Corey Andrew Powell: Hello everyone, I am Corey Andrew Powell. Welcome to Motivational Mondays presented by the NSLS now positively impacting over 2 million members nationwide

Corey Andrew Powell: And as always, our mission is to bring you inspiring stories and transformative conversations to fuel your week and your life. Today is no exception

Corey Andrew Powell: We are joined by two terrific gentlemen, Rashad Bilal and Troy Millings, founders of the revolutionary platform Earn Your Leisure and authors of the groundbreaking new book You Deserve to Be Rich

Corey Andrew Powell: Through their work, Rashad and Troy are redefining financial literacy for black and brown communities, breaking down barriers and empowering individuals to take control of their financial futures

Corey Andrew Powell: Gentlemen, welcome to Motivational Mondays

Troy Milings: Thank you for having us. Pleasure to be here

Corey Andrew Powell: Yes, yes. Well, it's my pleasure to have you as well here

Corey Andrew Powell: And as I chatted with you a little off camera before we started, this is a very something that's a conversation that's very, very passion fueled for me because I was a young man once who just did not understand some basic principles and got into serious credit card debt before I was even like 21 years old

Corey Andrew Powell: And it came from just basic knowledge of not knowing some very simple things that you really lay out in your book

Corey Andrew Powell: But just to get started, I will talk about your book

Corey Andrew Powell: You know, the book opens with a bold statement about the American dream

Corey Andrew Powell: And I would love to know if you want to elaborate a little bit on what you mean by that American dream being a quote unquote lie

Troy Milings: Yeah, I mean, for many of us, your story is it relates right

Troy Milings: And we've all been through that at some point or another, whether it's from credit card debt, you know, whether it's car loans, whether it's, you know, student loans, whether it's mortgages or rent, we've all had some financial trauma that we've experienced

Troy Milings: But we've been told that the dream is to get the house with the picket fence and live happily ever after

Troy Milings: And for many of us, that's not our realities because our starting points are a lot different

Troy Milings: All of us, our starting points are really much different. And nobody's really provided the tools to actually attain those quote unquote dreams

Troy Milings: Right. Everybody shouldn't be dreaming the same dream because, you know, those dreams are going to be deferred

Troy Milings: So the reality is we need to have resources. We need to have tools

Troy Milings: We need to have mentors. We need to have models to show us how to get to that quote unquote dream so that we can manifest it into reality

Troy Milings: So we wanted to start the book like that because the statement is so true

Troy Milings: Right. We obviously live long enough to see some of those realities and we've overcome some of the traumas that we face throughout our adulthood and some of our childhood to get to a point where it's like, hey, we've seen it

Troy Milings: Let's give everybody the education around it so they can make better choices in the future

Corey Andrew Powell: Excellent. Anything to add to that?

Rashad Bilal: Yeah, no, for sure. I think that that sums it up

Rashad Bilal: You know, as far as the reality that most people have versus what they thought that it would be is completely different

Rashad Bilal: And I think that that is because there's a lack of financial understanding, financial education on what financial freedom actually is

Rashad Bilal: And what, you know, the American dream was built on is something that is more of an illusion when you really start to understand things as opposed to a reality

Corey Andrew Powell: Yeah, absolutely. No, that's exactly it

Corey Andrew Powell: I mean, the fact that we start at different points in our lives and many of our counterparts who are not African-American or people of color is something that is often sort of dismissed

Corey Andrew Powell: But it's a really big part of the equation when there's like systemic disparities between all these groups and how some have had the ability to to get ahead more than others

Corey Andrew Powell: Now, before we continue, as I mentioned also before we started, that I have construction going on outside my window

Corey Andrew Powell: But gentlemen, luckily, you're being you're being recorded on your own independent feed

Corey Andrew Powell: So it will be probably not at all on your side on the audio, but you may hear it on mine

Corey Andrew Powell: So just ignore it

Troy Milings: No, that makes it a real New York story. Let's keep it going

Corey Andrew Powell: Yeah, exactly. You know, it might be like at some point, like a wrecking ball may come through the window

