

# Ryan Chapman Podcast Interview

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## SUMMARY KEYWORDS

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## SPEAKERS

Ryan Chapman, Tyson Bradley



Tyson Bradley 00:00

Welcome to entrepreneurs of Christ's podcast for men who want to escape the day job and answer the call to entrepreneurship, all while building your relationship with Christ. Now, it's, it's my belief that yes, you really can build a relationship with God through your business. And I actually think that that is one of the best ways to do so. There is so many faith, building experiences that come with building a business. And in this interview that I have with Ryan Chapman, you will see this in so many instances. And it is going to be a common theme that you'll see. Because, as a Christian man, as a, as a member of the church, we believe that God can give us personal revelation. And so for those of you, though, that may have other hardships that you face, I think that this episode will be particularly powerful because Ryan has faced some challenges that are even like recent. So we'll dive in to what those are. And you'll see you'll see this, but he is an amazing, individual, amazing man that we can learn a lot from. So let's dive into this interview with Ryan Chapman. Hello, everybody, this is Tyson Bradley. And I'm here with Ryan Chapman. And one of the things that we are going to just dive into is kind of learning about his story and his experience. And I'm really excited to to speak with him because he has some unique things that have even happened as of late that I think there's powerful lessons within these experiences that he's had. So we're gonna dive into his entrepreneurial journey. And, Ryan, the first question I have is, is when did you know your first wanted to be an entrepreneur?



Ryan Chapman 02:19

You know, my dad was self employed. And so it was kind of something that almost was inherited unconsciously, then I would be self employed. I mean, my desire to earn money for myself started with a paper route. Back when that was something a kid could do, you know. And so I did paper outs, I would mow lawns, I would, you know, even do landscaping, you know, anything I could do wash cars, detail cars, you know, just there's a lot of different things that we did, you know, I would do sometimes with my brothers, because I'm the oldest of 13 siblings, but there's nine boys. And so, you know, a lot of my brothers, I would do projects with, like, we would detail cars together and stuff like that. It was really just from a young age that I figured I was probably going to be an entrepreneur, the idea of working for somebody was never really on my radar. I did have a couple of jobs and working for people. And they just reinforced that desire that I wanted to be in charge of my own ship, so to speak.



Tyson Bradley 03:34

Did you go to school, or college?



Ryan Chapman 03:36

Yeah, you know, there was a moment where one of my brothers said, hey, let's go be dentists together. And so we started school. At that time, I'd already already had a child, and he was married. So I had not gone to school right after coming home from my mission, because that wasn't something I was going to do. But he said, Let's become dentists together. So I was like, Okay, let's do it. And so, started going to school, he went to a semester, he goes, this is not for me. And he bailed. I continued on to and gotten all the way three years through, until there was an opportunity that was presented to me that seemed way more interesting than continuing school. So I bailed on school at that point, that opportunity ended up fizzling out in a couple months after I jumped into it. And that left me in a position of not having any way to take care of my family. So I took a little side job helping a guy that was selling premium goods on eBay that he bought from wholesales. And so that got me kind of interested in that I was like, Oh, I wonder if I could do that. But then I ran into the reality I had no capital. So that was kind of out of the question, but then I thought, and I asked him, I said, Would you mind if I taught people how to do what you're doing? So I inadvertently started to try it. Get into the information business. And they had a number of crash and burns, I wasn't quite ready for that at that point in time. But that got me studying and interested in selling on the internet. So that was something that was eventually come into play down the road. You know, I had a number of different pursuits that I tried in entrepreneurship, all of which didn't really pan

