

Episode 1628**[INTRODUCTION]**

Matt Cummings (MC): What I get to do every day is just meet incredible people who want change, right? And I get to help them identify what that means. I get to help them identify their purpose, write it down, and really kind of quantify those areas of their life where they want to name them as the most important characteristics, the most important groups, the most important people, the facets of their life, that they want to make sure that they are moving the needle forward in the direction that they want to.

[INTERVIEW]

Deana Berg (DB): This is Deana Berg and this is your daily real estate syndication show. I am here today with a guest Matt Cummings. Matt works for building champions, a performance coach organization, and Matt is none other than my brother-in-law. I'm just going to tell you that upfront, it's going to make your listen a little more fun and interesting to seek out some of the family secrets that might emerged. Matt spent 20 years in the software engineering career. We're halfway through that career, he discovered a treasure, you'll have to listen to the show to find out what that treasure was. But I loved the way that Matt will tell his story and how he had different points of failure and success and rejection and new life. I think the whole thing is a wonderful story. So I know you're going to enjoy this.

DB: Matt is a leadership coach. He seeks to actively listen to his client so he can approach each of the coaching sessions with empathy and curiosity. Throughout his own leadership journey, Matt servant hearted style was noticed and appreciated. And he carries that approach into his coaching sessions. I could say so much more. But let's jump right in.

DB: Welcome Matt Cummings. Today. I am so happy to be hosting Matt Cummings. My guest. Matt is a performance coach, which we're going to hear a little bit more about into the future of the show. But I've been looking forward to this for some very specific reasons, which I will get into in a moment. But first, I just want to welcome you, Matt. Thank you for coming.

MC: Thank you, Deana. I'm honored to be here.

DB: Oh, good. I'm hoping you can give us a little flyover. I asked for that for my guests as we start and just tell us a little bit about yourself, about what your history is. And then we'll jump into what you're doing now. So why don't you give us a flyover tell us about your family and about your work.

MC: Okay. Yes, I guess I'll go backwards. I live in Queen Creek, Arizona and outside of Phoenix. I've got a beautiful wife and two children. One is off on her own. She's 20 at Grand Canyon University. Our son is 17. He's got a tennis match today. Pretty normal. We have a dog Maverick, very likely see his tail. Or, you know, maybe barking at lizards if they show up today. I grew up in Northern California. I lived in the Pacific Northwest for about 20 years. We lived here in Arizona for about six months

after living in Chicago for five and I'm Italia march in Arizona is much, much better place to be.

DB: Pretty sweet compared to Chicago, right?

MC: Yes.

DB: Okay, so let's break those little journeys up. And then you can expound upon all of them. I just want to say as a spoiler alert, and part of the reason that I'm so excited about today's show is that Matt is my brother-in-law. I'm particularly excited because I'm a fan of his. But why don't you tell us a little bit about your career and how it really got started? And maybe what were some of the main keys turning points or that got you to where you are now?

MC: Yeah, yeah. Okay. Well, a lot of my clients hear this a lot. So hopefully, it's not too much redundancy for them. If they're listening, going way back, I met your sister while I was a Navy. I think I met you about that same time, too. When I got married, I decided that I need to get out of the Navy. And I went back to school, and I got a computer science degree and spent the next 20 years of my life in technology. About midway through I came to a crossroads where I had to kind of decide am I going to dive into leadership? Or am I going to go deeper into technology, maybe earn a PhD as some of my colleagues were doing? Neither of those sounded good to me.

MC: So I engaged with a 12-month coaching experience with building champions, and my life changed because of it.

DB: This was when you are in your previous career. You did this coaching?

MC: Yes, yeah. So about half midway through that 20 year span in technology, like worked with a coach and I learned a lot about myself and a different styles of leadership and decided and took a what we call it strategic bet on taking a leadership role. And we were hugely successful. Because of this, my team and I, my small team in the company saw that value that we were adding and just poured into us and we grew our team and next thing you know, just a few years later, I'm promoted to manager then again to Director. We started an offshore team in India.

DB: Wow.

MC: Things went really well in record time. I mean, it was my coach to thank for that for sure.

DB: That is amazing. I want to hear more about what was going through your mind when you were doing that coaching yourself. And did you have hoped for it? Did you think you were kind of just experimenting or going through the motions? Or were you like, man, this really could change my mind. Did you want to do this? How did you even make the decision to do this?

MC: Yeah, it's interesting. You're asking what was a? How did they come to the decision to do coaching?

DB: Yes, back in the middle of that career.