Troy Milings: I'm waiting for the firetruck to pass

Corey Andrew Powell: Yeah, that's next. Sirens. You know, we're New Yorkers

Corey Andrew Powell: So we know it's all going to be gunshots and everything else

Corey Andrew Powell: We'll just keep it going otherwise

Corey Andrew Powell: But no, I love the fact that you're breaking it down, because so often we hear about the privilege word and many people are offended by that

Corey Andrew Powell: But we're not. And we're not actually saying that someone's necessarily willingly taking advantage of it

Corey Andrew Powell: But we're just saying that societally, there are certain people who have obviously gotten farther ahead than others because of their physical appearance and ethnicity

Corey Andrew Powell: Now, you've mentioned how financial systems have historically worked against black and brown communities

Corey Andrew Powell: So what are some of the key systemic barriers that you guys hope to dismantle through your work?

Rashad Bilal: Well, I think the first one is the education system within itself. Right

Rashad Bilal: That's something that we've actually been working on as far as creating curriculum and working with different school districts and principals

Rashad Bilal: I think that's where it starts. We could talk about the banking system. We can talk about, you know, corporate America

Rashad Bilal: We can talk about so many things when it comes to venture capital, private equity

Rashad Bilal: There's a variety of different things that need to be fixed. But

Rashad Bilal: One of the key components to the wealth gap is the miseducation of poor middle class people

Rashad Bilal: So if you're not taught about money, then you're going to make the same mistakes that your parents make

Rashad Bilal: And little little things like, you know, just a couple of thousand dollars of credit card debt when you're in college can set you back years

Rashad Bilal: Not even understanding student loans can set you back for 20 years. Right

Rashad Bilal: Like you might have picked a state school as opposed to going out of state school

Rashad Bilal: If you actually were educated on the effects, the long term effects of taking out one hundred thousand dollars to a loan and then get in a sociology degree

Rashad Bilal: So really, you know, at the core root, I think a lot of things can be avoided if we have understanding

Rashad Bilal: Like if we understand the power of compounding interest and we start to save early, if we start to really invest in our 401k as soon as we get the job, as opposed to figuring out when we're 40

Rashad Bilal: This is stuff that's vitally important. Learning about life insurance, learning, you know, these are things that

Rashad Bilal: It doesn't take structural change, like, you know, as far as, like I said, the private equity and venture capital and banking system, this structural change, that's a lot harder

Rashad Bilal: But this is this is change that happens on the individual level

Rashad Bilal: And a lot of it is just mindset and understanding, really

Rashad Bilal: So that to me is something that's easier to reach people where they are, especially young people

Rashad Bilal: If we can start to change the way that people look at money, change the way that people have

Rashad Bilal: Their feelings about, you know, emotional intelligence when it comes to finance, I think that can go a long way

Troy Milings: Yeah, I agree. And to add to it, it's you know, that's why part of the title is Mastering the Inner Game of Wealth

Troy Milings: Right. So we've had the privilege over the past six years to sit down with millionaires

Troy Milings: We had the privilege to sit down with thousandaires. We had the pleasure to sit down with startup companies and entrepreneurs who are trying to get off the ground

Troy Milings: And we've been able to decipher what everyone's doing at each level and especially at the highest level

Troy Milings: We're talking about billionaires. There's a certain way that they go about practicing wealth

Troy Milings: There's certain habits that they have. And so, you know, we felt the obligation to give that information back to the common folk

Troy Milings: because if the goal is to make sure that everybody deserves to be rich, we actually have to give you the blueprint

Troy Milings: And it's true that education is the most vital piece. Right

Troy Milings: Like even in the book, when we talk about understanding how real estate works, I tell the story about my family not knowing what a fixed rate versus an adjustable rate mortgage is

Troy Milings: Right. We had the house with the picket fence. We lost it because we had an adjustable rate mortgage

Troy Milings: My parents are immigrants. They had no idea that could have changed the financial trajectory of my family for years

