



**SPI 240**

# **Tips and Tricks for Getting the Most Out of the Conferences You Attend**

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Pat: This is the Smart Passive Income Podcast with Pat Flynn, session number 240: “Hey, Want to Meet Up?”

Announcer: Welcome to the Smart Passive Income Podcast, where it’s all about working hard now so you can sit back and reap the benefits later. Now your host- he preps all of his food for the week on Sunday- Pat Flynn.

Pat: What’s up, everybody? Thank you so much for joining me today in this session of the Smart Passive Income Podcast. I’m super thankful you’re here with me, and it’s just you and me today. No guests on the show today.

I think the last time we did this was actually 10 episodes ago, in episode 230, where I talked about my journey from starting out on stage as a public speaker, and that happened in 2011. In that episode, episode 230, I actually take you back in the DeLorean and we actually listen to myself from 2011 and a few of my other presentations, and I give commentary about it. Actually, by far, over the past- I don’t know- I’d say 50, 60 episodes, that one has had the most incredible feedback, just because it’s done in a very different way. If you haven’t listened to that yet, I highly recommend you check it out. That’s episode 230, and of course, the short links to all the episodes are [SmartPassiveIncome.com/session](http://SmartPassiveIncome.com/session), and then the session number. For that one, it would be [SmartPassiveIncome.com/session230](http://SmartPassiveIncome.com/session230), and for this one, it will be [SmartPassiveIncome.com/session240](http://SmartPassiveIncome.com/session240). All the links and show notes and resources are going to be there. I’ll re-mention that link at the end of the show.

Speaking of public speaking, speaking of public speaking and events, that’s kind of what I wanted to talk about today. Not necessarily the public speaking part of it, but more so the, “How do you go to an event and attend it, and enjoy it, and get the most out of it?” 2017 is coming up. Some of you might be looking ahead at your calendar, trying to decide what conferences to go to, where to go and meet up with other people, who you want to listen to. I actually have a schedule on [SmartPassiveIncome.com](http://SmartPassiveIncome.com) where I’ll be speaking, at least where I know I’ll be speaking in

2017 right now. If you go to [SmartPassiveIncome.com/speaking](http://SmartPassiveIncome.com/speaking), you can go ahead and check that out. That's actually also where you can go and hire me, if you'd like to hire me to speak on stage for you and your peeps.

Anyway, I just actually got back from an event, FinCon. I'm recording this in September, a week after FinCon just ended. FinCon 2016, which is the Financial Blogger Conference. Actually, that's one of my favorite conferences. It's actually the first conference I ever spoke at, back in 2011. Not the first one I attended, though. I want to talk a little bit about the first time I attended one of these major conferences, and it was Blog World Expo back in 2010. I'd only been blogging for a couple of years, hadn't yet started my podcast yet. I was about to do that. I remember buying a ticket for this event, and then immediately feeling completely overwhelmed because I didn't really know what I was getting myself into. How are you supposed to know what you're getting yourself into until you attend one of these things?

Well, hopefully this episode will help you figure that out, because I want you to go to these events. The reason I want you to go to these events, even if it's just one of them, is because it's such an amazing experience to get involved with other people who are like-minded, to see them in person, to break bread with them, to watch them speak, to sit next to them in the crowd, to have a drink with them, to have coffee with them, and just be around those people. It's so different than when we do work out of our homes, or even in our offices. People don't go to these things to have a bad time. People go to these conferences to have a great time, and to learn a lot, and depending on which one you go to, it can be an amazing experience for you. However, I remember going back to 2010 and Blog World Expo, which later changed its name to New Media Expo, which later just died out, which sucks, because that was one of my all time favorite events.

It was kind of like my home audience, I felt, after I started speaking. Before that, it was one of the first conferences, or the first that I'd ever been to, and man, when I got there ... Just let me paint the

picture for you. Vegas, right? I can't remember exactly which hotel it was. I think it was Mandalay Bay. You go in there and already it's a casino in Vegas, so there's a lot of people already, and then you see all these people wearing these badges that say the name of the event. "Blog World Expo." Then, you just see people walking in groups, and cliques, and some people walking alone, moving to their next destination, going to the check-in counter. There's a load of people there, lines of people, and back then, I didn't really know anybody, and nobody really knew who I was. It was just me. I did know a few people, and I looked out for them and tried to find them, tried texting them because we connected beforehand, which is a huge recommendation. If at all possible, connect with other people who you know are going to be with you at this event, and even better, try to travel with them, if you're coming from the same town.