out great. Fortunately, because my dad was a contractor that built and sold the house after living in a couple of years to generate a big profit rate before the collapse of 2007. And that gives me enough capital just to try out things and try and figure out some things, which none of them really worked until finally, my I ran into a friend named Travis toolstrip, who I'm sure you'll interview if, if you haven't yet, he's a member of the church. And he introduced me to two things that changed my life. And the first one was direct response marketing through Dan Kennedy. And the second thing was marketing automation, through Infusionsoft, which is now known as key. And these two assets, were sort of like the missing pieces. Because as I've gone through each failure, of trying to start a business and having it not really worked out, you learn a lesson. And so I wouldn't want anybody to think that you just go into business, and immediately you're successful. This is what I tell to all my brothers too, is I tell them, you're going to go to school one way or the other. You just have to decide what school it's going to be. So if you choose to go to university, then you're going to get that education. And it's going to give you certain opportunities. If you choose not to go to university, don't think that you're not going to have to learn. You're you've just chosen a more expensive school. And there's no guarantees that on the backside at school, you're going to even turn out to have learned what you need to learn unless you put forth the effort. But it was in 2007. I just sold my house and moved back down to California, and met Travis toolstrip, playing basketball, started learning direct response marketing, started learning about marketing automation. And my brother Trent, who is a he's number five in the family. He came to me said, hey, I've got an idea for a business. Will you partner up with me because he had seen me go through all these lessons, I learned how to code. So I was a developer, I had learned this direct response marketing. And I'd learned this marketing automation stuff. And he knew that I had some skills that he he would need in the business. So we partnered up and we were the right place at the right time. Which timing is really important in business as well. You've got to pick the right market, you want to pick a market that has a real problem, a problem that they recognize that they have. And then that is serious enough that they're willing to part with money to to address that problem. So the problem that we found was real estate agents trying to close short sales in 2007 2008, all the way through 2012. And so that business we knew was going to be short lived because it was dependent upon an event that was going on in the marketplace. But we immediately went from zero, he I mean, he put two and \$37 into some binders and paper. That was our initial capital outlay. And 12 months, we had done \$1.3 million in business. And it was a high profit margin business. And so it was info business, we were teaching people how to do things. But we also combined it with a software. So it became a conglomerate of software, education. And then eventually we would do live coaching, you know, done for you marketing. You're just adding on natural things that were fit to that business.



Tyson Bradley 09:26

Now is that the fixture funnel as it as it is now or



Ryan Chapman 09:30

that was known as short sale genius,



Tyson Bradley 09:32

okay.



Ryan Chapman 09:33

And that business taught us a couple things. One of them was that we didn't really want to work with real estate agents, long term, nothing against Real Estate Agents, but we just we just didn't want to work with them because they didn't treat the business as a business. They're kind of lackadaisical about it, and that wasn't who we wanted to work with. We enjoyed working with small business owners get serious about their business. So Well, short sale genius was still going. I started developing tools for business, that we discovered other people that were in the marketing automation world, specifically Infusionsoft users were interested in. So we had automated direct mail, we have automated, one, click upsells. So we've created some little tools like this that were valuable to people in our market, I started asking how they could get what we had. And so I started selling some of those things under the name, brand name, fix your funnel. And that was good. But then in 2012, when I started about 2009, with the one click upsells. And then in 10, we added the direct mail through your Send Out Cards. But then in 2012, we someone had asked us to do an integration with a short code texting provider. So we did that. And that was interesting, was pretty good. But we also recognize there quite a few limitations to short code. So about that time, somebody introduced us to be able to use normal phone numbers for texting, that we can control with code. So we went to the shortcode provider, we said, hey, look, we know we did this integration with you. But we're wanting to do an integration with normal phone numbers, because we think that's going to be better for small business owners. And we said, we will do it if you don't agree to it. But if you reach that, we'd like to do it because we want to honor you know, their business and the fact they've come to us to do the integration for their business. And they said no, actually, this is great timing, we decided we want to get out of this small business market. We're focusing more on like businesses like Sonic and Java juice. So we want to stay in that market. And we'd like to get out of the small business market. So you can take all of our small business customers and just convert them over. And we're like, Great, so it works out

well. So we started doing texting. And the three businesses that we've since formed with my brother Trent, are all texting centric. So one services keep or Infusionsoft as it used to be. Another one is its own CRM. And then the third one works with other serums, like Active Campaign and HubSpot.

 Tyson Bradley 12:30  
Okay,

 Ryan Chapman 12:30  
drip and things like that.

 Tyson Bradley 12:33  
Okay. So, you know, throughout your journey, then like you mentioned that there were things that you started up things that you failed that I feel like, what I see with many, with many of the clients that I work with, is that some of the primary challenges to them getting even started into business is that one is like clients just like they, they don't know how to get them, or they aren't sure they're even going to be out there to is, is, you know, the capital, like you mentioned the three years is the clock is just, you know, how do I make time for this when I've got family, and I've got a church calling, and I've got my day job. And so I don't know if any of these loomed large for you, but what would you What would you say? Yeah, big challenges.