Troy Milings: I actually still live in the same neighborhood where the house is

Troy Milings: And so when I drive past it, it's a flashback of what could have been

Troy Milings: That house probably has a valuation of over one point four million dollars

Troy Milings: When it bought it in 1988, it was one hundred sixty five thousand

Troy Milings: So think about the equity that's grown over that time

Troy Milings: And obviously just the education, something as simple as understanding the principles of how to approach a mortgage that could have changed my generation

Troy Milings: It could have changed the next generation, but we didn't have the education

Troy Milings: And so now that we have been and we understand it, it's time to give it to the people so that they can execute and not make the same mistakes

Corey Andrew Powell: Wow. I mean, that story gives me goosebumps, too, because before I logged on to join you gentlemen in this call, I was on the phone with my mother and I was talking to her about I was anticipating the conversation

Corey Andrew Powell: And I was like, mom, you know, these two guys, they did this great thing

Corey Andrew Powell: They're doing this great thing, you know, talking and making sure that we people in our community have these conversations

Corey Andrew Powell: And she said, well, make sure you let them know that I almost killed you for that credit card

Corey Andrew Powell: You spent five thousand dollars because I didn't know what an APR was

Corey Andrew Powell: I mean, you know, your parents give you a credit card and they say, don't run it up

Corey Andrew Powell: But the conversation was very lacking

Corey Andrew Powell: Why don't run it up? Why?

Corey Andrew Powell: What is a principle versus the interest rate?

Corey Andrew Powell: Like I literally was like twenty nine years old when I found out really what that why my why my credit card debt wasn't going down because I just didn't have a simple idea of what APR meant and principle versus interest

Corey Andrew Powell: And to your point, that simple conversation could have changed everything if only my mom had had that with me and it just didn't happen

Corey Andrew Powell: So I just love that you're you're changing that

Corey Andrew Powell: Is that when you talk about applied knowledge as well?

Corey Andrew Powell: And applied knowledge as being something that can also transform

Corey Andrew Powell: So what do you mean by applied knowledge?

Troy Milings: Yeah, that I mean, your scenario is the actual inverse of mine

Troy Milings: So early on, you know, my mom made me an authorized user on American Express, not knowing, you know, I didn't even know what APR the same way that you didn't know

Troy Milings: I didn't know because every time I used a credit card, she told me I had to pay it in full

Troy Milings: So I knew at the end of the month, whatever I was using, I had to pay for it

Troy Milings: That applied knowledge was like, hey, there is no minimum payment

Troy Milings: The minimum payment is the amount that you actually spend

Troy Milings: The other piece of that that education was knowing that I was a authorized user

Troy Milings: I got the luxury of having her credit experience

Troy Milings: And so I was born in 82, but the credit card she opened was 1985

Troy Milings: But as soon as I had the card as a authorized user, I had 14 to 15 years of credit card history

Corey Andrew Powell: Nice

Troy Milings: Automatically boosts my credit score

Troy Milings: So the next time that I get a credit card, they're going to take the average of the 15 years plus the one that I'm just opening

Troy Milings: They'll say, wait, he has eight years of history at 18 years old, which gives me an advantage

Troy Milings: Right. I get a higher amount

Troy Milings: I get a better credit score, which allows me to get better things, better interest rates when it comes to anything like a car

Troy Milings: Even at that time when I was trying to get computers, because at that time I couldn't afford anything

Troy Milings: You know, you had to make payments on it

Troy Milings: Those lessons were applied just because of the information that was given to me, not even consciously, but subconsciously

Corey Andrew Powell: Yeah. Well, that's why for me as a younger person, American Express was like it made no sense to me

Corey Andrew Powell: I'm like, if I can't even afford a partial payment on this every month, there's no way I can afford to pay it off in full

Corey Andrew Powell: So I knew better than to fool with Amex until recent years, when things were a little different

Corey Andrew Powell: But that made no sense to me as a concept. That's the whole point of credit cards, I thought

Corey Andrew Powell: But you're right. I mean, that's a great lesson

Corey Andrew Powell: And that is an example of when you have that knowledge early on, how it changes your perspective

Corey Andrew Powell: Because that means you were programd to know I can't or I won't or shouldn't buy this thing if I know I can't pay for it and pay it off in 30 days

Corey Andrew Powell: I mean, did it actually program you to think that way?