It can be a very overwhelming place to be, especially if you are an introvert like me. Stepping into a space where there's a ton of people, a ton of stuff going on, for me, I just wanted to crawl into a little shell, head back up into my hotel room, and just not even deal with this. You know, I was the kid in the back of the class in school who would never raise his hand unless called upon, and it was the same way even after college, even after I got comfortable talking to people. Putting myself in an environment like this where I didn't know anybody, it was very, very scary. Plus, this kind of event, unlike many other events, well, there are many events like this one, too. There's different kinds. I'll get to that in a second, but this one had a number of different things going on all at the same time. The schedule, for example, at 4pm on one day there might be 10 different talks going on. It was a little confusing trying to figure out, "Hey, which one should I go to?"

I didn't even know many of these speakers. I knew a couple people who I wanted to really listen to, one of those people being Darren Rowse, who was, like, my hero back then. He still is. Darren Rowse from ProBlogger.net. Darren, if you're listening to this, I love you, man. I appreciate you. Thanks for all your inspiration when I was starting out in the blogging world. Darren and I have now since become friends. I have spoken at his event in Australia, Pro

Blogger Live, which is awesome. I remember seeing him at this event walking, and he had, like, this crowd of people around him, and I just thought, “Man. This guy is a superstar.” I saw him speak a few days later in a room that was packed, standing room only, and I didn’t even get a chance to go in because I was too scared to squeeze my way through and bother people.

To be honest, I did not plan ahead like I should have. I bought a ticket. It was a couple hundred bucks, and I didn’t even watch any of the presentations, partly because I ended up finding a couple people that I kind of latched on to, not in a bad kind of way. Not like a leech, if you will, but I found people who I knew and I met a few people in and around the halls, and started to get comfortable, started to talk to them, and that’s really what it takes. That’s kind of what I wanted to talk about in this episode. Going into one of these events, like I said, it can be very overwhelming, but there’s a few tips and tricks I can give you to help you actually just get through some of that anxiety that you might be feeling.

Some of you, you may be extroverts, you may be completely comfortable in these situations, and seriously, kudos to you. I wish I had your just, whatever, charisma going into some of these things. For me, it’s a real struggle. Even today, at FinCon, I go into these rooms, and even though I’m on the other side now, I am now the Darren Rowse, and people come sometimes to these events to hear me speak, which I’m just completely flattered and humbled by, but even though I’m in that situation, I still walk into these places and sometimes I just want to escape, because too many people is really scary to me. However, and this is the first trick that I want to teach you, something that I incorporate all the time, when you just start a conversation, everything gets better. I think all the anxiety happens before you start talking to people. It’s all the lead-up, and the more time you give yourself to psych yourself out, the harder it’s going to be. That was my problem at first. I was too much of a chicken and too scared, and because of that, I thought about it more, and I got even more scared.

I actually picked up a fun little rule in a book called *The Game* by

Neil Strauss. Now, I will say that this book is not a business book. It's an interesting book about the dating world. Neil Strauss and a few other people got together and they lived in this mansion, and they were kind of pickup artists, as they called themselves, or what are they called? PUAs. P-U-As. Anyway, there were a lot of things in this book that they use for strategies which, I'm a happily married man, so I wasn't actually reading it for that reason, but I was reading it more so because it was a bestseller, and it was a great book. A lot of people recommended it.

There was one particular rule that they used, when these guys were trying to start conversations with girls. I remember just hearing Neil talk about his anxiety when he was first starting out in this journey, with these pickup artists that he was learning from, that he just would get scared too, in a similar way. He incorporated, and they taught him this rule, called the "three second rule." You may have heard me talk about this before on blog posts and podcast episodes. Seriously. When you are in a people situation, the three second rule can be your best friend. The three second rule says, "Never give yourself more than three seconds to psych yourself out if you want to meet somebody." You see somebody across the room, or you see somebody sitting next to you, you know you should talk to that person, or at least introduce yourself, don't give yourself more than three seconds. One, two, three, boom. That's it. That's all you give yourself. You must, within that time period. One, two, three. Within those three seconds, you go up to that person, you introduce yourself.

Introducing yourself is very easy. You can ask questions. One of my favorite things to do to meet new people is, when I'm sitting down and I'm about to learn from somebody who's coming on stage in a few minutes, I just see who's around me, and I just introduce myself. I think, over time, when you do this more, you just get more comfortable with it. Even though I know if I give myself too much time I will still psych myself out, I don't think there's any getting rid of that, for those of you who can relate, but the three second rule has completely worked for me. I've met a lot of great people. I've spoken to people who were the equivalent of Darren Rowse

at recent events, who I would have normally been just completely afraid of walking up to and speaking, and talking to. You don't give yourself three seconds to psych yourself out, and you just go and you start chatting. Those initial conversations, once you get started, really everything just starts to happen from there.