MC: Yeah. Well, I just kept on hearing more and more about the benefits of coaching, I had a really good friend that became a coach. And it just like I said, earlier, it sounded a little bit like I was at a quote, like it was a crossroads. But really, I was kind of at a time, like a breaking point, really, I wasn't happy with either options. And I just didn't know what to do. And I was seeking others, I was going after just having conversations with what options do I have, I came to a point where I just didn't think I was going to be able to stay doing what I was doing for very long. So yeah, through that engagement, and working with a save named Coach Dan Boster, was a really good friend of mine too. And he just really encouraged me to stretch.

MC: And so think about what we now call our my purpose. And it's kind of a growing in popularity these days to the idea of discovering your purpose, finding your purpose, then chasing after it and making sure that you're in alignment with it. And that's exactly what I did. And through that process, I learned that I just had these, this gravitational pull and natural tendency to want to lead people not for my own game, but for theirs. And so really, that's kind of the definition of coaching. True, true definition is like really help doing what you can, help other people become the best versions of themselves. So he did that for me. And then, of course, fast forward another 10 years, he helped me through another opportunity to really make that transition from personal leadership to organizational leadership. And, then also, he was the one that started recruiting me a few years later or a few years ago, you would say.

DB: Okay, so I want to back up when you were in that process. What was your self-perception of your leadership capabilities? When you were in the first 10 years of your career? I mean, was that something that was a new to you? Or was this like, man, finally, I feel like I'm going to be running in how I was made to run.

MC: Yeah, so before making that decision, in my examples of leaders, leadership was kind of a hit and miss. I know, they're talking about sports coaches, some teachers, military leadership is, you know, a lot different than what we do in business. But all those examples did not sound good to me. But then I learned about the concept of servant leadership. We're calling it servant leadership now, but again, it's just pouring yourself into your people. And once I realized that, I could do it. And it wouldn't be for my own game.

MC: Once I learned that I could find out what my team members wanted and then help them achieve that everybody wants it. The team was successful and productive and ways nobody expected and things just continue to improve for them, and they grew in their careers. And really, at the end of the day, even after I left that company, I have to say that one of my most proud moments came after I left and I had a former team member of mine who was promoted into director actually my successor, and she just thanked me for the guidance and the direction and just the assistance that I gave to help her even realize what you want it to be. Yeah.

DB: Wow. So not only did it unearth a treasure in you, it really taught you how on the norm and your interactions with those who you manage to unearth treasures in them sounds like.

MC: Yeah, exactly.

DB: Okay, so how long then what happened and then transition out, you had gone through the performance coaching, leadership coaching, then what happened?

MC: Well, then I was laid off. I was laid off in January of 2020, which as you know, you might already realize it was right before COVID happened. I had a 14-and-a-half-year career with this company. And so I had a nice severance package. So I wasn't worried I didn't really even start looking for work right away. And then COVID happened. And so I had the luxury of being home with my kids, and really doing a lot of soul searching. But I got to have a lot of fun to really thinking about what can I use take this like blow to the ego and this seeming awkward stumbling block for my career, and just pour into them.

MC: So when school shut down, we went to Florida, we spent two weeks in the Gulf Coast and just really had a fun time in that transition. But then when we came back, it was time to start really thinking about like, uh oh, at some point, I'm going to have to rejoin the workforce. And then of course, like so many people remember from that time, it's like everybody had these hiring freezes. So I went through about 11 months of rejection.

DB: Wow.

MC: And that was hard to take.

DB: Because you're at the pinnacle of your career. Essentially, you get laid off. COVID is launched. And it's followed by 11 months of what you just did not expect.

MC: Right. Yeah, it's pretty emotional. There's a lot of times I just remember having conversations with my wife and transfer go okay, what am I supposed to be learning through this? What are the next steps here? And how much more of this of these knows, can I take? And it's a struggle. But you know what I look back on that time as really a pivotal moment, because well, we know what happened the end of the story, I did find a job. And I mentioned earlier that my coach reached out and they were talking about these new programs at building champions. And when he started recruiting me and my first response was like, no way, there's no way I'm going to be able to do this.

MC: I'm not going to abandon the 20 year and career in technology and just start coaching. After a few really great conversations with other coaches of building champions, and a reminder of my purpose, it became an easy decision. And I'm just so thankful, I tell everybody, that was the second-best business decision of my life. The first was going into leadership to begin with back in 2012. But more importantly, was the idea to go into coaching full time. And now what I do is I get to meet amazing people who really care about maximizing their own potential, maximizing the impact that they can make on the world and their careers and their teams and their organizations. And that's so fulfilling. I'm never going to retire, you know, and I wanted to tell you that I learned that from your dad too. Because he one time I asked him you know, he was he was getting a little bit.