 Ryan Chapman 13:22  
For me, I had made the decision, I was going to be an entrepreneur.

 Tyson Bradley 13:26  
Yeah.

 Ryan Chapman 13:26  
So the question wasn't, am I going to do it? The question was, how am I going to do it? And I think that's an important mindset to get into is, how am I going to do it not am I going to do it, because am I going to do it gives you an accent. And if you give yourself an accent,

believe it or not, you'll take it almost every time. So there has to be almost the burning the ships type of mentality. When it comes to going into entrepreneurship, you have to kind of make that commitment. But here's one of the things that's great about having the gospel is, being an entrepreneur is one of the most spiritual experiences you have in your life. Because unlike with a job, you don't have this perception of somebody, you know, protecting your future, you're thinking of security, when you have a job, in that security comes from the man who owns and operates that business. And you're at their whim, really. So at any point in time, they could get rid of you because they don't see that they need you anymore. So there isn't really security there. But it's perceived security. And you really are relying in a sense on the arm of flesh. But when you go into business for yourself, there's nobody but you and God. And I'm going to get a little emotional about this just because you're going to have some moments where you're going to be baring your soul to God, asking for help and direction if you commit to it, and you have to trust him. And what I noticed through my journey, is somehow we always have food on the table, even though you know I have questions like Who am I going to get Customers wherever you get clients, I had questions about how do I even do this? Like, I don't even know what what I'm doing. You know, I had many nights where I'm staring at the ceiling for a going, I've got this family, I've got five little ones. And I don't even know what I'm doing. Your God, what am I doing here? Help me out. And so you're gonna have those moments. But if you trust them, and you you put him first meaning you pay your tithing, always, never, never compromise on your commitments. So the Lord, he'll make sure that you always have enough, you may not be wealthy, but you always have enough as you get to that point where you you may become wealthy. And that's what I've noticed is it's a very spiritual experience. And as I trusted in God, he would lead me to the next lesson that I needed. So as I look back on my journey, it's a series of lessons, and each of them exposing something else that I didn't know. So it put me on it, then this quest, so to speak, to find that next piece of the puzzle, right. So after I had raised money from friends and family, for a little software company that happened to be 10 years too early, you know, my clientele didn't even have the internet, much less, you know, the ability to do what I needed them to do. And I just had to I didn't know to go look at the market and see if they existed, you know, see if there was just the less they hadn't learned. So I'd learned that lesson. But then I also learned by having to pay a marketing consultant, 21 grand, and getting a postcard to give away a free dinner, that I needed to learn marketing wasn't something that I could leave out of my thing, I kind of knew sales, but I need to learn marketing. So you know, I go to play basketball. And I run into this guy, who I get paired up with, because I'm six, seven, he's six, nine. So the two tallest guys always get paired against each other. He's training three point shots, like he's Larry Bird. And I'm just like, come on, dude. We're supposed to battle it out the key. And so anyways, he played so aggressively that I I'm always curious about how something on the court matches up with real life. So I had to ask him, what do you do in his first comment, he said was I'm a marketing consultant, while I was totally turned off

when marketing consultants because that 21 grand mistake. So I kind of started to turn away. And then he said about, I'm also a marketing coach, I go, Okay, take me by the credit card and teach me what I need to know. Yeah. And so he did exactly that. And, you know, so I learned that lesson of direct response marketing. And he just happened to slip in marketing automation by accident, which turned out to be another big key to our success. That was why we were able to go from zero to 1.3 million in 12 months is because we had leveraged automation. And I thought, we'd go to the conferences that this company, the software company put on and I thought, Man, everybody in this room is doing a million dollars plus, and I had no idea that that was not the case. A lot of the people had the software, but they didn't have the marketing. So you got to have the marketing, you have to have that. But these were all things that God led me to, you know, my wife suggested she cuz she could tell a stressed out, she goes there, you're stressed out, you need to go play basketball. So she's the one that told me to go wake up early and go play basketball in the first place, which you will find is your spouse is usually a big source of inspiration from my father, because you're too busy being dumb, too, sometimes hear what he's trying to tell you. So sometimes he'll go through your spouse to get your attention and tell you what you need to do. But, you know, that was divine providence that led me to get that education I needed to filled out the final part of my primary education.