Troy Milings: Yeah, it actually helped. That doesn't mean that I still didn't get another credit card and make minimum payments

Troy Milings: It was just that I knew on the other end, oh, okay, that is actually an option

Troy Milings: Like you can make a $20 payment when you use $100 of the credit

Troy Milings: And so you learn that system. But over the long term, it's like, all right, you still have that diskipline to know that this has to be paid off on time

Troy Milings: You use it, you have to pay it. Yeah, so that system always stays with you

Troy Milings: And at that time, when you're young, like your mom's getting a bill

Troy Milings: So she knows what you're charging. So rather than hear her voice every 16th of the month, it was like, I better make sure I pay this on the 14th

Troy Milings: So you're also paying ahead of time

Corey Andrew Powell: Right. And saving yourself a lot of that, you know, sparing the rod, as they say

Corey Andrew Powell: One part where there's so much in the book that I love, but one thing that really just resonates with me more than I think it just jumps out

Corey Andrew Powell: I kept thinking about it was when you talk about your most valuable commodity being like time

Corey Andrew Powell: You know, the idea that that is what you have to really assess as being one of the most valuable things that you have that correlates to your financial wealth and financial health

Corey Andrew Powell: So what is it about time in regards to our financial wealth that makes you deem it as one of our most valuable commodities?

Rashad Bilal: Yeah, I mean, it's the only thing that you really can't get back. Right

Rashad Bilal: Like you can get back money, you can lose money and get it back. You can lose a relationship and you can get it back

Rashad Bilal: You can lose a house and you can get it back. But you can't once you lose time, you can't get it back

Rashad Bilal: So, you know, having time is something that's extremely valuable

Rashad Bilal: And, you know, the whole point of financial freedom is not just to have a bunch of money, it's to have time. Right

Rashad Bilal: So you can buy back your time and you can actually go to your children's soccer game

Rashad Bilal: You can actually take a vacation when you want. You can actually, you know, go to lunch at three o'clock instead of twelve o'clock because you don't have to worry about getting back at one o'clock. Right

Rashad Bilal: Like little things like that. You can wake up when you want to wake up. Right. You can go to bed when you want to go to bed

Rashad Bilal: So you can't do that if you're not in a position of financial freedom

Rashad Bilal: So the time aspect, I think, you know, is important to keep it in perspective for people, because like I said, sometimes people just look at it as like, well, I'm not really into material items and I don't need a bunch of money to sustain my lifestyle

Rashad Bilal: But when they look at it from a time standpoint, it's like, OK, well, how valuable is it to make sure that you go to every one of your children's games?

Rashad Bilal: Right. How valuable is it to make sure that, you know, you can travel for a week every month as opposed to a week every year? Right

Rashad Bilal: Like that starts to put things in perspective, like, you know, what would the mental health be if you actually were able to sleep in as opposed to waking up at 530 because you had no other option

Rashad Bilal: You had to get to work by seven. So, you know, things like that, I think, makes it a little bit more attainable as far as the average person looking at it

Corey Andrew Powell: Yeah. Again, amazing advice. And I know that you said something, well, earlier, I think, in the conversation, it was said that, you know, you guys spent time, you know, around billionaires, you spent time around millionaires and thousandaires

Corey Andrew Powell: And I do think that also looking at what people who are financially successful have done, that is how you learn sort of like what are their tactics, what are their tricks and what is just their everyday way of managing their money

Corey Andrew Powell: You guys probably have seen this too. People who are new to money are very often the ones who are flashy, spending excessively, while people who really are thinking about their financial health for long term, again, are the ones who are being much more frugal

Corey Andrew Powell: But what is that balance between living, you know, and saving and not really enjoying life, right? There's like this balance. People save, save, save, then they die tomorrow and never even got to enjoy the money. So, I mean, what's your thoughts on that?

