

Stu Draper - Podcast Interview

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SPEAKERS

Tyson Bradley, Stu Draper



Tyson Bradley 00:00

Welcome to entrepreneurs of Christ. This is a podcast for men of the Church of Jesus Christ of Latter Day Saints, who feel called to entrepreneurship but are stuck in their corporate job. And the thing is, when you build a business, you're actually going to grow closer to God. And you'll find that in all the stories that we share here, and in other episodes that I create. Now, this particular episode is an interview with Stu Draper, he is the founder of a company called Stukent. And they provide real time education, around marketing, digital marketing, public relations, things like that, that are really innovative, really different approach to learning and really impactful and powerful. So I think this episode is actually going to be really key for those of you who will want or need investing from other people. So your idea may be so large, and have maybe a long sales time. So it'll take a while for you to produce an income. And so if that is you, you'll definitely want to listen to his experience because of what happened in his journey, and the steps that were involved to getting this business off the ground. Now, there are elements in here and I'll talk a little bit about after the interview. So you want to catch that at the end. But there are elements in here that I think really align well with path one or program. And I'll tell you more about that afterwards. But anyways, let's dive into this interview with Stu Draper. All right, everybody, this is Tyson Bradley. And I am here with Stuart Draper, the founder, owner of Stukent, and we're going to get to know more about his experience. I actually learned about his business when I went to BYU back in, you know, 2013 2014. And this is when his business was, like earning its first dollars. And so we're gonna dive into kind of his experience here and and learn from from his wisdom. So Stu, first, when did you know you

first wanted to be an entrepreneur?

S Stu Draper 02:41

I first knew I wanted to be an entrepreneur when I was plumbing in high school in the summertime. Actually, probably even a little before that, I think when I, my brother in law's a plumber, and he asked me if I would come in the summer and work for him and help him out. And, you know, one, I decided I wanted to make enough money that I didn't have to make minimum wage anymore. So there was that incentive, but also, my brother in law just had a great life. And he had a good amount of freedom to pick his schedule. And I really admired that. And that was when I decided that like, someday, I'm gonna be an entrepreneur, I want to own my own business. And my dad's always been in business and been a business part owner and business leader, not as a founder, but as a business leader. And I always admired that about him. And so just a desire I had my whole life.

(TB) Tyson Bradley 03:31

Yeah. Did you? Did you go to school at all? Or did you just like college and whatnot? or?

S Stu Draper 03:38

Yeah, I went to BYU Idaho.

(TB) Tyson Bradley 03:39

Okay. And did you go into did you get into other people's business? Or did you first start out and in your own thing?

S Stu Draper 03:48

Yes. So in college, I had the entrepreneur bug really start to hit me. There's a class at BYU Idaho that they call the entrepreneur lecture series. And every Friday, I got to have like an in person, podcast experience like this. So hopefully, listening today, I can inspire them like those entrepreneurs inspired me, but I remember watching them and maybe this is gonna sound a little arrogant, but I remember watching them and go to those guys can do it like that. They're not that I wouldn't if they can be a business owner, like I can probably figure it out too. Like, they don't seem that extraordinary. They, you know, some of them were very, very good at what they did and very good at speaking and very good at presenting. I was like, wow, that guy's next level, but a lot of them. It was just became more clear to

me like, Hey, I can if they can do it, I can do it. You know, I had that kind of, I hope someone today listens. And if that chump can do it, I can do it. You know? Yeah. BYU Idaho was great for giving me that bug. I had an offer class where the professor said hey, you get a 1% extra credit if you sell something on eBay, and this was back in like 20, 2005 2006. So selling something on eBay was like wild, like the idea that I could actually like, connect with someone online and they would purchase something for me and then I would ship it to them and I'd make money was pretty cool. Right? So



Tyson Bradley 05:12

yeah,



Stu Draper 05:14

yeah, that's some of the first beginning stages. Then I had an opportunity I heard that people get paid to put up Christmas lights. I was like my parents made me do that my whole life I can I can do that. And so my buddy and I set up the Christmas light guys as a little business and all it was was flyers. There was no real business no real entity that was formed yet it was just a side side hustle for fun kind of thing. And we sent out a bunch of flyers and paid for a couple semesters of college, each of us with it.