Tyson Bradley 18:54

Right. One thing that, that you mentioned is just, you know, it's interesting just to hear your story, because you can see the skills that you developed along the way that enabled kind of your latest business, the one that's kind of been kind of the primary breadwinner for for you in terms of kind of the the biggest success. So one thing else that I that I want to mention, and I think that what's nice, or at least what might be an advantage of your upbringing is that you kind of grew up in a world where your dad was kind of his own. He was an entrepreneur, like he had his own business. And, you know, lately I've been reading a lot about no identity and and that being really one of the keys of just changing and you becoming someone different, because right now so many people they just associate as the employee as someone who's working for another and trying to just be the best employee that they can be versus being an entrepreneur and having that be a decision of who you want to be. And that seems to be something that was kind of either latent within you, you're just like, Oh, yeah, this is who I am. So it's easy for me to make this step and to move forward. Whereas for others who may not identify as an entrepreneur, that can be difficult. And so, you know, one of the things I was thinking about was just how, if you have a desire to pursue a business, or you've had a dream to create something, he have skills, you have knowledge, you have things that you want to, to sell or create. It's my belief that those are from God, that those are impressions. Those are indicators of this part of you

that wants to create something more with your life.



Ryan Chapman 20:51

Yeah, thank you, when you get those, you need to pay attention to them. Because God doesn't tend to talk to you twice, he tends to talk to you once about what you need. And if you listen and follow it, then you're going to be in good shape. But if you don't, then you're gonna end up being at a point of regret at some point in the future. So you need to take those promptings seriously, because that's just the way revelation tends to work.



Tyson Bradley 21:18

Right. Now, when you were building kind of the the latest, the fixture funnel, what became fixture funnel, like, wow, what happened when you really started, like gaining traction? What did that look like?



Ryan Chapman 21:31

Well, so it was really a slow, you know, it's a software as a service. It's a monthly subscription. You know, when we were working with our short sell genius business, we were selling a 12 \$100 package, right. And so if you're, if each sale is 12 \$100, that's a very different business experience, then if each transaction is \$50, is you need a lot more \$50, to get to 1200. If you know what I mean. So getting customers is always the hard part in any business. And so it was really slow going in. So I had to do things that I didn't want to do in order to supplement that. So I started doing consulting, you know, cuz you having built a very successful business, that business ended up getting to where he's doing like, three, 4 million a year, his short sell genius. So having built a very successful business very quickly, there's things I know that are very valuable for other people to know. And so, you know, I resorted to sharing that knowledge, I say resorted to because I hate trading time for money. That's, you know, something that you'd end up doing as an employee, you agree to a certain amount of money for a certain amount of time. And I really hate that. Because as a business owner, what I want to do is I want to gain leverage, so that my time is not a factor in how much money I'm making. It's immaterial. And that's kind of what you work toward as an entrepreneur is where your time is not equal to money anymore. But in the early days of fix your funnel in order to make things work, because I had employees, I believe really strongly and having a team developing a team as soon as you can. Because a team gives you leverage, because now you can do more than what you can do. The team allows you to not focus on the things that aren't going to make the company money, you can let somebody else do the things that are not that are important, but not

valuable. And so, you know, I have a team that I needed to support. And so I just took on these consulting jobs in the early days to bring in, you know, 2000 5000 \$10,000 chunks that would allow us to survive over building up the \$50, you know, charges to the point where it actually was exciting. Yeah, you got to be willing to do things that need to be done. You know, you can't be I don't know a better word for it. But pricy. You know, you can't, you can't be above certain things. When you're trying to build something, you got to be willing to get in there, get your hands dirty, and do whatever you need to do in order to keep the business afloat. And so you may say, look, here's what I really want is I want the business with the strong recurring revenue, because I really like recurring revenue businesses because they separate time from the equation. So you may say, I Oh, that's what I really want. Like insurance, you know, if you want to start an insurance agency, that's, that's a recurring revenue model. You're getting people to subscribe to the insurance and you get a commission for that based on their paying their subscription. Well, that takes time to build up so you've got to be able to be flexible enough that you go Okay, well, what else can I do? In addition to that, they will allow me to survive, pay for my, the food that needs to be put on the table to take care of the kids the way they need to be taken care of, and take care of your spouse in a way that respects honors them. So you, this is why I think if you're going to build a business, the best time to do it is when you go, yeah. Because you're gonna probably have to do some work a full day, you know, whatever that is, maybe if you're trying to start this business on the side, maybe you work a full day, and then you've got your family commitments, and they have your church commitments. And then maybe by 930, you're finished everything that you needed to do with that. And now it's time to start your side job. And you're going to work from 930 until 2am. And you may have to do that for a couple few months in order to get things kind of go. And that's what you got to be willing to do up front so that in the backside, you can be in the position I find myself in, which is where I'm a business owner, me not showing up to work is not influencing how much I get paid this result of what's going on in the business, the business operates independent of me, so to speak. And so that's kind of where you want to be able to get towards, but to do that, you really have to be willing to burn the midnight oil at the beginning,



