



SPI 318

Modern Mindfulness— An SPI Student and Her Successful Start with Melissa Monte

May 16th, 2018

Pat Flynn: Hey welcome to the show guys. I'm really excited because today we're doing something a little different. I've had requests for shows I've done in the past that are like this one so I'm going to do them a little more often because I think they're a little more relatable. Not that the other episodes aren't great. A lot of you have said amazing things about some of the more recent episodes we've had, as well where we'd bring experts on, but a lot of people have requested to have some of my own students come on and talk about their progress and what they've learned and how they're doing and even teach a little bit of what they've learned along the way.

Today I'm very happy to welcome Melissa Monte, a student in one of my podcasting courses, actually she came to San Diego to attend my Power-Up Podcasting Fast Track Workshop where 15 students came in. We just took a weekend, went through the entire thing. Soon after, she started her podcast called Mind Love and she had been telling me about her recent success with it and just the amazing conversations she has been having with people. Again, starting really from scratch here and I wanted to bring her on to talk about what she's learned, what she's up to, how she's progressing. I also offer some help at the end as well because now that she has this audience, what can she do with it? How can she take that to the next step? We're going to talk about all of those things today with Melissa Monte from Mind Love but first as always, cue the intro.

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, both of his self published books are being published in Poland, Pat Flynn.

Pat Flynn: Hey, hey. What's up everybody? Thank you so much for joining me today in session 318 of the Smart Passive Income Podcast. My name is Pat Flynn, here to help you make more money, save more time and help more people too. Helping people is one of my favorite things to do and over the past year, I've been helping people through some more intensive courses and workshop that I've been putting on and I'm thankful that most of the students are action takers.

I guess that's the kind of people I attract. That's you guys, team Flynn. You guys are all action takers, which I absolutely love. We definitely have an action taker on the show today. Her name is Melissa Monte. She attended one of my workshops and she's doing very well with her podcast. We talk about the journey, how she got started in all this, what she's into right now and where things are going to and hopefully this can inspire you as well whether you take one of my courses in the future or not, to just take action and do because you can find yourself through the actions you take. Here we go, this is Melissa Monte from the Mind Love Podcast and MindLove.com.

Hey Melissa, thanks for coming on the podcast. How are you today?

Melissa Monte: I'm great. Thanks so much for inviting me. I'm really excited.

Pat Flynn: I'm excited to share what you have experienced in life here with the audience today. I was saying earlier before I got you on the call, you were a student at one of my podcasting fast track workshops and a lot of people just immediately fell in love with who you are and the kind of thing you wanted to create out of that workshop and you've created this podcast called the Mind Love Podcast. Can you talk a little bit about who that show is for and what you talk about on that show?

Melissa Monte: Yeah. I mean, originally who the show was for is someone like me. I wanted it to be like exactly what I needed and so basically, it's modern mindfulness techniques. I bring on different guests each week and they just share a little bit about how they use the power of their mind or mindset to either overcome or achieve something great that they might not have thought possible before. We've dived into topics from resilience to human touch and even cannabis for mindfulness. Just different ways to look at things.

It was just important to me that I would listen to my own podcast and given that I am kind of a podcast snob I guess, they've got to be good enough for me to listen, I do put a lot of work into it.

Pat Flynn: You've gotten a great response since creating it and before we get into the results of starting your podcast and what's that done for you, I'd love to understand, why did you sign up for ... this isn't a call to help sell this workshop because it only happens a couple times a year but why did you sign up to the workshop to come and learn how to podcast?

Melissa Monte: It was kind of amazing, the timing that I found out about your podcasting workshop. I had been going through your book, *Will it Fly*, after trying a bunch of other things to make money online and none of them just felt right for me and so I would get into it and I had experience with digital marketing so I could get results from it or at least see the audience grow but right as it started, I almost had this feeling of dread like, "I don't want to maintain this," and so I would switch to something new.