Tyson Bradley 05:47

So it sounds like you've always kind of had the the entrepreneurial bug in your life. Now, in terms of the idea of of stukent and you getting into that business, what led to that, what led to this idea?



Stu Draper 06:06

What to the idea. So let me first say what led to that is so many life experiences that led to it right? Like I don't think that any entrepreneur just chooses to become that overnight at and become successful if they didn't have a lot of life experiences that helped prepare them for the day when they stepped out on their own. In my case, you know, I didn't have the typical entrepreneur story of Oh, I loved setting up the lemonade stand like we did a lemonade stand. Yeah, me and my brother. And when it when someone pulled up at the side of the driveway, like I ran back in the trees and hid, I was deathly afraid of that interaction of an adult asking me to pour them a glass of lemonade and then asked me if I would take their money like that scared me to death, my brother, who now owns his own plumbing company, he didn't care at all. I didn't bother him one bit. He had no shame in

that. But I was deathly afraid of that. But that experience and then in high school, having the experience of being in student body and kind of coming out of my shell and the athletic experiences that I had in wrestling and baseball, those things and then you know, serving a two year mission in Argentina for the LDS church, those types of experiences really helped prepare me. And lead me as you asked to starting Stukent later on in life. Okay, so what led me to Stukent, I had my graduate college, I get laid off six months out of college. And rather than look for another Boss, I just looked for other dentists that would let me do their Google ads. Because while I was in that first job out of college, my brother in law said, Hey, will you help me with my Google ads? So I did, he had three record breaking months in new patients. And my first real business minus the Christmas light guys, the first real business was doing Google Ads through a company called get found first and get found first calm is still a very profitable, fast growing business and Idaho I accident in 2015. And that's why it's doing so well. Now as I got out of it, and they needed someone better to run it. But yeah, get found first is is an Inc 5000 company and still can't use as well. So on the student side, all those life experiences in that first business prepared me to get to the place where I could run Stukent. The last thing that I'll share that led me to Stukent was my experience at BYU Idaho, Professor Kent lundeen. He's the Kent in Stukent. He asked me to come back and teach digital marketing about four years after I'd graduated college. And when I was teaching his course for him while he went to BYU Hawaii, I was banging my head against the wall with the curriculum, there had to be a better way. And entrepreneurs that start businesses, that's a very common thread you'll find is they go, there's got to be a better way. And I found it like I know what to do to have a better way for everyone to experience what I'm going through. And so we called over 100 business schools, 60% of them that were teaching digital marketing, were unhappy with how they were teaching it and still 40% of business schools in 2013 weren't even teaching digital marketing to their business students. So these students were graduating with a marketing degree in 2013. And Google had been making money since 2003. Right? So because I had just learned as an entrepreneur, that when you see that there's a pain and you see you have a solution to solve that pain. People will pay you for that they like to pay for help. And so we started that we started Stukent that's that's the story as fast as I could share it and share all the important details.



Tyson Bradley 09:51

Yeah, no, what were what were some of the challenges in getting that started because a lot of the clients that I work with, it's like do their clients they don't How to get the clients, two is capital. There's like, how do I even start this without any money? And then third is the clock is like, how do I create time for this business when I'm already busy with family with the church calling with my day job or whatnot. So what were what were some of the challenges that loomed large for you, in starting this?

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Stu Draper 10:01

I think the biggest challenge for me was, like I said, I had this other business get found. First, it paid me a passive income was as much as all my friends were making, but it was passive. And I still had another job full time making six figures in good insurance good benefits in a 401k. And, man, like stepping away from that, that was a challenge deciding that I would quit having all of that income and all that opportunity to go all in on student. That was I think, for me, the biggest hurdle because I knew there was an opportunity, I knew there was money to be made. And I knew what I could build or and bring to the table that people would pay for. Right. So I knew all of that. But stepping away from the comforts that I now enjoyed the 4000 square foot home with a three car garage and the boat that I paid for with the signing bonus like to going back to making half of what I was making before to get this business off the ground and taking in investor money that I knew I had to have because of the long sales cycle and the education, technology space. There was all of those things that would that would normally for most people keep them from saying, Yeah, I'm gonna go for it. But for me, I felt called to do this, right. Like, I felt like it was right for me to go teach at BYU Idaho. And as soon as I saw this opportunity, I was like, wow, there's an opportunity here sounds like a good looks like a good one. I'm really comfortable. But for two nights, like air for two years, at night, I would go home from my day job. And on my drive home, call my managing partner and get found first talk to him. And then he dinner, help put the kids to bed. And then for two hours, I'd sit there going this student idea. It has legs, and I would keep things to work on it. And that never stopped playing. I just kept feeling like I needed to finally take action and quit.