Tyson Bradley 26:19

you know, and this is part of my experience was you know, I me having a full time job. And then I would be you know, setting aside an hour in the evening. And one of the things that I really focused on was really organizing my time in such a way that I could get all the work done at work, you know, faster, and then I could get my business work done. And it's kind of one of the the pillars that I try and help all my clients focus on first is, you know, how can you create time with these obligations. Because when you first start out, if you want to do it in maybe what we might call the safer, secure way, where you're just building

up the business on the side, while your full time job is providing the income. That is possible. And you know, I'm an example of it, many others are example of it. But you know, there's other ways to go about it. It's just that this challenges are, in my mind, they're actually kind of part of the fun of building a business and also part of the regulatory experience.

 Ryan Chapman 27:21  
Yeah,

 Tyson Bradley 27:22  
that's available to you. Because you don't get this dream out of nowhere. And if it's coming from God, it's my belief that, that God will help you in the process of building this in a way that serves you.

 Ryan Chapman 27:36  
There's nothing that I have done in my businesses that didn't come from inspiration from God, He always was pointing me somewhere, or giving me an idea of something to do, you know, so if you can recognize this hand in all things, one, you put yourself in a great place, because that's where he wants you to be. He wants you to acknowledge Him and all things. But that, but I say it's it becomes a spiritual experience, when you can thank god each night for the inspiration he gave you help you figure out, Okay, how am I going to make payroll this month? You know, and, and you get the idea, okay, we're gonna do this, like, I remember, we, my brother, with the real estate business, you know, we're getting towards the tail end. And so we needed another income boost. And we had determined that for him to be successful in his real estate business, he needed to become an author. So we wrote a book, and then we figured, you know, what, why don't we resell that book to some of our users that want to have a book and be in authority as well. And we sold, you know, 6060 people on becoming authors, we go straight that wrote the book for them, right. And so that created an immense amount of income. And that was just from one little idea that God gave us, you know, and I came, interestingly, to questions. And this is where I think it's really important for you to find a partner in some way. It doesn't necessarily have to be a business partner. It could be a coach, it could be just somebody that agrees to mentor, you. Don't try and do this self employment entrepreneur thing on your own. Because if you didn't pick up on it, there's no point in time that I'm doing this on my own. I can't learn all the lessons on my own. God knows that so he knows people in front of me, that will teach me and helped me. But you know, for me, I was fortunate that I

had a brother that I could trust with my life.

**(TB)** Tyson Bradley 29:47

You know, and that's such a good point. I found that, you know, it's part of the reason why, you know, I have a coach, I have a couple coaches and other people that I connect with because there's a lot I think a lot of the revelation comes through the interaction of those conversations that you have with other people. And just knowing that God wants to place in your life, the right people to help you fulfill whatever you're trying to create. So

**R** Ryan Chapman 30:16

if you don't have a lot of extra money, and you're looking, you're saying, How do I fill that role than Ryan, because I don't have money for a coach, in your state, or even possibly even your word, there's probably a successful business owner. And they were the one thing that you'll know or learn, if you don't know it already about entrepreneurs, is there some of the most giving people you'll ever meet, because someone had to gift them along their journey. And so they'd love to give to other people. So if you find someone in your ward or in your stake, you could ask them, if they would mind mentor you. And I guarantee you, they'd be more than happy to do that. And that means you can kind of go to them and bounce some ideas off of them, and they'll be able to give you a sounding board and they may, you may not get the best mentor, you may get a great mentor. But having somebody is going to be better than nothing, because it's going to give you an opportunity to kind of think through things better when you have to present it to somebody than when you're just doing it yourself to help you identify holes in your thinking and, you know, things that you got to do better.