Well, I went through *Will it Fly* and suddenly it clicked, exactly what I wanted to do and I knew I wanted a podcast. People have complimented my voice before and in *Will it Fly*, I figured out one of my strengths is to find a bunch of information from different sources and explain it to people. A bunch of people told me I was good at that and I didn't even really see it in myself and so I thought, "A podcast. I don't have to write all the time. I can talk," which, you know it's hard to get me to stop talking sometimes so that would be perfect and literally like three days later, I got an email saying that you had a podcasting course and workshop.

I originally only planned to do the course just for financial reasons but I sat down with my husband and I decided that it would be a really good investment for me to get the hands-on experience, to network a little bit with people doing the same thing so that I could have that accountability going forward.

Pat Flynn: Yeah. We definitely kind of formed a family there, yourself and many of the other attendees. It was a pretty amazing experience. I think what also helped us all connect was the fact that we were all very open with who we were and where we came from. You have this incredible story that involves a lot of life experiences. Can

you go back to ... We'll get, again, into the podcast and what it's done for you and a lot of ... I do want to dive into mindset stuff too, which I know you do have some expertise in as well but, rewinding back to before all of this, who was Melissa and what have those experiences taught you that has helped you today?

Melissa Monte: Well, I've always been kind of an over-achiever and I had a pretty great life until I hit about age 15 and suddenly I was hit with trauma after trauma from losing people to being assaulted, to losing a friend to suicide, all of these things. I also had a little bit of knowledge on keeping a positive attitude because my parents had actually gotten sucked into Amway at one point and there was a book club so I was reading the Five Love Languages and things like that and I just tried to overcome it and be positive in spite of these things.

What ended up happenings was that, since I was ignoring a lot of the grief and a lot of my own trauma, and because of that, it was manifesting itself in other ways in my life. I ended up developing a very dangerous eating disorder. I was bulimic for eight years. It was my most shameful secret but there was a lot of other stuff too, it was a lot of bad, dangerous habits that I was developing but just covering up and being the life of the party or being the one people wanted to be around.

Finally, I remember just laying in bed and being so hung over one morning and being in just a crowd of people that I didn't really know if they cared about me or anything like that and just hearing this little voice that said, "Get up." I got up and I started to go back to some of those books that originally inspired me and I started reading all the time. I read hundreds of books from Think and Grow Rich to the Secret and all of those law of attraction and business books and things like that. I wasn't making enough life changes for it to make a huge difference and so I kept sinking actually.

I even landed in jail for an ex-boyfriends' crime that I sat out for a while since I didn't want to tell my parents since my stepdad was a police officer and my mom worked at a church. Asking to be

bailed out of jail was not something that I felt comfortable doing. I just knew I had a lot of work to do and so I joined yoga, did yoga teacher training, started to focus on those six people that you hang out with is who you're going to be and slowly but surely, these little magical things started happening in my life, nothing huge but for me it was a whole different energy.

It's even hard to explain but things just started working out. I ended up meeting my husband sort of serendipitously and he was on that same path of just self improvement and once I had that in my life, somebody to bounce ideas off of, somebody to lift me up when I was down, my growth just became exponential and yeah, that's when I started to dive into more business ideas. I was following your podcast. I tried some affiliate marketing sites, travel blogging and those were the ones I didn't really maintain.

Okay, my first affiliate sight was called Gifts for Teen Boys. I was like, "I don't even know if I like teen boys," and then travel blogging, "I don't like writing about travel and I don't know how much I like writing." Yeah. Then *Will it Fly* was kind of when my big ah-ha moment came and I decided on the podcast.

Pat Flynn: I love it. The podcast now I mean, you just released it a few months back. What's it been doing for you?

Melissa Monte: Oh my gosh, I can't even explain how happy it makes me. I said to my husband like a month ago, this sounds super cheesy but we were dancing in our living room and I was like, "You know, I didn't think it was possible to love you more but now that I'm doing all of these things that I love and excited to wake up in the morning, I have so much more love to give for all these other areas in my life."