Rashad Bilal: That's why our slogan is assets over liabilities, not just assets and no liabilities. So, you know, you have to enjoy life because you only get one shot at it. So, we would never encourage somebody just to be an extremist. I think, you know, being extreme in anything is detrimental to you, right? So, life is about balance

Rashad Bilal: So, you want to have fun, it's okay to go shopping, it's okay to have nice things, it's okay to have a nice car if you want, but the problem is when you are doing it in excess and you're doing it without the foundation, which is investing and savings, right? When you have more liabilities and assets, that's the problem

Rashad Bilal: So, when you get paid and your first priority is to go clubbing, your first priority is to go shopping, your first priority is to look good as opposed to actually, you know, put some money into the stock market, have real estate, make sure your bills are paid, make sure your children have that. That's a problem. So, we just want to reverse the mindset that a lot of people have

Rashad Bilal: And, you know, most of the time, if they would pay their bills first, spend money second and save third. Like, if there's anything left over, then they'll put money in savings and that's not a recipe for success. You want to make sure you pay yourself first. That's important. You have to treat your savings, your investing like a bill. You don't have the option of missing your cell phone bill because your cell phone is so vitally important to your life that no matter what happens, you're going to find a way to pay your cell phone bill

Rashad Bilal: You have to treat your savings the same way

Corey Andrew Powell: You know, that's funny because my next question, you sort of laid out three things right there. So, I want to break that down a little bit. My next question was actually going to be how people can usually find trying to get their financial world together. It can be very daunting. Financial literacy can be very daunting and overwhelming

Corey Andrew Powell: So, you just said something right there, you know, about paying yourself. So, say that again. Like, what would be the steps? When you get your paycheck, what is the best way to utilize it for financial health?

Rashad Bilal: Well, I think you have to create a budget. That's important, right? So, A, you have to be diskiplined. You got to know how much money is coming in, how much money is going out. Look at everything, just like a business would, right? Create a budget. Then from that budget, you have to carve out money allocated towards saving, towards investing. So, then that goes to this. So, the first thing is budget. The second thing is actually investing and saving

Rashad Bilal: So, I know that I have excess of $1,000 a month. So, I can reasonably put away $300 to $500 every single month into my investment account, right? So, every single month, that comes out on the 15th or whatever date you pick, you know. So, that's an easy way to begin investing, you know, a diskiplined approach. You don't have to start with $10,000, $100,000, $1 million. You can start with a couple hundred dollars

Rashad Bilal: You can put it into an index fund. You know, you could just start that routine. Life is about routine. So, you want to just create good habits. So, like I said, you definitely put together a budget. Then you look at investing. And then over and above that, I think that you have to have an idea of where you want to go in the future, right?

Rashad Bilal: So, having accountability partners, I think, is extremely important. And creating goals. So, when you create a goal, you want to make sure that you're holding yourself accountable. But it's better when somebody else holds you accountable as well. So, if you can create accountability groups and you can break the goal into, you know, weekly goals or monthly goals as opposed to a yearly goal or just a goal with no, like, I just want to make a million dollars. That's my goal

Corey Andrew Powell: Right

Rashad Bilal: That's not really a goal. That's a wish, right? So, you have to kind of work your way into it. So, if you create the budget, you start to save, you have a goal. I think that, you know, those are some steps that you can take to really achieve your financial goals

Corey Andrew Powell: Yeah. And would you say it's never too late to really, excuse me, it's never too late to sort of get your financial house in order? I mean, for me, I was about 28, 29 when I got it together. And I had to literally, you know, all real talk, I had to go to consumer credit counseling, I had to lay it all on the table and go, I don't know what I did here, but I'm almost 30. And I screwed up somewhere when I was like 19. And I'm still, I got to stop that cycle

Corey Andrew Powell: So, you know, I luckily in my case, I felt like I still had time. But I mean, is there always time to get it together financially, even if you haven't in the past?