I mean, when you talk to a friend, for example, when you think about it, you don't necessarily plan ahead on what you're going to say, but it's your friend, so you're comfortable just saying hi and introducing yourself, because you've done it before. When it's somebody new, it's kind of, you're afraid of being awkward. You're afraid of being stiff or weird, or that person walking away. Once you get started in that conversation, and remember, people are going to these conferences ... It's not like you're walking up to random strangers on the street who don't even know why you're there. People know why you're there. They're there for the same exact reason. They're there to learn, and typically network, and mostly network more than learn, actually. Many people are doing this thing now called un-conferencing, where they go and fly to a conference where a conference is happening, but they don't even attend any of the sessions or any of the keynotes. They actually sit in the hallways and just chat with people, and depending on which conference it is, you may or may not be able to get access to the hallways, but many people do this un-conferencing thing because the networking aspect is why people go.

Point being, people go to these places to meet and talk with people, and trust me, if the other person is also an introvert, also somebody who's not going to start a conversation because they've waited longer than three seconds, because they are worried about looking bad, too, or saying the wrong thing, guess what? You're doing them a favor by being the one who just says, "Hey. What's your name? Where are you from? What do you do?" Those kinds of questions are really simple, and yes, you may say the same thing over and over and over and over and over again to different people, but to that person, it's the first interaction they have with you.

All you have to do is just smile and be confident, stick out your

hand, or just look over and say, “Hey, how you doing? Are you enjoying the conference? What do you think so far? Who has been your favorite speaker?” Those are some tricks that I use. I often ask ... Obviously don’t ask that if it’s the first speaker of the day, because then you’ll sound kind of weird, because nobody else has spoken, but if it’s the second day, for example, I’ll say, “Hey, have you seen anybody on stage that’s been great?” Or, “What do you think of the conference so far?” Or, “Where are you from? What do you do?” People go to these places to network, and you can start that conversation very easily. It’s not as hard as you think.

The other thing I always have to check myself with, or just ask myself, is, “Well, what’s the worst that can happen?” The worst that can happen is you go to these conferences and you don’t say anything, right? The only mistake you can make is being afraid to make one. Just go out there, put yourself out there, and start these conversations. The worst thing that can happen is somebody just doesn’t have time, or just says, “Sorry, I’m busy,” or, “I don’t want to talk right now,” and that’s totally fine. You’re never going to see this person again, most likely, or if you do, it will be in different circumstances where you can then start a conversation later.

If you aren’t so keen on starting conversations in the hallways, which, again, people are already having conversations, already chatting. If somebody’s standing alone, go up to them. They want to talk to people, most likely. Use common sense, however. If somebody’s on the phone, obviously don’t interrupt them while they’re on the phone, but if they’re kind of just standing there waiting, just start a conversation. Look at their badge. Look at their name. Maybe their website’s on there. Ask them what that means. Not what their name means, but what their website means, or what their business means. All those kinds of things are really, really easy conversation starters that can then get you into something where you could potentially have a friendship bud out of that. Actually, a lot of my friends that I now have online are a result of just the little minuscule random conversations that happen in the hallways at these events. That’s why these events are so important.



I want you to look ahead to 2017, and try to see if there's one or two of these things that you can go to. Now, I do have a few recommendations, because I will be at these events typically, but of course there's always family schedules and other things pending, which may mean I might not attend them, but these are ones that I've attended in the past that I thoroughly enjoy. There's Traffic and Conversion Summit in February, which is, in my opinion, a more advanced conference for people who are looking for some of the more new edge, brand new strategies that people are using to really increase their ROI. It ranges from everything from blogging, podcasting, to e-commerce, paid advertising, anything digital marketing.

It's actually run by Digital Marketer, or Ryan Dice, somebody who I highly respect, and he does hang around those circles I typically don't want to be involved with. However, he's one of the good guys, I feel. I've met him in person, and I really like him and what he's done. He has a multi, multi-million dollar company, and he's doing some great things in the digital marketing space. Again, that conference is called Traffic and Conversion Summit, and that's ... Historically, it's always been in San Diego, which is really cool, which is in my hometown. Sometimes I do hold meetups in and around these conferences that are in my hometown, and where I go speak as well. I'll talk more about that in a second.