**(TB)** Tyson Bradley 31:26

I love that, I think it's a I think it's what, that's something that you're so unique about, you know, our culture and the churches that you really can find just about any word will have an entrepreneur and if not, there, you put out the message, and you'll have a connection somewhere, then someone that's believes the same way that you do and is willing to share their insights with you, I would back that statement up, because that's very much how I am if anyone were to approach me for insight and help. So one thing that I'd ask you is, besides maybe even at that point, what would you tell would be entrepreneurs that you wish someone had told you,

R

Ryan Chapman 32:13

just the fact that you've, you've got to get that education one way or another. So decide how you're going to get it, you know, make it make an intentional decision. And then you need to understand that being an entrepreneur, entrepreneur means being a constant student, you always have to be learning. There's never a point where I'm not trying to learn something new from somebody or something, you know, and really being an entrepreneur is, is really great if you love puzzles, because it is a bunch of problems that you're solving. And as you solve those problems better and better, then life gets nicer, nicer for you, because you start to gain more and more leverage. But yeah, I would just say on the front side, it is a spiritual experience. So make sure that you tap into God, you know, don't think that business is something that's not holy. And so you can't talk to God about it. God wants you to be successful. Because if you're successful, and you know, you're successful because of him, he can use you in His Kingdom.

(TB)

Tyson Bradley 33:21

Yeah.

R

Ryan Chapman 33:21

So there's things that he can do with you that he may not be able to do as somebody else. So he'll, he'll have you to do that. And then there's other things that I said,

(TB)

Tyson Bradley 33:31

Yeah. So one thing that I think is unique about your experience, Ryan, that if you'd mind sharing is for our listeners, we before we got on this call Ryan, you know, Ryan told me about his experience in battling cancer. And so this, he had pain starting in May 2020. So this is, you know, fairly recent. And now he's the boy where he's doing chemotherapy and other things like that. I'm, I'm curious if there's, you know, either lessons or, or things that you would share about that experience, having gone through it, and in the middle of it.

R

Ryan Chapman 34:05

Yeah. Because of either pain or the effects of painkillers that that you're prescribed right now. It's hard for me to think,



Tyson Bradley 34:16

yeah,



Ryan Chapman 34:18

I can do this verbal stuff that we're doing here for, you know, an hour or two, but I can't think the same way that I used to. So I haven't really been able to work since May of 2020. But one of the things that happened because God knows what's happening before we do is he had helped me add team members to my team and make changes in my lineup. that put me in a position where I was officially a business owner. I don't know if any of you guys have read the quadrant book, you know by Kiyosaki. I forget what the name of it is. But it has this four quadrants and one is on Forerunner one is self employed when his business owner in one is investor cashflow quadrant, that's what it's called. And so in this book, he explains that if you work for the business, then you're an entrepreneur, but you're still an employee. Well, that's what it was employee, self employed, business owner and investor. So I was really bummed to discover that I was self employed. And I wasn't a business owner, because this whole time, I thought it was a business owner. But if the business is dependent upon you being there, it's gonna fail, if you don't show up, then you're a business, you're not a business owner, you're an employee of the business. But you're self employed. And so I was like, oh, shoot, I want to be a business owner. But I had never gotten to that point because of the way my team was, was aligned and everything. So I had made it, I hired actually one of my brothers, another one of my brothers, he's like number 10, we think in the group. And he came on, he helped me to be able to hire and change the team up in such a way that the team was independent of me, I didn't need to be there. So it was a really important thing that happened. And that happened in early 2020. So that when May came along, and I started getting these incredible pains in my legs, that just like, they caused me to not be able to sleep, it was that bad, so intense. And for six months, I battled with this pain, and trying to take over the counter pain medicine and not destroying my liver and my intestines in the process. And then I found out in November of 2022, I had colon cancer. And I hadn't been able to work this whole time, because the pain and then I got colon cancer, they finally got the pain under control. But the medicine that gets painted or control also makes you drowsy and messes with your brain. So you can't quite think clearly. And so I still couldn't work. And yet, because of the business. And because it I had gotten it to a point where it can run without me, I was able to step away and still get paid. And that was something God prepared for me ahead of time, because I was on this path of being an entrepreneur. And if I had been there, I don't know what would have happened. Because, you know, it's we're coming up on a year here, not being able to work and for most people that would destroy them financially. And those that are helping you out your dream. And so that means you got to get your hands

dirty sometimes and go in there and do things you don't want to do. But I promise you that if you'll do those things, God will help you figure out what you don't know. And you'll make it.