I launched December 5th and if all goes well, actually, if I just maintain what my average download numbers are now, then I'm on track to hit my first 10,000 download month.

Pat Flynn: 10,000 in a single month?

Melissa Monte: Yes.

Pat Flynn: That's awesome. What does that mean to you that every single month you have ... and I'm sure there's cross over between episodes but I mean, you have 10,000 moments where a person or the same person is listening to you and you're telling these stories, you're helping them through their life, you're helping your younger self essentially. What does that mean to you?

Melissa Monte: It means a lot. The things that I share are highly curated. I hand pick who I want or the topics that I want in my show and then I find the people that I think will deliver that the best. Every single topic has been personal to me so far and I have already received close to I think, last time I counted was 37 different emails or Tweets from people that I didn't ask for, saying that I've touched their life in one way or another.

Pat Flynn: That's awesome.

Melissa Monte: Which is really, really cool to get but it's weird because before, when I was trying these businesses I was like, "Okay, this domain has the exact keyword phrase, this'll make money the fastest, or this will allow me to travel for free or this will bring money this way," and now, I want to make money so that I can maintain what I'm doing instead of doing what I'm doing so that I can make money, which is a really weird feeling that I've never felt before.

Pat Flynn: Yeah. You've kind of become in the eyes of your, or the ears of your, excuse me, listeners, they're favorite and I think that's really important when it comes to ... whatever content platform you choose; blogging, podcasting, video, you can be somebody's favorite. Had you ever thought that that might happen to you?

Melissa Monte: You know, not in a concrete way. Since I was young, I had this feeling that I was going to be very successful and so that's what's driven me. I remember my grandmother telling me when I was like four years old, that I was going to be a millionaire and with as many cousins as I have and knowing she only said that to me, at least

that's what I think, I just knew I needed to go on the entrepreneur path. Yeah. I did know something big was going to happen with my life but it almost seemed like the further along I got, the more confused I became, for a really long time.

The more difficult it was for me to figure out exactly what that plan was going to be. Then when I started to focus on what I loved doing instead of putting so much pressure on exactly how to get there and exactly how to make money, now things are lining up and opportunities are opening up and there's still a lot of questions that I have or how I'm going to monetize what I'm going to do next but my end goal is, I want to speak in front of large crowds, I want to have transformational retreats but I'm open to what happens in between and so I'm just hoping that things start falling in line just as they have been.

Pat Flynn: I wouldn't be surprised that, if you were to create a retreat, even a small one just to kind of experiment with sooner than later, that you would actually have people sign up right now, for it, based on what you've created.

Melissa Monte: You know, that's a good idea and it might be what I start working on once this call's over.

Pat Flynn: Awesome. We'll talk more about monetization because I know a lot of people are building audiences, they are somebody's favorite, they just don't know what to do with it. I love that we're having this conversation right in the middle, as all this is happen and I would love to obviously, get updates on it later on. You and I always chat and we stay connected anyway, in the groups and such but I think everybody else in the groups right now, hopefully is starting to get inspired by the fact that A; Melissa here took action and she's seeing results and now we're kind of continuing to level up but also, I think it's very realistic that she had a couple iterations that didn't work and you have to find yourself a little bit. Do you have any advice for people out there Melissa? I know you talked to others about this as well, in terms of finding yourself and where your happy zone is? How do you even begin to understand where to look for

that or what to try?

Melissa Monte: I think you have to really put in the work. For me, because I was such an avid reader, a part of me was like, “I learned about this, which means it’s happening inside.” Instead of actually taking the steps to do anything about it. Actually, I feel like I’m the poster child for *Will it Fly* right now but it really did change a lot of things because I had to write down what I wanted to do in my day-to-day, which isn’t what I thought of, for example, when I was doing a travel blog. I didn’t really consider the fact that, okay, I love to travel but my travel’s going to essentially be ruined because I’m going to be focusing so much on the photos and having to write afterwards when I just want to go have a nice dinner and a glass of wine.