The next conference that is happening is in, I think, the second to last or the last week of March. That is Social Media Marketing World, the largest social media conference in the world. It's literally taking over San Diego, in the San Diego Convention Center. The same convention center where they have Comic-Con every year in San Diego. I know the founder of Social Media Examiner, who's the founder of Social Media Marketing World, and he's awesome. He's actually in a mastermind group with me, Michael Stelzner. This event, by far, is the most professional that I've been to. It's a little bit more higher of a ticket price, because much of the core audience are ... Imagine people who are working at in marketing firms of big companies. Those kinds of people. These head of social media at certain companies. Those kinds of people are

the ones that attend this event, and so this event can command a higher price point. That doesn't stop the bloggers and the podcasters from coming to this event, because for one, it's huge. There's a ton of networking opportunities.

Two, Michael always puts on an amazing show. For the last two or three years, the opening party has been on the Midway, which is a retired USS battleship here that's stationed in San Diego off the shore, which is really cool. This is often a dinner cruise or something that happens the second night. Really good karaoke going on. These things are a lot of fun, but also some of the best speakers come to this event, too. Michael always finds some really good speakers. Everybody from Mari Smith to Jay Behr, Gary Vaynerchuk came last year. Really high names in these social marketing sort of atmospheres. Again, that's Social Media Marketing World, happening in sort of the end of March, which is really cool.

I'm also going to be attending, most likely, Podcast Movement, which I believe is happening in July or August of 2017. I'm super stoked about this one because it's one of my favorite events. Podcasting, obviously, I mean you're all listening to podcasts right now. It's a very, very big thing, and this conference has become the hub of Podcasting Nation. This is where great podcasters in the business space, to the entertainment space, Sarah from Serial came to keynote one time, and all of these big names. I had the privilege of keynoting and doing the opening keynote in 2015. I also did a session last year, and if I get to go this year, I will likely be doing another workshop or session of some kind, which I'm really excited about. Plus, the people, the podcasting spaces is like family, yo, because we all have this connection with using our voice to share a message, and I think we can all relate. For whatever reason, it kind of ... Well, not whatever reason, makes sense. We all use our voice to chat and communicate, so when we go to these events, we use our voice to chat and communicate. We just all happen to be there in person. It really helps the industry, and there's a great award show there as well. Again, that's Podcast Movement.

Then, we also have the one that I just came back from, which is

FinCon. Next year, it's going to be in Dallas, which is really cool. It's been changing cities every single year. A couple of years ago it was in St. Louis, then it was in Charlotte, then in New Orleans, then San Diego, all the way on the west coast. Now, it's coming back to mid-country here in Dallas. What's really cool, and I want to talk a little bit more in detail about this, were the meetups that were happening in and around FinCon here in San Diego. One thing that I did, now I knew that there were some people who played basketball who were attending this conference, so in the conference Facebook group, I just put a little message saying, "Hey, are there any ballers, basketball players, in the audience who would like to get together a day before the event? Maybe we'll shoot some hoops."

We had about 25 to 30 people express interest, and so my good buddy Joel Runyon and I, we rented a couple of courts at Balboa Park, which is a nice destination, historical area of San Diego, and we had 20 people come out. I brought some GoPros, and we filmed it, and honestly it was one of the coolest parts of the event, even before it started. Everybody who attended had said, the basketball portion of the event, said that it was just an amazing way to meet new people, to break the ice, to get a little competition in. Some people just came to watch, which was a lot of fun. Point being, if you are going to an event, and you have certain interests, I mean, just plug a message into the Facebook group for that event, or just share with the owners of that event, and see if there's any way that you can get other people who have the same interests as you together.

Maybe you're a fisherman, and you just want to go out, go fishing the day before with some people from the event. I mean, how cool is that? Imagine the kind of friendships that could be made, and the conversations that you could have. Golf, soccer. Another thing that they did at FinCon that I did a couple of years ago, wasn't able to do it this year, but it was really cool. It's very easy. It's a vision board exercise. JD Roth, a former owner of GetRichSlowly.org, another person who had a major influence on my blogging career, he led this group of people to cut out images in magazines and start to create their own vision boards. I think we all have an idea of how important these kinds of things are, and to do it in a group, and

to inspire each other, and to share it with each other, just so cool. It's just a little side thing that happened outside of the main event, with the speaking and the workshops and the keynotes and all the mixers and stuff.