(TB)

Tyson Bradley 10:42

So So um, because it sounds like there was like a point of no return. Like, there was a moment where you looked at yourself. And you're like, I'm gonna make this happen. Like, do you remember where you were? And what that what that moment was like?

S

Stu Draper 12:42

Yeah, so there's a few of them like key key moments. One was, I had had those sleepless nights thinking about the idea and thinking, wow, this has legs. I call the mentor friend of mine that I had met early in my career right out of college. And I said, Cory, like let's go to lunch, I have an idea. And we stayed in touch and did go to lunch. So it wasn't out of the norm for us to meet. And when we met, I said, Cory, I've got this idea. I want to update a textbook twice a year, we'll keep it current. It'll help professors, all these schools that don't teach digital marketing will start teaching it. If I can get 100 schools with 100 students paying me \$100 100 times 100 times 100. It's a million dollar opportunity, Cory. And that's

per semester, that moment where I hadn't thought about that before. But like I'm talking to Cory about the idea, and the potential to make money with it. And when I said 100 times 100 times 100. It was like, Oh my gosh, yes, it's a real opportunity. And it's bigger than you originally thought. And it's a believable number. I feel like I can go find 100 professors, because I can say, hey, Professor, I've been in your shoes. I've done this, I know how challenging This is. And I've got something that's better for you, that will help you more. Right. So that was a key moment. And then so Cory, my mentor, he had sold a couple of pharmacies to Walgreens, just local pharmacies, and he sold them to a bigger company, right? made a lot of money. And he liked to invest in it in new a lot of entrepreneurs. And he knew me as an entrepreneur from get found first. And he said, Hey, Steve, would you quit doing what you're doing? Would you like, go all in leave melaleuca where I was working behind? And you know, sell get found first, would you do that? Do you believe in it that much? I was like, yeah, and he goes, Well, I've watched you do this market research. I've seen the business plan. You know, you've been sharing that stuff with me. I think you should do it. So when he told me that when he said showed he believed in me. I was like corie but there's one more big hang up, I don't want to raise money. Like, I don't think that's I don't know, people that have money. I don't know how to how to raise funding. And I needed funding for this business, right? I mentioned that earlier, because the long sales cycle, you got to pay employees for, like a year or 18 months before you actually start making money. And he said, You know, I can I can help you with fundraising, and you've got a good business plan, and you've proven there's a market opportunity, like those 100 schools, 16 of them said, Hey, as soon as you have that, we'll start using it. Just call us. Okay,



Tyson Bradley 15:33

yeah,



Stu Draper 15:34

there was I knew there was a really good demand. And I had corys faith in me on my side, my wife also believes in me and is supportive of me and guys. Well, when we're talking big hurdle for entrepreneurs, one is having a spouse that's on board with the sacrifices you make early on, to get a business off the ground. And I, whenever I have the chance to talk to a young man that's considering getting married, that has told me they want to be an entrepreneur, I'm like, Look, you got to find a girl is ready to be the wife of an entrepreneur. Because, like, you can see here, because we're on zoom, Lindsey in the background in that picture right there. She is the real reason for so much of my success as an entrepreneur, because she takes on a big load bigger load at home, so that I can stay as focused as I am on business. But anyway, long story long here, Cory goes, text me one

day, and he says, Hey, what's your address, and I text him back my address. And so we were friends mentor, career side, but we didn't hang out in his 50s about to go be a mission president. And he texts I, I texted my address back and like three days later, there was a \$25,000 check in my mailbox. Okay. And that trust that he had in me that belief that he had in me, the note that said, Hey, this is your first 25,000 I'll go help you raise the rest of the money you need was like, a sure sign for me personally, that I needed to go do this. That was the right thing for me and my family. And so once I took that money, it was like that balls to the wall man. No backing out but backing up or backing out now. And we raised the rest of the money that we needed, how to do the raises in three separate rounds to to bridge the summer gaps where you just have no revenue and an education, business. I mean semesters. But it took a long time to get here. And a lot of sacrifices were made along the way.