Troy Milings: Yeah, I think a hundred percent, there's always a time. I think it's never too early. Right. Rather than saying it's never too late, I think it's never too early. You know, you have conversations with teenagers and they'll say, oh, I got time, I got time. Then they turn into college students and oh, I got time, I got time. And then life happens. And it's like, I got time. No, you want to make sure that people have a foundation of financial education early on, which is why we, you know, it's important that we start in schools and hopefully they grasp information and they'll carry on throughout their life

Troy Milings: But same thing for adults. Right. Financial maturity really doesn't have an age. Right. There are plenty of people who are in their 60s who have come to, you know, the things that we've put together and say, you know, I didn't know that. I wish I had known earlier. So it's never too late and it's never too early

Troy Milings: The information is the most important thing. That's why the educational piece, what we said earlier, is that foundation, because the more you know, the better decisions you're going to make, not only for yourself, but your family. So when we talk about financial education, financial fluency, that leads to being rich. Right. For one person or maybe a group of people, which leads to financial wealth, which leads to generational sustainable wealth

Corey Andrew Powell: Yeah. And especially when you mentioned we say generational wealth, we see when it comes to real estate, a lot to that people of color, specifically African-Americans, just because of a whole lot of systemic issues in America in general, we really did not benefit from generational wealth at all when it comes to real estate in many cases

Corey Andrew Powell: So I think that's really important, the story you shared, because people who are going to become homeowners, they need to understand the legacy also behind things in America when it comes to housing. And so we can avoid sort of repeating history again and what happened in your case, which is really, really important

Corey Andrew Powell: And when you mentioned the earn your leisure community, earn your leisure, that concept as well, what is meant by earn your leisure? Does that mean making all the right financial choices, like consciously, as we just discussed?

Troy Milings: You know, when we get asked that question, I'm always interested in hearing the perspective of the people who are interpreting it. So it means a lot to different people. I think when we were coming up with the idea, it was more about earning the freedom, right?

Troy Milings: Like we come from a working class environment where, you know, people looked at us and thought we were silver spoon kids. We never had any issue. We, you know, we went to private school and we got the finest education, not knowing that, you know, we had to work for everything we did, you know, work two jobs, go to school on the weekends, go to school at night just to get some of the freedoms and luxuries that people perceived that we had

Troy Milings: And so every step, every brick by brick was earned, right? And there was a process and we never skipped a step. Even, you know, when we started this media company, it was two iPhones and an idea, right? So to watch us where we've grown, like people have been through that entire journey and they realize that everything we've done has been earned and there's been mistakes that have been had, but that's the beautiful part of the struggle, right?

Troy Milings: The mistakes that we make gives the next generation or the next group of people the step up that, you know what, we watched them do it. We don't have to follow that path. And so Earn Your Leisure has always been earning your freedom, but earning the luxuries that come with that freedom

Corey Andrew Powell: Yeah, I think one of those things for people to realize too is like you can change things by just making the efforts. I mean, I know like, for example, the idea of being like sort of stuck in someone's cubicle until I turned 70 was just never going to work for me. You know what I mean? Like, you know, but that's normal for most generations, right? That's what our parents did in many cases

Corey Andrew Powell: And what it will take for me to have a very different existence and financially as well. How does that, what does that look like? And so I think many people get stuck, don't realize that you can get unstuck. And I think there's another component to this financial thing where people might feel so overwhelmed that they just don't know how to get out of that situation

Corey Andrew Powell: So I'm glad you're indicating that, you know, it's never too late for people to kind of undo the past in that regard

Troy Milings: Yeah, I think the awareness is the first part, right? So when we talk about how do you get out, well, let's first create the plan. Let's see where the money's coming from. Like, let's see where it's going out to. But how do we create multiple streams of income? I think that's, that's the part that, you know, most people get stuck on. They'll, they'll look at their age and say, all right, well, I got 24 years until I can retire. Well, it's a mindset shift, right? Is retirement an age or is it the amount of money that you need to get to? If it's the amount of money, let's figure out how we get there

Troy Milings: They may look and say, wait, social security and retirement, it doesn't look the same as when my parents had it. So, you know, the plan is the most important, but how do we create around that plan?