The basketball thing was super cool. I'm very thankful for everybody who came out. There's actually some pretty athletic financial bloggers, to be honest. What's really cool is, we're going to make this an annual thing, most likely. We'll be doing it again in Dallas, having a little basketball meetup, and some people in the group who had seen the video that I edited and posted on there said, "Oh man, we should do the same thing with golf, because I golf. I know some other people golf." Golf's pretty cool because it's very casual. A lot of conversations can happen, and a lot of business does happen on the golf course. I've been on a golf course before making deals, and so it's not just a saying.

Now, the event happened, which was cool, and again, we're talking about FinCon in San Diego. I was very thankful that my best friend Chris Ducker flew into town from the Philippines with his beautiful wife, and we just hung out, we had conversation. Also got to see a good friend, Grant Baldwin, from GrantBaldwin.com. He helped me a little bit on the presentation that I was doing for the event, which was really cool, because that's his expertise. Noah Kagan came to town as well, who is a favorite guest here on the SPI Podcast. I've got to bring him back on, because we talked about a lot of great things, especially in our e-mail marketing panel. Our e-mail marketing panel was fantastic. Chris Ducker, Noah Kagan and I, and a few others were on that panel. Man, some great information came out. I should get him on to talk e-mail, or something, because Noah has always just been one to share things in a very interesting way. That being said, he knows this: The last time he was on the show, I spent an hour and a half cutting out all the swear words, but I think he knows that I don't do swear words on my podcast, because I've got kids who listen, and it's just who he is, but still, I want kids to listen to his information. That's what I've got to do.

Anyway, I'm going off on a tangent, here. A lot of great people

came to town. We hung out, and had dinner, and it was an amazing experience. The event was great. It's always one of my favorites because it's so well-run. Big shout out to Phillip Taylor, who puts on the event from PTMoney.com. Another thing I did was, before the event, I shared on Facebook, I actually created a Facebook event that was titled "SPI Lunch Meetup," and I just put the address of a particular lunch place here in San Diego, a time on one of the days of the event where there was kind of a break for lunch, and it was a two, two and a half hour thing. I just posted it on Twitter, and on Facebook in my Facebook group, and on my Facebook page, and had about 25 people who came out, which was amazing. It was a lot of fun.

Thank you to everybody who came out. I can't remember everybody's names, but Michael, Monica, Levi, Sarah. So many other people came up. It was really fun. We all went around in a circle and talked about what we were doing, what our biggest challenges were. We were helping each other out, and then it just became this really cool, organic Q and A session. We talked about everything from e-mail marketing, to mastermind groups, to augmented reality, and everything. It was such a cool thing, and what's really cool is I saw ... This happens every single time. I saw people in the SPI community who were there, some from San Diego, some from out of town who were there for the event, some who were not even at the event, but people just coming together who, the thing in common was they read my blog. Now, they're meeting together, they're going to form mastermind groups together, they've exchanged numbers.

One thing I'm going to do, and I would love for you to hold me accountable to this, is if I haven't done it already, because we record these shows ahead of time, I would love to do a regular meetup like that every single month. At least once a month, for the people in San Diego. For people who live in San Diego, they can come out as much as they want, every single month. For people who are out of towners, maybe they want to come in for one of them. Maybe it gets to a point where they become big, where maybe it's held with a seating arrangement of some kind, where I

could bring on a guest who comes into town, or we can do some sort of presentations, or somebody in the SPI community can share their findings and practice public speaking at the same time. It would be so much fun, I mean, to get the community together.

Every time I do this at different events, and I'm actually going to be doing this again in Minnesota, and by the time this episode comes out, I would have already spoken at Converted 2016 in Minnesota, which is the lead pages conferences, and have had done a breakfast, coffee meetup in one of those mornings, which I've already planned out. Every time I do that, just so many amazing things happen. Great connections happen. I remember doing one in St. Louis at FinCon again, in 2013, and I rented a whole pizza place, paid for pizza for everybody, and what was really cool is some of those groups that were formed that night, people who were there at the same time, they're still in the same mastermind groups together three years later. That wouldn't have happened unless I had done that.

If you at all have any sort of following, or community, or a number of fans, please do whatever you can to, whenever you can throughout the year, try to get your community members together to a point where they can meet each other in person. It's not always going to be easy, and again, I have hundreds of thousands of people on social media followings, and 20, 25 people showed up, but that's who was able to show up on that day, and sometimes I do these things, and I did one in Vegas that was combined with Chris Ducker and Cliff Ravenscraft in 2014, and we had 150 spots, but I swear there were more than that that showed up. I think some people crashed, but that's okay. We had 200 people show up, which was really awesome.