DB: Great. Ryan Gregory, just so we all know who we're talking about.

MC: Absolutely. One of my all-time heroes, he told me and I think it was it might have been after one of those amazing rides in the big, ugly, many things. That was so he was so famous or infamous for. But I just remember like, just asking him hey, when do you think you might retire? And he told me, I'm never going to retire. Why would I retire when every day I get to do something that I love? And that was the first time I ever heard anybody say something like that. So it stuck in here I am saying similar things.

DB: I think it's a useful information to know that the infamous Ron Gregory was very successful real estate developer and faithful to that drove around this very old, ugly extended cab for road Aerostar with a giant piece of duct tape that would flap in the wind as it accelerated. And the man just took so much pride in that

MC: It was keeping the front windshields.

DB: He was acquiring office buildings.

DB: He didn't want to be spending money on cars, depreciating assets.

MC: It's a badge of honor for him. He loved it.

DB: He did.

DB: Okay, so let's go back to where you are. Now that we have that colorful description of the big ugly, you learned that my dad never worked a day in his life, and all of a sudden was starting to connect the dots for you.

MC: Yeah, and like I said, what I get to do every day is just meet incredible people who want change, right? And I get to help them identify what that means. I get to help them identify their purpose, write it down, and really kind of quantify those areas of their life where they want to name them as the most important characteristics, the most important groups, the most important people, the facets of their life, that they want to make sure that they are moving the needle forward in the direction they want to.

DB: That's so good. I just want to call something out because a lot of times I interview passive investors, because it's valuable for other passive investors to hear, you know, tips of the trade that these you know, that these investors have learned, how can they add value. But one thing I love about the work that you do, and that I think is important is that I think there are a lot of passive investors who are potentially at crossroads in their lives, they're generating a lot of passive income, it affords more opportunities.

DB: And so when I think about what you do, I think it's good for anyone at any point. But if I were to meet somebody who's at a crossroads, or at a decision making or a change point in their life, I don't think there's a better time to work with somebody like you to do coaching, to help you distill in your own heart and mind both who you are

and where you're going. So let's talk a little bit about what you do. What do your clients look like? And how like, what do you think is your superpower? How do you add value to your clients by being a servant leader?

MC: Yeah, there's a lot of questions there. But let me say, really, what I do through coaching is, is help people realize their own potential. And, but we've got a series of tools that we work with, but I think it's best described by just kind of maybe sharing an example of a candidate and some of the transformation that they've made really quickly this this person was kind of at a crossroads, right. We talked about this. He really thought he loved his job and his career. He was working so hard as he was a welder for a metal fab place in Canada. And he, through doing a life plan and working on his personal vision, he came to this conclusion that where he was not going to get him to where he wanted to be.

MC: And there, it just meant that he was gonna have to have some hard conversations with leadership of his organization. And by the time we were done, this is a six-month engagement, I was working with this particular person. And by the time we were done, he quit his job and started his own metal fab business. And which, by the way, doesn't happen very often, usually, the people I work with, stay with their organizations and do great things. But this particular case is one of my favorites, because he really made a lot of change. But it was, and it took a lot of risk. But when he did it, when he when he made the decision to do it and left his company started his own, he knew he was doing the right thing, because it was in alignment with his purpose.

MC: And it was in alignment with those areas of life, of his life that are most important, including, in his case, retirement, spending more time with family. So started in his own business. And by the time I think was six months after our contract ended, he had sent me a note talking about the success of his business and how he's already saving more money through his own business, his sons were both working for him, he was working from the barn in the back of his house, and everything seemed to be working as better than planned. And so I think what I'm talking about here isn't uncommon, really, it's the idea that I think that everybody can unlock their potential. I work with doctors; I work with dentists that work with fast food owner operators and leaders of pharmaceutical companies. I mean, that there is no limit. And the breadth, I guess, of industry that we work with is limitless, because it's really kind of tapping into the potential of each individual.

DB: Well, I'm so curious, from your bird's eye view of so many different professionals coming from so many different backgrounds, I'm sure some are at crossroads, and some aren't. What can you tell us without naming any names about what you observe or notice about certain clients that maybe from the first meeting or two you know, they're going to be successful, or on the converse, that are kind of like red flags to you that said, if these are going to be some things that this person is going to have to overcome?