Really focusing on what I wanted to do in my day and then what value I wanted to bring. Instead of just deciding, oh, it would be great to be known for this, figuring out what value I was already bringing in people’s lives and then expanding on that was a huge game changer for me. I didn’t realize that people thought I was good at explaining things at all until I did the shark bait test from that book. I wrote to my mom, my old roommate, people I had worked with before, somebody from my co-working space that I had helped with his pitch deck, people from all different avenues of knowing me.

I asked them what I was good at and there were a lot of things that overlapped that I didn’t see in myself. I think it can be easy to get into your own bubble of, “Oh, this is what I’m known for, this is who I am,” and not really see what other people see in you. I was already telling people the things that had changed my life and things that had helped me dig out of certain ditches that I had gotten myself in to and I was sharing that a lot, for free but it came so naturally that I wasn’t considering that to be what I should do with my life.

I think, putting in the work and then really figuring out those day-to-day things and what you’re already good at is a good place to start.

Pat Flynn: I love that. Thank you for sharing all of that with us. I think it’s again,

another ... this is ... I've had a lot of requests to have students of mine on the podcast and you're a prime example of somebody who's not just an action taker but somebody who is my ideal student in terms of somebody who really cares and somebody who's in it for reasons other than themselves because you're here, you're helping a lot of people and you're getting these emails now. Who's been one of your favorite guests on your podcast and what did you learn from them?

Melissa Monte: I have a guest that's going to be coming up soon named Lee Anna and she was a dancer that, she moved her body all the time, she was a dancer, an actress and she was on a date, it was a new relationship, she climbed a tree and the tree branch broke, she fell 30 feet and is now paralyzed from the waist down. She was sharing with me basically how, instead of destroying her life, it actually lit everything in her life up and things started changing for the better and even though there's so many things that are super difficult for her like childbirth. She got married, she had a child and there's a lot of difficulties that come with that but now her income is, she says, 10,000 times more than it was before and she's happier than she's ever been and so her mission is now to share that with other people.

My second favorite guest was a woman named Cheryl Hunter who was abducted in France when she was younger. She was trying to be a model. Was abducted by two men who said they could make her a model and kept for days and then left for dead and she teaches resilience. Those were two of the really powerful stories that I've had on but I also mix it up with some fun guests too like, I had a professional cuddle-r who makes her money from cuddling, talking about the powers of human touch and last episode was cannabis for mindfulness so it's not always so serious but yeah. It's hard to pick a favorite guest but those are the first that come to mind.

Pat Flynn: Having this platform now, how is it helping you with your mission and what is your mission?

Melissa Monte: My mission is to help people to realize their own power. I think I was in a victim mentality for a lot of my life and not so obviously. I think people think of a particular image when they think of victim mentality. I never really considered myself that but I was. I was a victim of my circumstances and I was letting my life unfold in ways that I didn't want it to and just imagining that I would make the changes later. Now, I kind of stepped out of that bubble and I realized that it just takes taking a little bit of action, even if there are so many questions and so, whether it's overcoming trauma or finally finding your dreams or taking that next step, it really takes the action, not just learning about it.

Every episode, I leave people with an action item of something that they can actually do in their lives whether it's a meditation technique or a way to look at something and I really think it's my mission to help empower people with things like that.

Pat Flynn: How's the podcast serving you in doing that?

Melissa Monte: It's this amazing platform where I feel like I'm just talking to new friends. That's another really awesome thing about podcasting is, I'm able to reach out to these people that have inspired me and they have a reason to respond back instead of just sending fan mail or, "Hey, I really loved your talk on this." Now, I have this other value to bring. That's been really exciting also because I have this arsenal of all these really awesome people who are doing these amazing things and who are already where I want to be and one of the things that I learned around the way is to surround yourself with those people that are doing what you want to do and are where you want to be.