Again, getting people together who are like minded. I think people are thirsty for that kind of stuff. It doesn't matter what niche you're in. It doesn't matter if you have a business, and it doesn't even have to do about ... Just get your community together. Amazing things happen, and when you could become the one to foster those relationships, when you're the one who is the head of where people meet up, and have fun, and get to learn about each other, and form

more of a bond with each other, it only heightens your brand. This is how you create raving fans. It's not when your community is just talking back to you, but it's when they start talking to each other that amazing things happen. That's when they can start to identify themselves as fans of you, who get together in these certain situations, because you have set that time, and set that date. Make events happen for your community. I think it's a huge, huge thing, and I know I need to do more of it.

Again, I want you to hold me accountable. If I have yet to do this, hopefully starting in 2017 is when for sure it will happen. I'd love to, every single month, have a regular meetup. Same day, same time, every single month, so that everybody knows that that's when we're meeting, and they can choose to go there if they have time to, or not. If you're coming in from out of town, and you happen to be there on one of those days, you can come by. I don't know if it would be a paid thing. I'd love for it to not be. I'd love it to be some sort of sponsored gig, where maybe somebody who sponsors it can come in and talk for 10 minutes to the group or something, in exchange for lunch and a venue, or I don't know. I still have to figure it out. It's one of my all time favorite things to do, and I want to do it more, and I think you should do it more, too, if possible.

See if you can get your community members together, and a great place to try this out at is at some of these events. These kinds of events have a lot of these side meetups and gigs happening all the time. This is a great place where you know people are together who share a common interest, and you can get people together to, I don't know, play basketball, or play ping-pong. That's something I'm going to do in Minnesota, because I remember the last time I was in Minnesota, the guys over at Samcart, Brian and Scott, we all played ping-pong until, like, the wee, early hours of the morning. We found some ping-pong slash bar joint, and it was so fun. I could see something like that happening more regularly, with different people, just having such a great time.

Anyway, just wanted to give you this recap on the latest event, and some of the cool things that are on top of my mind right now,

and what I'm planning for the future. I'll also give you just kind of a quick overview of what's happening in 2017 for events, if any of those seem interesting to you. There are obviously way more events going on than just the ones that I mentioned, and you can see a full list of speaking gigs that I'll be at, and events that I'll be at, at [SmartPassiveIncome.com/speaking](http://SmartPassiveIncome.com/speaking). All the show notes and links mentioned for each of these events, and other things that I mentioned, are going to be available at the show note link, like I shared with you earlier, which is [SmartPassiveIncome.com/session240](http://SmartPassiveIncome.com/session240).

Also, really quick, before I let you go, I want to thank today's sponsor, which is [99Designs.com](http://99Designs.com), an awesome company that you can use if you're just starting out, to help you with your designs, and your images, and all this stuff for your website. It's really hard to find that one person to help you with your designs when you're first starting out, and you're bootstrapping. Well, 99 Designs is a very economical way to go about it, and a cool way, because what you can do is put in your description for what kind of graphics you need- maybe it's just a logo, maybe it's an entire website design, or a t-shirt, or whatever you need designed- and different designers from around the world are going to compete for your favorite design, which is really cool.

You get to pick your favorite, and within seven days, you can choose the one that you like, and if you don't see any that you like by the end of it, you can get your money back, which is really awesome. I've just recently used it for the development of some infographics that I ... Wow, I said that weird. Infographics that I use on the website, and that was all done through 99 Designs, and very painless. I recommend checking it out. Just head on over to [99Designs.com/SPI](http://99Designs.com/SPI), and if you use that link, you'll get \$99 that you can put towards your next design project, which is really cool. Again, that's [99Designs.com/SPI](http://99Designs.com/SPI).

Thank you so much for listening, and I appreciate you. I hope to see you in the future. If not here on the podcast, through the sort of interwebs here, well then in person. I'd love to see you in person. If you see me, don't give yourself more than three seconds to psych





yourself out. I'd love to chat with you. I don't bite. I love talking to people. I love talking shop, and if you see me at an event, and you listened to this episode, let me know that you used the three second rule. I think that would be really cool. I appreciate you, and I'll see you the next episode. Bye for now.

Announcer: Thanks for listening to the Smart Passive Income Podcast, at [www.SmartPassiveIncome.com](http://www.SmartPassiveIncome.com).



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