MC: Yeah, well, that's funny. I mean, you didn't mention this earlier. But I guess here's another spoiler alert. Deana is also one of my former clients, that you are Deana, and I think that you have a really great story. I mean, so the idea, the first question, I thought, how do I know if somebody's gonna really do be impacted by

this? And I think it's because of you had this desire and passion before we even have this first conversation, you were coming off of a 10 year journey of being a stay at home mom, and ready to enter into uncharted territory for you.

MC: And you were excited about it and ready to do the work. And so this stuff isn't easy. There is time consuming. It's a price but if you do the work, if you put your whole heart into it, well I mean, what happens, you know, what happens when a client really puts their heart into it? What have you seen?

DB: Yeah, I will say it was one of the most life changing things that I've ever done professionally. So like you said, I was really at a crossroads in my own life, I knew I was going to return to my commercial real estate routes in my upbringing. I just didn't know how it was all going to work together, I needed some train tracks under me. And so it was kind of taking all of this energy or passion, as you call it, and ideas and creating an organized way to look out one month, one year, five years, 10 years, and even 20 years, which is mind blowing, because it can be I don't know, I think it's freeing to think out that far in the future, as long as I know that I have the permission to change the plan as I need to. But there's something really powerful about having that plan in place. So doing the work.

DB: For me, I love to be led. I love leadership. I think that that was what you really provided for me in a time where I was all over them. And so I think that you just shortened my journey to get to where I wanted to be by providing that leadership and those train tracks. So I showed up with passion with hunger. I wanted to see something come out on the other side, I was motivated. And so and I also felt like the pressure of accountability of having to produce something every time we met and I was always you know, you didn't always know this, but I was cramming the night before but I got it done. And that's I guess what's most important, right?

MC: Yeah.

DB: That has since given so much insight into the decisions that that I'm making now and then I made through that first whole year after I have that life plan. So for me strategy is it gets me more excited than almost anything. So to think strategically now not just about career and future, but to think about now like, how do I want to interact with each one of my children? What do I want them to remember me my by? And how am I living to create that as a reality? I will say, and maybe this is a spoiler alert for your clients. But the hardest thing that I did was one of the first assignments is that I have to write my own eulogy. So this was very hard. And in fact, I took a full day, a silent retreat, which doesn't come natural for someone like me.

DB: And I spent a long time on that. And it was really hard. And it was really sad to think about writing that eulogy. And to think about how I still have plenty of life. You know, we never know what tomorrow holds. But I still have plenty of life to be able to steer what my eulogy will be, you know, and that was really powerful.

MC: Yeah, good news. You're not dead yet.

DB: Yeah. I'm not dead yet.

MC: You know, what else to remember, Deana is you remember from your vision, and we have these compelling ambitions. The you know, it's one of my favorite parts is because it gives people an opportunity to really dream big and yours, yours were big, yours are super big dreams. And I'm like, what is this? But I mean, share with me. I mean, you just you've told me before, but when you started here at LifeBridge Capital, didn't somebody share with you about your compelling ambitions not being really that big?

DB: Yeah, it was down into the road, I actually shared my life plan, it does feel quite vulnerable, you know, because when you have dreams, as big as I feel like I have, which that's the point of a dream, something you can achieve on your own right? I thought they were big dreams. And it was before it really stepped into this arena and understood, you know, AUM and all of that stuff. And one piece of feedback I got was like, this isn't that big of a dream on one that included numbers.

MC: Right? What, and I love that, I love that. And that's kind of really what I think is good advice for anybody to it's like when you set your sights at a certain level, you have these compelling visions, these goals, these envision futures for yourself, it's important to update it. These are living documents that it's good to revisit it, see what needs to be updated, and you have to do it regularly to.

DB: So on the converse of that question, what are some things that you notice in some of your clients where you're like, this is something that they're going to have to overcome in order to reap the benefits of the work that we're going to do? Are there things that merge?

MC: You're talking about like red flags or warning signs for clients that? Well, you know, we get a lot of, and this is so rare. I mean, I think generally speaking, we do a pretty good job of understanding when somebody is cut out for coaching or but we do have like accounts, where we have large companies and they send a lot of folks to us, sometimes people are doing it just to maybe check a box, or they think it would look good to say that on their annual review to like, yeah, I've been coaching the building champions.

MC: But I think that we have to have that passion, you have to have that inner desire to really want to change them not to get better and do the work. That's not something that I can coach, right. You have to have your own desires first before I can help coach and help you navigate your thoughts. And you helped me crystallize your your ideas.