My guests are all those people. Every week is a new opportunity to bring one other person into that and I think that's infectious for other people, it's contagious where I do have a lot of passion with each episode. It's hard to hide. It's not fake. It's exactly what I want to be doing right then. Then it's just this easy way to share it with people, just get it out there and yah, I have been overwhelmed with the responses that I've gotten.

It's really cool and I honestly didn't think it was going to be that fast. I had a goal to hit 20,000 total downloads, I thought it was going to take eight months. I just kind of threw that out there and I'm pretty sure it's going to take four and a half. It happens really fast I think, when you have the passion.

Pat Flynn: That's awesome. What are some of the struggles that you've had going down this new path? Coming to the workshop was quite an investment and I'm sure there were moments when, and correct me if I'm wrong, where you're like, "Well, is this actually the right thing I should do?" Tell me your feelings as you've been going and some of the struggles you've been having, if any.

Melissa Monte: You know, I didn't regret the workshop at any moment. My whole life, I've been doing things in a way where I would do them almost secretly, which ended up leaving me with no accountability and I think a lot of it was because I was afraid I was going to fail so I didn't want to share with people, what I was doing, until it was already awesome. Which means I did a lot of things that people never even knew about. The workshop was one of those first things where I was like, "Nope. I'm breaking this habit."

Then I was surrounded by a bunch of people that were doing the same things and from day one, like you said, it was almost like this little family. We all got real close. We shared a lot of things. There were tears shed. Then there was just this little private group that I could reach out to with anything. I didn't even realize until then, how much I thrive on accountability. Those small wins that I get to share, I get so excited. I'm like, "Oh my gosh, just a few more downloads until I can share that I just hit the 5,000 mark," or something like that and it really, really drives me.

I always knew that that was a good decision but then it was almost addicting and I wanted to join other groups for accountability. For a while, I joined too many.

Pat Flynn: Interesting.

Melissa Monte: There was too much to keep up with and then I had to narrow back down. I do get really enthusiastic and then just dive in. I'm like, "Oh, spreading value everywhere." That was a minor hiccup but I came back out of that pretty fast. Then other things, there's other things I guess I've tried that didn't really work out quite as well but then more so than not, things were working out.

There hasn't been a lot of downsides to it. It is a big time commitment. I edit mine a little bit differently than others. I do kind of NPR style sound design to it so there's music and sound effects when people are telling stories, which was a decision I had to make but I did it for a reason. I think it fits my personality. I'm okay with it and that's still fun too with me. My next challenge is going to be figuring out what to outsource and which parts that I still want to do and which parts I can trust somebody else to do for me.

Pat Flynn: Yeah. That's a tough decision. I remember, I did my podcast all myself, including the graphics and everything. The editing of the show, the posting of the show to the server to the publishing and all the show notes. It was all me for six years and I loved it. It was one of my favorite things to do, Melissa, and I still miss it but I don't miss ... I mean, I have an extra five minutes a week now that I've gotten as a result of that, to spend doing other things or being with other people and so, I would recommend that as you begin to outsource other things, you don't have the outsourcing everything just parts of it and for somebody like myself, who really loved the process, just kind of letting go a little bit at a time was really helpful.

Perhaps there are some things that you can do that somebody else can start off with and then you kind of get addicted to it and I've been looking at more and more things to hand off. Now I'm at a point now where all I'm doing is recording, building relationships, having conversations and then just putting those into Dropbox and everything just kind of magically happens now, which is where I want eventually, all my students to go but I think it's important to start out doing it on your own.

I think you appreciate the art of podcasting a little bit more when

you do that. Is there anything else I can help you with before we finish up here? Again, thank you for your time today and being inspiring and for being a star student and sharing with everybody else what happened. What else is on your mind that I can help you with before we finish up, if anything?

