

Alpesh Parmar 0:00

Welcome to wealth matters podcast I have with me Avery Carl today she is the short term rental expert. And I don't think I can do justice to her bio, so I will let her introduce herself.

Avery Carl 0:16

Okay, thank you. Thank you so much for having me, by the way.

Alpesh Parmar 0:18

That's absolutely

Avery Carl 0:21

cool. So a little bit about me, I came from the corporate world look like anybody probably comes on your podcast or any real estate investor ever. corporate world was making 35,000 a year as a marketing manager music business. Yeah. and bought a long term property First, it happened to be a really profitable one. And we had no idea what we were doing absolutely none hadn't read a book hadn't listened to a podcast. I don't know how we did that. It has it still happens to be our most high our highest cash flowing long term today, so that was good. But um, so we got that first rent check. And I was like, Like, Oh man, this is awesome. And it was just supposed to be like, we're gonna buy one or two and sell them when our kids go to college to pay for college. But then we started listening to podcasts and reading and consuming content on it. And we were, we thought, oh, there's really something to this, we need to scale this, but we don't have any more money. So we scraped together another downpayment started looking around, and we thought, Okay, well, how can we take we've got enough for one down payment now, how can we take this and make the most amount possible so that we can scale as fast as possible? And I was living in Nashville at the time. Okay. And Nashville. The short term rental regulations are kind of scary. Yes, yeah. And so I thought, well, you know, I grew up going to the Smoky Mountains, that's just about three hours from here. That's all you do is you rent cabins there, there's no hotels. Okay. And I thought, well, the regulations have to be favorable. And so we started looking there. Long story short. The first one was a total home run scaled that into five Short term rentals in the Smokies within a year and then took that kind of pause on the short terms for another year and a half. took all that cash flow rolled it into what is now 24 long term doors and

Alpesh Parmar 2:14

that's a great strategy by the way.

Avery Carl 2:16

Thank you. Thank you. Now a lot of people kind of think, you know, you're doing one or the other you know, your Airbnb person or you're a long term person. Yeah. You know what we're gonna do? Yeah, absolutely. And, you know, the, the long terms really are the tried and true way to do it. And so what we've done is taken the Airbnb model and just making sure we're doing that in markets that are dependent on short term rentals and have been for decades so true vacation rental markets, you would call them so the other market that I own is the Destin Florida market. Oh, that's a

Alpesh Parmar 2:49

great market to Yeah,

Avery Carl 2:50

yeah, I'm actually sitting here right now. And then oh, okay, getting I've rehabbed one and it's just getting finished up. So we're here. finishing it up. So we we choose markets that are super dependent on that not a lot of hotel present. Yes, because of that the regulations are very, very favorable to short term rental investors because the local municipalities are just so dependent on them. So we've, it's just a lot safer than doing it in a metro market. I know a lot of people can make a lot of money doing the metro market thing, but you just don't run into the regulation issues. Right. And your occupancy is just is a lot more consistent. There's a lot more documented data on that then the metro markets were kind of the new strategy as of the past 10 years. And I it's a

Alpesh Parmar 3:39

great point as well. So it's one is in the metro market is the competition, right? Because you are going to have hotels and whatnot. So unless you are hosting a Super Bowl or some kind of game, you're not going to have you know, crazy home runs. Second is the regulations of course, in third, I think is the Problem with you know, the kind of pool you're going to attract. Right? Because you don't know. And like recently I saw there was a block party here in San Francisco Bay Area and a lot of people yeah, that was a lot of issues actually. Right so so in Metro and maybe in other markets too, you may see that but in Metro markets you'll definitely see those kind of issues. Yeah.

Avery Carl 4:25

I have a lot of clients that own in multiple markets that you know, they will have bought so I real estate offices. I'm an agent in the Smoky Mountains and then in Destin, Florida, and then also in the Gulf Shores Alabama area. And I have a lot of clients who also own in metro areas and they get I have a lot of people who own in Nashville and the back helorette parties and the pewter shaky Yeah.

Alpesh Parmar 4:46

Yeah, that one one incident will wipe all of that. Yeah. And I've learned from all that. But a couple of things which stood out for me is that even at that income You took action right? So it seems you're you're you're an action taker like me where I don't I did not need an education I mean, I just wanted to learn by doing things and then once I realized that this could work that's when I went ahead and listen to the podcast to courses and whatnot. So I like people who take actions so today I want to discuss about cuz cuz I view as one of the short term experts, and it's pretty interesting because you just mentioned you are based out of Nashville now, still

Avery Carl 5:34

not national anymore. I am mostly in the Smoky Mountains. And then I've also got a house here in Destin that I don't rent. So I'm kind of bouncing between those two offices, but mostly in the Smokies at the moment.

Alpesh Parmar 5:48

But so how do you manage these properties remotely? Cuz I think when you started you were in Nashville and you were managing them and then you moved to Smoky Mountains area. So can you Talk about what are some of the things you want to have in order if you want to, you know, if you are someone like me, like most of these investors are in metro areas, right? And they will be, you know, buying properties out of state and especially, I don't own anything in California because it's too expensive as well as an affordable. So all my properties are in Alabama, Georgia area and I have property manager who does most of the work, but how does it work in short term rental space? How do you manage them?