DB: Yeah. What do you think makes you unique as a coach, when you're having these coaching sessions, and someone comes to you with one of their homework assignments? Like how do you through servant leadership, coach something out of a person that you think is in there that maybe hasn't manifest yet?

MC: Yeah, well, it's interesting, too, because, as you know, we have, we start off with that eulogy, and that whole life planning process, and I know right away, within the first couple of sessions, what's most important to you, and then we continue to work on through and we work on wellbeing, that's the life plan, vision, execution and productivity. And sometimes when we get to productivity, people are mapping out

their time blocking exercise their ideal week, and they miss a lot of stuff that they told me through the very beginning.

MC: So that's kind of what I like to do is I like to connect the dots, and somebody that says, oh, hey, you know what fitness is really important to me, but then makes no effort to put fitness on their ideal week. So just connecting that dots in keeping in mind what I hadn't know about the client. And so I don't know maybe that's a little bit of the my technical background coming through is just like finding the gaps and being able to call that out. And I'm committed, I'm committed, you mentioned accountability earlier, one of our commitments is accountability. And so sometimes that means I have to call it out.

MC: And in a lot of times, people are just they they're like, oh, you got me, right. And so that's the beauty of it. Because sometimes we have blinders on. And it takes an external perspective to pull out what's most important to remind us about what's most important.

DB: Do you think having this career change? And this is what you do day in and day out? Has this changed the way that you interact with people in general friends, family?

MC: My wife would probably say yes. I don't know. I feel like this is the authentic to self, but I've always been, I don't know that it's really changed how I interact with people. I think I have better tools now. I have a better concept and how to really kind of pull the best out of people and to really find out what people want. And so maybe the questions are different, but I don't know that I've changed.

DB:

Yeah, I think that's it, I've noticed that you ask really good questions. Really thoughtful questions.

MC:

Thank you. Thank you.

DB: Yeah, that's amazing. I love the journey and the fulfillment. So we'd be really great if you could kind of paint the picture of what it looks like to do performance coaching with you.

MC: Sure. Yeah, we there's a few different programs, we have really structured programs, those the what we call our elevate programs, those are what we call elevate yourself leadership, we have elevate your team leadership, shifting the focus away from yourself, and then kind of bringing that to your team. Creating vision, of course, is a big part of that to talk a little bit about culture. And then we have elevate your coaching leadership, which is interesting, you know, maybe I'm pitching this to you a little bit. But when you start leading people, what you want to do is shift your own learning from what you've gathered from some other resources. But how can you give that back to your team? How can you help them and coach them in a way that maybe you might not otherwise?

MC: So we have that program, too. But my favorite, where I see the most transformation really comes with our leadership coaching, and those are 12 months of engagements. And we dive deep. We do disc analysis where we understand communication profiles, we do like of course, we get the life plan involved, we do personal vision, we do all kinds of stuff that we go throughout through the year. And in that's where the fun can happen. Because we have a little bit more lead time and more time together the you know, a free session too. So it's, um, I hope I answered the question like, what is it? What does it look like to go through, and really kind of be it's tailored to your needs, really.

MC: So if, if you want to learn how to be a better leader, okay, then maybe team leadership is a good one, if you want to learn how to be a better coach. Now that you understand leadership, and you want to bring that value to your team, you're welcome to do that, too. But you know, usually we we'd like people to start thinking about their own self leadership or and really that the core for what we talked about the wellbeing vision, execution and productivity as a framework to build on for sure.

DB: And what would you say is the time commitment for somebody, let's say, who's in a crossroads right now, they're not sure about the ability to do something well, how do you explain what kind of a time commitment it is?

MC: Yeah, well, the life plan exercise, that's we encourage people to do kind of like what you did you take an entire day without distractions, turning off the mobile phone, turning off the notifications, and really focusing on yourself and the legacy that you want to leave. And so that's a whole day. And we have those two big heavyweight assignments, the wellbeing the life planning, and then division, it also takes a good chunk of time.

MC: I mean, you know, six to eight hours, maybe, but you know, that and then investment right away, right up front is really valuable. But it is sometimes a barrier for folks.

DB: But if you think about how it can dramatically change the trajectory of your life, your fulfillment and satisfaction, I think it's a no brainer. It's like a really inexpensive use of time. You know, like, this is the best return on investment for these eight hours, how many years to come? How much connection with my children and intentionality? So, yeah, I think that one of the most powerful things because Brian, my husband also did this exercise, when we both shared, we hadn't shared it, we kind of went through the whole process.