Tyson Bradley 18:13

What happened when you really started like getting traction? What did that look like?



Stu Draper 18:19

Good question. So I think traction is relative. And the first traction was finding some developers in Romania that were willing to work with me, and help me build something right? To help bring the dream to reality of a simulation. So when my eyes I said earlier, my first vision was an E textbook that's updated. And I co authored, that it's digital marketing essentials is the best seller on the subject. But in discussions with all the professors about what they were trying to teach digital marketing, we called them, one of them said, do a simulation. If you build a simulation, I'll use that. And I was like, Oh, cool. I hadn't thought of that. But a simulation. That's awesome, right? So those Romanians built the simulation and got the Stukent brand on there. And we took it to BYU and I said, Hey, you said if I had a simulation, you'd use it right? And they said, Yeah, we'll give it a try for free. And I was like, okay, that's cool with me at top 20 business schools gonna use my product. And so traction, when a top 20 of your industry uses your product, even if it's free, that's traction. You know, when when you get someone who has had a good career in another field to believe in your idea and quit, what else they're doing or what other opportunities they might have to come and work with you. That's traction. building that team up is a huge part of whether you're going to be able to succeed. It's not just the sales but by the way, BYU used it, they liked it said they would use it again. And University of Minnesota Ata said, Oh, cool. BYU uses it. taking that first 25, grand investors fall like sheep. So once one guy has risked 25 grand of his own money, other investors are willing to give you there. So so taking that first money, that's traction, right, like and traction for

that first 25 grand, you know, we I talked about that \$25,000 check coming out of nowhere in the mail from Cory, you know, I built a relationship with him over several years. And that was traction, that allowed me to be able to take his investment later on. Right. So tractions, a relative term? And I

 Tyson Bradley 21:03

know, yeah,

 Stu Draper 21:04

I hope that helps with perspective of what traction is and how you gain it. You know, just that market research phase before we're actually a formal business. When people say, yeah, we don't teach digital marketing, if you built what you're describing, yeah, we would use it, that's traction, it's pre sales. It's, it's money in the bank down the road that you need in order to justify quitting your day job and going for it,

 Tyson Bradley 21:28

you know, so many, so many great principles in within all this, whether it's just recognizing that there's market research that you can do to test an idea that there are ways in which you can give your service for free to, to help, you know, build out and have a proof of concept that it works. There is people in your life that you may not even recognize, have been placed there for a reason. And they may just, in fact, be the investor that you're looking for, if you're doing something that's more long term and needs an investor in it. So love that now,

 Stu Draper 22:08

Cory he didn't, I didn't treat Cory like he was gonna be a future investor of mine. I dropped like a friend and respected his time, and invited him to lunches or breakfast sometimes because he was a busy person, he preferred going to breakfast whatever time I could get with a man like it was worth it for me, right? And, anyway,

 Tyson Bradley 22:33

oh, yeah. So what's your biggest surprise about being a successful entrepreneur?

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Stu Draper 22:39

Oh, man, I think my biggest surprise is that I pulled it off, there are moments where you really questioned whether you can do it. And now I'm like, hey, our boat kind of floats, you know, like we, I think, and, but the biggest surprise, now that I've rambled and thought for a second, the biggest surprise for me as a successful entrepreneur, is the new and expanded vision that I have of what's possible for me, because we've had success. So you know, they say like, it takes money to make money. When you have a business, that's \$0. And you have a vision of 100 times 100 times 100, you get to a million, like, that's awesome. And you'll feel like when you get there, like, Wow, I've arrived. But before you get there, if you're like me, you'll go Oh, not a million, 7 million, like someday we're going to go to 7 million. And if you haven't read the book 10 acts by Grant Cardone, I recommend it. I don't stand by every last principle he teaches in it. But I love how it expands your vision and teaches you to believe more is possible than what you currently think. Because whatever you believe you can currently do, trust me, it can be so much more. And could I be dreaming of an \$80 million business on day one? No, that felt totally impossible. But when we hit 4 million, we didn't think about, hey, let's go hit five and figure out a way to get to five, we asked ourselves, are we hiring the right people that will take us from four to 40? Because those are the types of team members we want. And when we did 8 million, we said where are the people that can take us from eight to 80. We want to we want to grow like that. We want to think about that. And when you let yourself have that new vision of what of that being a possible reality. You work backwards and you create the plan and the steps that it will take to get there and then it does become a reality. So biggest surprise for me my vision changing what's possible changing?

