



SPI Podcast Session #113 - An Interview With 10 Year Old Entrepreneur, Enya Hixson

show notes at: <http://www.smartpassiveincome.com/session113>

Pat Flynn: This is the Smart Passive Income Podcast with Pat Flynn, session #113

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. And now your host, if he could have it his way, it would be with bacon, Pat Flynn.

Pat Flynn: What's up SPI listeners? Back again, thank you so much for joining me in session 113 today.

I did something a little fun in the beginning with the intro. That was actually, if you don't recognize it, from Disney's new movie Frozen. Of course it was a song with my own lyrics on top of it but I wanted to do something kid related today because we have an amazing guest on the show, she is a 10 year old entrepreneur. Guess what, she also has her own podcast. It's called Entrepreneur Kids, she invites other kid entrepreneurs to share their stories and how they got started with their own businesses.

Her most recent episode was with Ryan Kelly who was featured on the Shark Tank, which is so cool. Her show's so awesome and inspiring, it's just incredible. 21 five-star ratings at this point. If you look up Entrepreneur Kids on iTunes, you'll find her show. Her name is Enya Hixson. She is awesome.

I met her parents at Social Media Marketing World on the USS Midway actually during the opening party. Natalie and Mike told me about what Enya was doing and I was like "Wow, I've got to have her on the show, this is going to be so inspiring to so many people". I know there's a lot of kids out there who listen to the show too. This is going to be great. I have Enya here with her father Mike. Let's get right into the interview, this is going to be so cool. For those of you who have kids, you might want to share this episode with your little ones too. Thanks and enjoy.

Pat Flynn: Hey everybody, I'm here with an amazing guest, her name is Enya. Enya how are you today?

Enya Hixson: Good.

Pat Flynn: Now those of you who hear Enya's voice, you might be wondering how old Enya is. Enya can you tell everybody how old you are?



Enya Hixson: I'm 10.

Pat Flynn: And what is it that you do in the world of online stuff?

Enya Hixson: I interview young kids that have started a business of their own.

Pat Flynn: So it's like a podcast?

Enya Hixson: Yeah.

Pat Flynn: That's so cool. What's the name of your podcast?

Enya Hixson: Entrepreneur Kids.

Pat Flynn: That's awesome. How long have you been running this podcast for?

Enya Hixson: A few weeks, probably.

Pat Flynn: That's so cool. Do you like it?

Enya Hixson: Uh huh.

Pat Flynn: What do you love most about doing the podcast, Enya?

Enya Hixson: Talking to the kids and making friends with them.

Pat Flynn: That is so cool, I've made a lot of friends from the people I've interviewed on my show too, just like how we're becoming friends now. I also want to introduce your Dad. Your Dad Mike is there as well. Mike, how are you?

Mike Hixson: I'm doing great Pat.

Pat Flynn: Thanks for coming on. Can I ask you Mike, how did this all get started? What has it been like to see Enya get into this world of podcasting?

Mike Hixson: Well the complete story is that we home school our kids and we wanted a curriculum to help our kids understand business and entrepreneurship and all that kind of stuff. We couldn't find anything we liked out there so we decided to create our own program. Along with that, we've been teaching Enya quite a bit about starting a business.

We've started several businesses with her. We really got inspired by you, Pat. We thought what if Enya decided to interview a bunch of other kids who've started businesses themselves, how inspiring would that be to other kids and also to us as



adults? I love listening to some of the interviews we've been doing. It's really been fun.

Pat Flynn: That is really cool. How would a parent go about encouraging their kids or at least introducing them to this world of business and entrepreneurship? I have a 4 year old, his name is Keoni. I have a daughter as well. I would love to introduce them to this world. How are you able to have Enya get so excited about this?

Mike Hixson: Well really with starting different businesses, what we've tried to do is help her see opportunities in the world around her to help other people and provide value to people, so much value in fact that people are willing to pay for it. One of the business that we started was a dog-poo-pickup service in our neighborhood.

Pat Flynn: It's a huge pain for people.

Mike Hixson: We helped her build a flyer, helped her go door-to-door and talk to our neighbors and tell them about the service and that kind of stuff. Really to help inspire your kids to want to start a business is all about looking at the world around you and saying "How can I help you?" and "What service can I provide to do that kind of thing?"

Pat Flynn: Definitely, helping people is always the way to go and like I always say, I always try to serve others first and the rewards will come back my way. So Enya, can I ask you a couple more questions if you don't mind, is that OK?

Enya Hixson: Yeah.

Pat Flynn: Starting a business and especially starting a podcast, it's not exactly the easiest thing in the world, there's a lot of things that go along with that. I want to ask you what has been the hardest part about starting these businesses and also starting your podcast, what's been the hardest thing about it?

Enya Hixson: Probably in the dog poo service, going door-to-door and asking...

Pat Flynn: Is it kind of scary talking to people you've never met before or maybe just having them understand what you're trying to do for them, it's scary right?

Enya Hixson: Uh huh.

Pat Flynn: That's OK, because I have the same exact fears when I talk to people who I have never met before too. What happens once you start talking to those people?

Enya Hixson: I get familiar with them and I want to talk to them more.

Pat Flynn: Does everybody that you ask say 'Yes' or do some people say 'No thank you'?



Enya Hixson: Some people say 'Yes' and 'No thank you'.