DB: And you encouraged us to do this to share once we had made it through the whole process, so that we weren't necessarily influencing one another, but kind of operating out of what was coming up from inside of us. And when it did come time to share our eulogies. It was just a tear fest. But it was really powerful to really hear each other articulate, you know, our purpose and who we are and where we wanted to go and be in life. And so it was also very unifying. So I know it's rare for probably a husband and wife to do this simultaneously. But I will say it was incredibly powerful and helpful.

MC: Yeah, I'm so glad that you that you did that together. And I encourage a lot of my clients to share, even if their wives aren't going through or husband or their spouses aren't going through coaching to just maybe open it up and share it with your spouse, but also, let's take some feedback. I mean, because really your envision future shouldn't be aligned. Right. And sometimes some edits need to be made there again.

DB: Very good. Well, I'm sad to say that our time is coming to a close. I've enjoyed this thoroughly. I would love to just ask you a couple of questions, lightning round, if you will. I know that you are a reader. Are there any books that come to mind is really helpful when you think about life transformation and being intentional and strategic impact on you.

MC: Yeah, there is. So we're talking about rejection and going through 11 months of rejection. A little while ago, so I read, there's a book called rejection proof. And then for the life of me, I can't remember his name. I'm sure it's on my bookshelf back there. But it's a beautiful and funny story about rejection. And this this man who sought out rejection and for 100 days of rejection, and it's just, it's bad. But what it comes down to, is, really, it's just a number of no's is as soon as you I guess that's a spoiler alert as soon as you reach that number that the number of no's that you're going to get pretty soon you're gonna get a guess.

MC: It's not about you. Sometimes it's not about the product. It's just about, it's just a numbers game. So love that one. Let's see, well, you know, I gotta plug my boss's books Living Forward by Daniel Harkavy and Michael Hyatt was transformational for me even before I became a client that is building champions, and I've given that book away to everybody. So looking forward, for sure. Becoming coaching leader, also Daniel Harkavy. And then his most recent one, Seven Perspectives. Effective Leaders are so good. I think that's probably I gave before I think you may have asked for one.

DB: That's great. You're a prolific reader, I know that. What is practice personally that you do that brings you life restoration, something that's extracurricular, potentially out of work that you find rejuvenating?

MC: Yeah, oh, there's, there's a lot. I think morning routines are really important. And so I'm a believer, so I spend some time or prayer, and others may meditate or whatever. But I think having a morning routine, that's really, you know, not full of distractions, like a lot of people just want to jump right in the email. But if you take a moment really to center down and really think about the day, I think that can make a big difference.

MC: For sure. Also, I have golden retriever mentioned Maverick earlier, and walking the dog is something I do just about every day, and it gets me outside, and I get to see creation. And sometimes I'm pulled along. Sometimes I'm pulling him along, but I'm outside for you know, 30-45 minutes a day, sometimes twice a day. That's really life giving.

DB: That's wonderful. Well, the last question I have for you is how can people find you?

MC: Okay, yeah, well, I think you're gonna, you're gonna post my email address, you've got my LinkedIn on there, too. And but yeah, just send me a note. And I'd love to just spend a few minutes in conversation just to see what you're thinking what you'd like to have different in your life, or better or completely, I guess, scrub and start over. I mean, this can be powerful for anyone. So I'm curious about you, and what you'd like to see different.

DB: Yeah. And in case you're just listening, you want to jot it down. That's matt.cummings@buildingchampions.com. All of it's just how it sounds. Well, my challenge to you as a listener, is to take inventory on a strategic plan in your life. Do you have a purpose and a vision? Is it something that you're interested in pursuing? If so I can't think of a better person to recommend than Matt Cummings, even as a starting place to investigate further, but I think that this can be a pivotal show if you actually apply it. So Matt, thank you so much. I loved talking with you hearing in depth about your story, your journey, overcoming rejection, and the promised land that you're living in now. So thank you so much for sharing with us.

MC: Thank you for having me, Deana. This was really fun.

DB: Well, maybe we'll do it again in the future.

MC: I hope so. I hope so.

DB: All right. Thank you.

[END OF INTERVIEW]

[OUTRO]

WS: Thank you for being with us again today. I hope that you have learned a lot from the show. Don't forget to like and subscribe. I hope you're telling your friends about The Real Estate Syndication Show and how they can also build wealth in real estate. You can also go to LifeBridgeCapital.com and start investing today.

[END]