(TB)

Tyson Bradley 25:03

Love that now, what would you tell would be entrepreneurs that you wish someone had told you?

S

Stu Draper 25:11

I think the thing that stands out to me the most at first thought of this is that you're going to have a lot of ups and downs, embrace them, just enjoy that ride, get ready, put your hands up, when it goes down, and feel the thrill of the, the the drop, you're going to go through rather than let it take you down. See, so many people when they get knocked down, they don't get back up. And that's why businesses fail because people quit. Right? A business can lose money for four years and still be in business that happens. It does, because people don't quit, they find a way to keep funding their thing until it survives until it thrives. Okay? So when you have that person that quits on you, and takes customers

away from you, that you thought was a friend of yours, don't quit. When someone when a client calls and says, Hey, we got to cancel, this isn't working, don't quit, just plan on it's gonna happen. Like it's a part of the journey of entrepreneurship. And just enjoy the struggle. That is entrepreneurship, because it's a part of the cool story, you get to tell later. Be ready for that. If you go into it, just with, you know, the rose tinted glasses, you're gonna be so disappointed. So often, entrepreneurship is loaded with the downhill falls, you go up, up, up, up, up, and you are thinking, well, it's all all's great, all great, all is great. And then bam, something knocks you down, or throws you sideways. And you have to find a way entrepreneurs find a way so that if I had to tell an entrepreneur that's just starting out, that's another thing, subscribe to inc magazine, look at the guys that are doing it and making it happen, read their stories, follow them. And it starts to look, they start to feel more like peers to you after a while instead of like, heroes. They look like peers. So



Tyson Bradley 27:29

Love that no, before asked this final question, What? Where would you send people if they wanted to connect more with you and learn more about what you do?



Stu Draper 27:40

LinkedIn is the best place to connect with me. I have tried all the social platforms. Ended up deleting my Twitter, which I used to, like spend a lot of life and time on Twitter, I just deleted it altogether. About around election time. You know, I I think that if you'll find find me there I will be able to help you. And you'll find you'll be surprised by how much other people like me are on LinkedIn. And they're waiting to help you. I'm on Facebook and Instagram, if you want to follow me there. But yeah, much more personal personal. If you're looking for business help. I'm on LinkedIn.



Tyson Bradley 28:23

Yeah. Awesome. So final question for you first do is know how is building a business? strengthen your relationship with Christ?



Stu Draper 28:33

Oh, that's a good question. Just today I was I had HR in here we had the very fun, exciting meeting, no meeting with HR. But we were talking about solidifying the firing process, right. And we don't fire hardly ever. And that's why we're at now eight years in business, right? Hey, we better like, cover our butts more and have a better plan for when that does

have to happen. Which like, literally, it's less than five, in eight years that we've fired. And I was telling the HR person like, here's the process we want to go through. And the reason we want to go through it is because it's the Christian thing to do. Like we want people to be here and to perform here. And we took a bet on them. And they took a bet on us when they came here. And now they're struggling. So we want to help them get out of their struggle. And if they're struggling and we coach them and they still struggle, and then we coach them and they struggle still. And we coach them still. It becomes very apparent to them. It's not working out and they quit. They leave. They find their own way out. People will call it managing out, manage up manage out or different things right. Managing out is when you're you're coaching someone and coaching them and it's and you're helping them see that it's not fitting, they're not they're not performing. And so that's like what I think about my relationship with Christ, day in and day out, I get put in situations where I can choose to be a Christ like, leader, that person, or I can choose to be a jerk. And sometimes I choose to be a jerk and I have to repent and be better. But, man, that's I think helping people find a way to pat pat their struggle and perform well at stukent is a Christ like thing. And I think helping people get coached and then find out that it's not working so they can find a better fit is also a very Christ like thing. So and then, when you do fire them, it's like, we've done all sorts of things for people. Look, this isn't working out, you're not fired. But don't spend your time working on stukent stuff. Spend it working on on your next gig. You know, we appreciate your work. We don't want it to look like you got fired. Go look for another job and quit when you're ready. Okay, so we've done things like that. And I, for me, that's a part of it. I've learned all sorts of lessons. That's the one that comes to my mind off the top of my head.