Corey Andrew Powell: Yeah. Yeah, I think what I would encourage, especially our younger listeners to, to keep in mind is that long term goal when it comes to retirement. You brought up something earlier about, you know, being young, 19, 20 years old. You're not thinking about that. I didn't think about that. And I was only thinking about going to the club

Corey Andrew Powell: My life was like the club and would go like to work from the club. That was pretty much what we did in the 90s. And all of a sudden, you know, I was like, what, what's, how's that look when I'm 70? What's that like when the club ain't not an option anymore for viability for activities or whatever? And it made me think about what my life would look like later

Corey Andrew Powell: And that is something that if you really are focused on financial health, I think that's a starting point to consider the future. But it's hard for young people to do that, because when we're living in our young selves, we don't really project that far ahead. But I do think that is one of the markers, I think that most people independently might look at and go, yeah, maybe I better get it together before retirement. But enough of us don't do it. I don't know why we don't do it

Troy Milings: I think it's changing. When you look at this generation, especially in the world of social media, you're watching younger and younger people create careers for themselves, right? You look at the cost and that's who's 23 years old. You look at speed, just turned 20 last week, right? These guys are self made from same neighborhoods that a lot of us come from that have created something for themselves. Everybody's not gonna be able to do that. But there's businesses inside that, right? Somebody has to be the cameraman, somebody has to be the engineer

Troy Milings: There's businesses and economies that are being built by these people with nothing but the technology that they have in their hand. And so it gives people an alternative, a way to say, right, this isn't something that I have to wait till I'm 30 to do, right? These guys are millionaires before they hit 25. And they didn't have to dance, and they didn't have to rap, and they didn't have to play sports. They used their personality and their IP to create something that can be replicable for plenty of generations

Troy Milings: And so, I mean, the more we see young people getting to a place of financial freedom, the better it is for all generations

Corey Andrew Powell: Gentlemen, I have one final question for you today. And this is like, again, thank you for all this wonderful information. And I want to just now ask you sort of what's next for the Earn Your Leisure community and your mission to educate? Like, how can listeners support your vision and get more information to help themselves?

Rashad Bilal: For sure. Well, we have a book that's out right now, You Deserve to Be Rich, New York Times bestseller. So that's something that I think is a great starting point for anybody that's interested in personal finance, investing, entrepreneurship kind of walks you through the whole entire journey from A to Z. So definitely would encourage people to actually get that, read it

Rashad Bilal: And as far as our platform, you know, we create content all the time. So we have three shows, Earn Your Leisure, so-called Blackout, so-called Market Mondays. And we talk about stocks, we talk about real estate, we interview entrepreneurs, we have opinions about different things. So, you know, all the information is on our YouTube channel, Earn Your Leisure, social medias, Earn Your Leisure across all social media platforms. You can, you know, get a taste of what we have. And yeah, really just, you know, dive in if you're interested in learning

Corey Andrew Powell: That's excellent. Well, we will make sure that everyone knows that and has all that information. I know I will be subscribing and following as well, because I ain't going back into debt, ever. Okay. So I'm just going to put that out there. So you guys, thank you so much for what you do. It's wonderful. It's like I said, a passion for me to make sure that young Black people, especially, but everyone, the beauty of what you're doing is this is not just only information that we will benefit from

Corey Andrew Powell: It's really anybody who wants to have financial freedom and knowledge. But of course, your target audience is people who look a little bit like us. So that's also awesome, a bonus. So Rashad Bilal and Troy Millings, thank you so much, authors of the new book, You Deserve to Be Rich. And thank you for being here today with me on Motivational Mondays