Melissa Monte: Well, I guess my next step also, other than outsourcing is monetizing eventually. I've been going back and forth with creating my own digital products, physical products or just starting out with affiliate marketing. What would you suggest?

Pat Flynn: I would suggest that, don't start out with the product in mind first. I would start with the community that you're building right now. That's the one challenge with podcasting versus something like YouTube. YouTube, I've learned recently as a lot of people know, I've been going pretty heavy on YouTube, still sticking around and actually going into even more into podcasting now too. Just the blogging is the thing that I've had to sacrifice a little bit, which is okay. I mean, we're still creating written content from the podcasts and from the video content.

The one thing about YouTube that's really great is the engagement and the ability to interact with the viewers just like right there on that platform. That's something that's a lot harder to do on the podcast. I'm sure you're doing this but I'm sure that you're getting people on your website, MindLove.com. Is that right?

Melissa Monte: Mm-hmm (affirmative).

Pat Flynn: You're hopefully getting an email list setup. What I would do is utilize that email list to start finding the people that want to have even more conversations with you because those become your super fans, those become your golden people who can teach you what you should do next because those are the people who you want to serve. Maybe I wouldn't start with affiliate marketing, maybe I would start with, maybe I just want to make money. That's great. I think it's really important to do that actually but, start with the community that you're building because then you can give them

what they need and as a byproduct of that, you're able to make money.

What I would do is start to perhaps have conversations. I don't know if you've been doing this yet but I do this every single month with random people on my email list. I have 10 Skype conversations or phone calls with 10 random people on my email list of 200,000, every single month because, those conversations turn into real life things that I am thinking about. Those pains that they're going through and those struggles or the wishlist that they have, it's coming from this real person rather than this avatar that we kind of have to go through this exercise of making up sometimes.

I would challenge you to see if you can get on the phone or on a Skype call with, in the next month, three to five of your audience and just ask them what else you can do to serve them. That will give you some sort of direction and whether that becomes a way to serve them in a free way or a premium way, it doesn't matter. You're learning more about them and those products and the events and all that stuff is going to happen as a result of that. Does that make sense?

Melissa Monte: Yeah it totally does. I think that'll be a great segway into it because I did implement Bonjourno last week.

Pat Flynn: Oh, nice.

Melissa Monte: It's been really cool because I actually just launched my email list two weeks ago and I already have 150 emails, which was kind of surprising but I did launch the text to sign up and that has been seeing really good results because people are already on the go with podcasts a lot of times.

Pat Flynn: Nice.

Melissa Monte: Then I send a Bonjourno to my new people and I've been getting a lot of responses and so in the Bonjourno I do ask if there's anything else, any questions or feedbacks and what they like about the

show. I kind of ask a different question with each person and I've been getting a lot of really specific feedback.

Pat Flynn: That's awesome.

Melissa Monte: I think it would be easy to segway that into a Skype call so thanks for that.

Pat Flynn: Yeah, no. Great job on the Bonjourno. A lot of people have heard me talk about Bonjourno like in episode 310 where I talk about surprising and delighting your audience, or I think it was 310. I use it for my new customers or you at the start or anybody at the start can use it as well to send a video to your new email subscribers because you can link it to most email service providers like ConvertKit. Imagine the path here that a person is taking.

They find you on the podcast in some way, shape or form and they listen to you. They love what you're saying. They are building a relationship with you through that time. They come to your website and they get something perhaps, in return for their email or maybe not. After that, you send them a video and to me, that's just like, wow. I just listened to Melissa, now she's talking to me? This is incredible. You're setting yourself up for some big success here Melissa.

Whether you want to do events or products or both or whatever. You are doing the right things to establish that relationship and the fact that you are there to help by very simply using automation in a way that still allows you to be personable and I think that's super, super smart so congratulations. I think this is going to be awesome and I cannot wait to catch up with you again in a few months just to kind of see where you're at. Please continue to share wins in the group because that's super inspiring. Just well done Melissa. I think that's great and you're on the right path.