Tyson Bradley 40:16

Yeah. Well, Ryan, one last question for you. How has building a business strengthened your relationship with Christ?



Ryan Chapman 40:24

You know, it was actually, I had to get cancer to do that. I had a pretty good relationship with Heavenly Father. But one of the problems that I may have adopted from being an entrepreneur is that I tried to do a lot of things on my own, and not let Christ come in and help. And is, as I faced cancer, I finally face something I couldn't figure out do on my own. And I realized that I had let Christ help me with repentance and forgiveness, but I had met him help me with a lot of other things, things that he was waiting to help me with. And so with cancer, I had this renewed sense of, I need help. And so I asked him for help in a way that I'd never asked for help before, and he did not disappoint. But that caused me to recognize that there were so many times when I would try and just do it myself. Like, I've got a problem that I in my character, that's a deficit. And I know it needs to change. And so I'll change it, and then I'll go to Heavenly Father for help. You know, he'll, he'll help me with the rest of you know what I can't do. And that's a total misunderstanding of Christ, what his role is. He is there to partner with you. So much. Like I said, you need a mentor, Christ is the ultimate mentor. And he wants to be with you each step of the way. So if there's a deficit in your character that needs fixing, you go to him first, not last. And he'll help you along the way. He'll help you to figure it out. And sometimes she'll even change your heart. And that's been my experience with him



Tyson Bradley 42:05

Love that, Alright, if anyone wants to, you know, connect with you, where would you tell them to go?



Ryan Chapman 42:11

probably easiest on Facebook?

(TB) Tyson Bradley 42:12

Yeah.

R Ryan Chapman 42:13

Just My name is Ryan, with the letter J. Chapman. So that's my Facebook handle, you can find me there. If you're on Twitter, you can find me on the same one. And you're trying to connect with me there?

(TB) Tyson Bradley 42:27

Well, I think I stand for everyone in saying that I, my prayers are with you. And in going to this current challenge that you're facing, and what a great blessing it was just to hear your your insights and just your spirit of connecting with with God with Christ along the journey. I think that's such a helpful message that we all need to hear and apply. So thank you for coming on and sharing all this.

R Ryan Chapman 42:58

My pleasure.

(TB) Tyson Bradley 43:00

Awesome. We'll talk to you later. That was a great interview with Ryan. And one thing that I see with my clients, as well as my own experiences I didn't grow up with with an entrepreneur, Nouriel, Dad, I had my dad's a seminary teacher. And so I may have done like newspaper routes and and I also had like a lawn mower business when I was a teenager, much like Ryan did. But what you may have struggles with is actually thinking you're an entrepreneur. And I want you to recognize that if you have the desires, to be an entrepreneur, and you start believing that you are an entrepreneur, even if you're even if you're just thinking about how you can improve the business that you're in, and the in the company that you're in, that that is a way in which you are entrepreneurial. But I think it's important for you to start identifying as an entrepreneur, so that you can start making some of these changes so that you can start taking some action in creating the business that's on your mind, in your heart. And if you struggle with these actions, if you struggle in getting clients if you struggle with creating time, for the business, that's when you can come to me like that's what I'm here to help all of you to do. And these stories are a place for you to be inspired to recognize that the end is possible that there are people that have

come before you that they they have created businesses from ideas that they've been inspired by, and you are in the same same place, you have an idea, you want to pursue it. And you just need to learn the skills to make that a reality. I can help you, you can sign up for a free call, where we can talk about how to make that happen, how you can start applying the very simple skills to start having time for the business, to start creating clients immediately, so that you can make this shift so that you can start making this dream a reality. So that you can start this business, who for who knows how long you've been thinking about it, but you know, it's within you, you know, something you want to do. And that is enough to move on. And just like Ryan showed through his example, and his experience, it is something that God wants for you and is his calling to you. So go to [entrepreneursofchrist.com](https://entrepreneursofchrist.com) where you can sign up for a free call. That's [entrepreneursofChrist.com](https://entrepreneursofChrist.com), and you can sign up for a time and we can have that chat. Right. We'll talk to you there guys. Bye.