Tyson Bradley 31:07

Yeah, no, that's awesome. Well, I appreciate you showing up here, Steven, just sharing your your story, your experiences, super helpful just to hear fellow entrepreneurs, people who have on the other side, and their journey to get there. It's filled with ups and downs. But the process I think, is is one that's both fun, and spiritual, and frustrating, but create some of the most, I guess, the biggest blessings for you and for other people.



Stu Draper 31:42

Tyson I'll share one other thing that you can choose to include or not, or just take for yourself. Sure. Oh, I lost my train of thought. There it went. It was Uh, oh, it was a more spiritual thing. Yeah, here, it's coming back to me. So every day, I wake up in the morning, and I read scriptures and I say prayers, I had that habit as a missionary. And I've kept that habit got called into a bishop brick wall, starting the business. At the stage, when we were growing from like, 500 to a million and a million to 2 million. My head was spinning with

four young young kids at home and that call thing and I'm like, mind's blown. How am I going to ever do all this, but I never stopped reading the scriptures in the morning saying my prayers in the morning, having family prayer, having family home evening, magnifying my calling, I never stopped that. And people glorify like this 80 Hour Workweek for entrepreneurs. And that's the hustle that it takes or whatever. You've heard the term Godspeed. I feel like God gave me a new speed in because I put him first in my life. I felt like over and over again. He helped me. And once once I said that prayer and said, Please guide me directly in the decisions. I feel like this is the right thing that you want me to be doing. Then I went about my day making the best decisions I could. And sometimes it felt like a very spiritual experience. Most of the time, it just felt like I was doing what I thought was best. And my gut was telling me it was right. And I went with it. And later, I can look back and go, Wow, I was really guided there. Oh my gosh, that was inspired. That's like simple stuff. I'm sharing. I don't know, there's anything like mind blowing or amazing there for anyone. All I can say is, I can testify that if you put God first. Everything else will work itself out.



Tyson Bradley 33:42

Yeah. One of my favorite scriptures is 3Nephi 13:33. It's sikhi first Kingdom of Heaven and all these things shall be added unto you. And just like that principle has worked for me. It's within this experience that you're sharing here, because as I put him first And so, being able to do that and watching the rest of your life, all these other things that you worry about being taken care of, like the calling like the family of that.



Stu Draper 34:22

Yeah, all things with God are spiritual.



Tyson Bradley 34:25

Yeah.



Stu Draper 34:26

When you say yeah, I feel like this work that I'm doing is a part of building the kingdom. Yeah, no doubt. You're gonna provide income as an entrepreneur for other priesthood holders. If you hire LDS people, and for other people that will get to know the LDS faith because they get to work with you. That is a part of building his kingdom and moving his work forward.



Tyson Bradley 34:52

Awesome, Steve. Well, thanks for for sharing with you sharing us all these things. So appreciate your appreciate your wisdom here.



Stu Draper 34:59

Okay. So good to be with you, Tyson love to connect with anyone that wants to find me on LinkedIn help out. I love helping entrepreneurs.



Tyson Bradley 35:06

Awesome. We'll talk to you later.



Stu Draper 35:08

Take care.



Tyson Bradley 35:10

Thank you for listening to the interview with Stu Draper. One thing that I think is going to be a consistent theme within this podcast is all of the inspiration, all of the guidance, all of the coincidences of people that you know, that you run into, that allow for your dream to happen. This is all an indication to me, that God wants for you to create your business, that God believes in you that he wants what you want, that your desires to create a business, your desires to get this launch that he knows that and they're good, they're righteous desires, they're not evil. It's not like you're trying to hurt anybody, you're trying to actually create value in the world. And not everybody is suited for entrepreneurship. But if you have this dream, it may very well be the call that you have not been answering. So if that is you, and you want the help, to be able to increase your faith, to be able to know how to get your first clients, to be able to know how to make more time in your life so that this can actually come about, then you need to join the path of honor program. This is my one to one coaching program tailored to you to help you make that happen. So if you're interested, you need to go to [entrepreneurs of christ.com](https://entrepreneursofchrist.com) and sign up for a free discovery call. We'll talk about it, we'll talk about what's going on, what to do to make it happen and how this dream can become a reality. So [entrepreneurs of Christ to.com](https://entrepreneursofchrist.com) We will see you next time. Bye friends.