Melissa Monte: Well thank you so much. I really couldn't have done it without you, all of your little courses and following you after a few years. Yeah. It's been really, really helpful. Thank you.

Pat Flynn: Awesome. Well hey, where can people go and listen to you and find more from you Melissa?

Melissa Monte: You can find me on my website at MindLove.com or search for Mind Love in any of your favorite podcast platforms.

Pat Flynn: Awesome. Well done Melissa. Thank you so much. I feel like a proud teacher and parent kind of thing going on here because you're just doing all the right things. Well done.

Melissa Monte: Thank you.

Pat Flynn: We'll catch up soon, all right?

Melissa Monte: Bye.

Pat Flynn: All right. I hope you enjoyed that interview with Melissa. You can find her again at MindLove.com and also Mind Love on iTunes or wherever you're listening to podcasts. I'm just thankful that she took the course and took action and you can to. If you actually want to get started with a podcast of your own, you can go to HowtoStartaPodcast.com. That's actually a free three-day, 72 hour training course. Just free to watch. Free to walk you through the process of how to get up and running and how to get started.

I do mention my premium course within that, just so you know. Just full disclosure, in case it's something that you're like, "Yeah, I really want to go deep into this. I want to fully commit to it and I want to learn all the marketing aspects of getting a podcast out there," so you can have listeners even on day one. I'll teach you how to do that. If you just want to confidently, on your own, set it up, you can go through HowtoStartaPodcast.com and you can set it up from there.

Melissa, thank you so much for your time today. I look forward to checking in with you about your progress and for all the students of all the SPI courses from Smart from Scratch to the 1-2-3 Affiliate Marketing to Power-Up Podcasting and more, just I love you

guys. Thank you for trusting me with helping you and I get literally emails every single day with new wins from everybody and in the Facebook community centers that we have. It's just amazing. I feel so stoked that I got out of my head and I started producing online courses, something that I was just very afraid to do over the last number of years.

In 2016, I finally said, "You know what? I know I can help people more. There are people who want to go deeper, who I want to help and who I can hold their hand through this process." I'm just so thankful that I'm able to attract people who actually do take action, like Melissa. If you're an action taker too and you want to get your podcast up, you can do it for free. All you have to do is go to HowtoStartaPodcast.com and again, make sure you subscribe to this show because we got a lot of great stuff coming your way.

Over the past couple of years I have been promoting some online courses, and a lot of people have been asking me what tools I've been using to create those online courses. There's a lot of options out there, and a lot of them are great. But the one that I use is Teachable. A lot of you have heard me talk about Teachable before, Ankur, the CEO has been on the show before. I'm an advisor for this company as well, and an affiliate. And it's just so easy to use. So if you have information that you want to share and package it into modules and lessons and steps for your audience, an online course is a great way to add a lot of value to the teaching process. And it's something that people will pay for, I've made over a million dollars in sales and online courses in 2017, and we're on track to do even better this year.

I want to tell you about Teachable because it is such an amazing platform. It's so easy to use, literally just plug and play and you're in. They host the videos themselves through Wistia, which is in and of itself a very expensive thing that they're basically allowing you to use their Wistia account. It just makes sense if you have a course that you want to build, to use Teachable.

If you want to get involved with Teachable they also have some



bonuses they're gonna offer if you go through this link, if you go to Teachable.com/Pat. Very simple, Teachable.com/Pat, they'll hook you up, they'll give you those goodies.

If you have any questions about that let me know, because it is a tool that I use now in my businesses, it's helped me earn a lot more money through the selling of information in a well packaged online course, for those who want to get deeper with me. And so, one more time, Teachable.com/Pat.

Thank you so much. I appreciate you and I look forward to serving you in the next episode. Cheers guys. Bye.

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