to. I never could understand this. Who



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would want to fail forward faster? Right. That concept to me was just, like, ridiculous. But the sooner that you find out that something, I love this by Jim Rome, I think says this. I know he does a lot. The sooner you find out something doesn't work, then you change the plan. Yeah, but at least you know, it doesn't work like past. So.

**Gavin:** Absolutely.

**Brooks:** So I mean, it's just it's just you have to know when things aren't going the way that you want them. Course correct. Figure out if it's you or if it's in the system, whatever it is. But don't delay, right? You need to find out now whatever's going on so that you can make things happen in a different direction. You know, and at the end of the day, if something like you're going to win something, you're going to lose some, you're going to buy some deals or you're going to get stuck with some deals that you don't want. Like, I'm closing on one right now that I don't really want. Yeah, that's that's part of the business, you know?

**Gavin:** No, absolutely.

**Brooks:** I could walk away from it. But then there goes my reputation. My reputation means more than than losing a little bit on a house.

**Gavin:** Yeah, no, absolutely. And again, that comes with experience and time. Right? So to be able to do them things so awesome. Brooks, although I know we're at thirty five minutes here on. And I appreciate you. I think people are going to get a lot of gold this year. So guys, if you're watching, make sure you again, you like and subscribe drop as a comment. I'll make sure Brooks sees it if it's for him or if it's for me. Make sure you drop as a comment and we'll try and get back to you. Brooks, before we wrap it up. Anything else? Bud again, I appreciate, you.

**Brooks:** No man, I really appreciate the opportunity. I'm looking forward to getting more in-depth with you in the program because that's what I came to you for. But I would just leave everyone with this, you know, I think it's number one. Like Gavin, we started, your mindset is huge, and I think that it's how you wake up and how you close your day. So have a morning routine, whatever that is for you, for you and your goals. Do some reading a really good book. You know, spend 20 30 minutes reading it sounds hoo hoo. But yoga is always been great. Just do something that is this consistent every single morning and then review your plan at morning at night. And that's how you start and in your days, and you'll be amazed at where you'll go. You'll just be amazed at where you'll go in life. So that's why



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- Gavin:** I love that. No, absolutely. And one thing I never ask for. We got into your journey here, and I just want to plug something in real quick for people is what markets are you actually work in buying them right now?
- Brooks:** So we are an hour 20 an hour and a half west of Baltimore and D.C. So Maryland, West Virginia, Pennsylvania and Winchester area of Virginia. So we work little pockets of those states. So I mean, we ride right along like maybe one.
- Gavin:** Four states here, anywhere close to that last where you're kind of doing deals and looking.
- Brooks:** Absolutely. Yeah. Frederick, Maryland if anyone, I mean, we're a little west of Montgomery County, so just give us a holler. I mean, even if it's a deal that you know is out of our market, I mean, we know how to move deals.
- Gavin:** So yeah. And yeah, and he'd say, if you have any idea, just kind of thing here on the screen, say any local deals or deals if you want. If you want a JV with Brooks in that local area, two four zero three four two four six seven five That's kind of his buyers line to see what, if, if, if you have a deal, like I said, they can either buy or maybe JV, then hit him up.
- Brooks:** Or if you want to, you know, figure out how to be a passive partner. I mean, you know, we're always buying deals too. So yeah, that's all the relationship. So.
- Gavin:** Great. Awesome. And guys, just real quick for me, if you are interested in working, if you want to come in to our group or mentorship. We go live every single day with group calls. We have a lot of other stuff going on, which is awesome. You can surround yourself with people like ropes in the group. We have a lot of successful people, we have a lot of new people and everyone is trying to elevate up in their own rights in their own way. So if you're interested, go to Ari Network dot com slash. Join our line network dot com slash join and check that out. And that is all we've got. So Brooks, I appreciate you, but thank you so much again. We'll get you back on in a few months and get an update on what's happening with you and we'll go from that. Thank you.
- Brooks:** Thanks a lot, man. Appreciate it, Gavin. All right. Bye bye.