Pat Flynn: Is it OK that they say 'No thank you'? Because I know a lot of people who want to start a business would be afraid of people saying no, but from your perspective is that OK?

Enya Hixson: Yeah, it's fine.

Pat Flynn: You just kind of move on to the next, right?

Enya Hixson: Uh huh.

Mike Hixson: One story that we had from that business is that we went to two or three houses and we talked to people and got all 'No's starting out, right from the beginning. We were walking down the street and we started walking past a house and Enya was just walking by it, we said "Enya, why aren't you going to that house?" and she said "I don't know, I guess I'm kind of scared". We encouraged her to go to that house and it ended up being her first customer and one of the best customers.

Pat Flynn: Wow that's so cool. Enya, what was it like to get your first customer? Can you talk about that story?

Enya Hixson: It was really awesome.

Pat Flynn: What was awesome about it?

Enya Hixson: To know...

Pat Flynn: To know that it worked right?

Enya Hixson: Yeah.

Pat Flynn: That's so cool, I'm so proud of you for doing that, stepping out of your comfort zone a little bit. I think that's something we can all learn, no matter what age we're at, we can all learn from stepping out of our comfort zones a little bit just like you did there Enya.

This is so cool. Some of the guests you've had on your show, can you maybe tell us about one of them, maybe one of your favorites and what you've learned from them?

Enya Hixson: My favorite interview is probably [Ali] from Custard and Jelly. She makes guardian angel dolls.

Pat Flynn: That's cool.



Enya Hixson: Each of them are for different things.

Pat Flynn: That sounds awesome.

Enya Hixson: Uh huh.

Pat Flynn: So there's a lot of opportunities out there for everybody who's looking to start a business.

Enya, I'm so proud of you and I'm so happy to see you bringing these other kids up to the spotlight so we can all learn from them. I would encourage everybody to come and listen to your show and I'll make sure in the show notes of this episode to put a link to your podcast. I also saw it on iTunes just the other day.

Can you tell us how can we find your podcast?

Enya Hixson: Go onto iTunes and search [Entrepreneur Kids](#).

Pat Flynn: Perfect. I'll make sure people do that and I'll also put a link to your website on my page at Smart Passive Income.

Enya thank you so much for coming on. I'm so happy that you are doing what you're doing and I encourage you to keep going because you're doing amazing things and you are inspiring a ton of people so thank you.

Enya Hixson: Thank you too.

Pat Flynn: Thank you Mike for having Enya come on and also for adding to the stories as well.

Mike Hixson: You're welcome, it's been fun.

Pat Flynn: Alright, I hope you enjoyed that interview with Enya Hixson and her father, Mike, from Entrepreneur Kids.

Again you can look up Entrepreneur Kids on iTunes, give them a great rating, help boost the show and also you can check out their website, entrepreneurkidsacademy.com. Enya if you're listening to this, you're awesome. For all the other kids out there listening, there are business opportunities everywhere. You've just got to keep your eyes open, keep thinking and think big. Most of all, this for everybody out there listening, take action. Enya is 10 years old and she's doing a lot of stuff, way more than I was doing when I was 10. The question is what are you doing to help you reach your goals?



This episode is a little bit shorter than normal, however perhaps you can use that extra time that you would've normally used to listen to the show to do something. Do that one thing right now that you know is going to help you move forward in your business. If it's not something you know is going to help then don't do it right now. You've got 30 minutes. Do it.

To finish up I want to mention the show notes, you can go to smartpassiveincome.com/session113 to get the show notes and also direct links to Enya's show and website.

I also want to mention smartpodcastplayer.com. That is a website that will take you to a landing page that showcases the brand new podcast player that my team and I built. It's actually a podcast player that we built just for me and my show at askpat.com, however so many people once they saw that player were asking how they could get their hands on it. That was obviously a light bulb for all of us on my team to turn it into something that we could then distribute.

The beta version is being launched June 12th at 6pm Pacific. If you go to smartpodcastplayer.com you can sign up to be a part of the beta launch, it's going to be capped so you want to make sure you get in early. The reason it's capped is because we want to make sure it's a small group of people in case there are any issues or kinks to work out, we won't have a major headache and we can work everything out with a small group of people, sort of like a focus group before we distribute it to everybody and release it to the wild. Again smartpodcastplayer.com.

Also I want to mention June 17th, 2014 marks the sixth anniversary of my Let Go day. The anniversary of when I was told that I was going to be let go or laid off from my position in architecture. During that day and the couple of weeks after that were probably the lowest points of my life but they ended up becoming a huge blessing in disguise because if it wasn't for my lay off I wouldn't have gone down this path. I wouldn't be here today, the show wouldn't exist. I celebrate this every single year and I've been doing it publicly on smartpassiveincome.com every year for the last couple of years.

So just look out on the Twitter handle @PatFlynn or my Facebook page facebook.com/smartpassiveincome for more information about what's going on on Let Go day. There's a live stream from 1pm to 3pm Pacific, which includes special guests and giveaways and cool fun things like that. You can ask questions, I'll be there to answer them. I'll see you there, Let Go day. Tuesday, June 17th 2014. Again, smartpodcastplayer.com is the link for the beta launch of the new Smart Podcast Player and again check out Entrepreneur Kids on iTunes.

Thank you Enya and Mike and everybody who was involved to put this show together, you are amazing, I love you, take care and I'll see you in the next episode of the Smart Passive Income Podcast.



Announcer:

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