Avery Carl 6:32

So it's actually pretty easy. And even though I live within like 30 miles of my properties in the Smokies, I basically manage them remotely. I haven't seen I think I've seen one of them in the past two years in person. Wow. Yeah. Yeah. So it's really just a few automation tools and getting a network set up on the ground. Because that you know, property managers it's 2020 you don't need somebody to do some you don't need to pay somebody 20 to 40% which is 40 can be the standard and these markets have to do something that you can do from your phone in the hot tub or you know drinking a beer, it's like right. It's just not necessary to give them that much of your cash flow anymore. So really all it is is downloading the the booking platform apps on your phone that you're going to be using. We use your Porter it's a channel manager for those who don't know channel managers are a technology that has come out since Airbnb to kind of help you manage all of the platforms that you might have your property listed on. So Airbnb, VR, vobooking.com. And different ones do different things and are more compatible with different ones but we use your Porter. So yeah,

Alpesh Parmar 7:49

sorry to interrupt, just to just to, you know, make it easier for my listeners to understand so your border is is like a portal, which can manage bookings from are on all other websites like we are Bo and bnb, etc, right? So is going one place, and all the calendar etc, I could be managed from one place,

Avery Carl 8:09

right? It brings it all to one portal and one dashboard. And it also does a lot of cool automation stuff. So part of making sure that your listings are in the top of the algorithm, you know, come up at the searches is your responsiveness and a lot of times, you know, you're driving or something and you get an inquiry response. So, these channel managers, they'll respond for you and we have automatic responses to a number of just the FAQ. Yeah. So when people request a book we have it says, Oh, hey, it's Adrian. Luke, nice to meet you. Thanks for checking out our property. It automatically sends them their check in instructions two days before check in door code, directions, restaurants and stuff that are around the grocery delivery number, you know, anything that they might want to know.

Alpesh Parmar 8:58

It's an auto response. And then it can work with Airbnb or VR Bebo any platform so you do not need to go on Airbnb app or VIP Oh app and respond to those.

Avery Carl 9:09

Right? If I ask you something very specific like, Hey, where's your crock pot then you do need to just respond on your phone but it answers almost everything for you. Okay.

Alpesh Parmar 9:20

Got it. So that that's that's the start right? What about you mentioned network drives. So what who should be in your network to you know, remotely manage the short term rentals?

Avery Carl 9:33

Your cleaner and your handy person are the main two and then you build out from there your cleaner is like gold and they should be treated.

Alpesh Parmar 9:44

Very, very important.

Avery Carl 9:46

Yes, Yes, they are. You know, they're going to be the people that tell you if something's broken, or if something is out of place your your towels are getting a little bit ratty and time to change. It will keep you from getting bad reviews. So What I do as an agent what my team does is we get all of our clients set up with all of those people so that they can just run these things by themselves without having to pay a manager. If you're buying you know wherever you're buying in a market you just need to make sure that you have an agent who either owns these Airbnb s and short term rentals themselves and can kind of help you through the process or at least has a really good network and is willing to give you some referrals because you know, a lot of times these cleaners and handy people they're not you know, they don't have websites, they're not doing so so that you can find them. So having just a good network on the ground is really critical. And you should have an agent you should be able to find an agent who who can do that for you,

Alpesh Parmar 10:44

God and walkabout so yes cleaners are the most important because when I check into my Airbnb and it's not clean that's that's a huge problem. So cleaners and handyman. Of course, what about you need to have Have contractors, any connections with city or anything if we want to find out what's going on with regulation or anything else do you need to our property inspector, etc.

Avery Carl 11:13

So that'll that also should your agent should be able to help you with that. I know we we give a list of just you know four or five different of each vendor like four or five different inspectors you can choose from four or five different contractors you can contact to see who works best. The city you in most cases, you can just call the city codes department to check on things. That's usually pretty easy to find just with a quick Google search in any city just to make sure that you're doing the right thing in terms of permitting processes. If there are any sometimes there aren't most of t

he time there are now though, and just you know making sure that you have all your ducks in a row that way, especially getting set up with your occupancy taxes and things like that.

Alpesh Parmar 11:54

Yes, absolutely. So and let's let's talk about those markets testing. Florida and Gatlinburg, right Pigeon Forge Kathleen's, like if I'm right, I haven't been to smoke case. But now this will push me to go there. Yeah, so those markets, how does the property insurance work for short term rentals?

Avery Carl 12:18

There are several options that several routes you can go. So and it all just depends on what your comfort level is, you know, you want to make sure that you're talking to your insurance person, and just making sure that you're making the right decisions for you. But there are several short term rentals specific insurance companies proper, the most famous one, they're also the most expensive by far. Oh, yeah. But they're very comprehensive. So you know, yeah, we'll take care. See business. Another one. Foremost is another one. All of those are short term rental specific companies. Or what we've done is we have a commercial umbrella policy for all all of ours and we found you know, We read through, and only difference between our commercial policy and the short term rental specific companies that we could find in our specific one. It's not going to be like this every time people are listening. The only difference was ours doesn't cover theft. But if somebody is going to steal my \$500 TV, I'm not going to file an insurance claim. And then Exactly,

Alpesh Parmar 13:21

yeah, and that'll be deductible of 500.

Avery Carl 13:25

Yeah, so we're, you know, and we've never had anything stolen. And to be honest with you, we've never had anyone across six properties now and four or five years. never had anybody break anything really even, you know, people accidentally not Yeah. But I know we haven't had anybody trashed anything too badly. And I think you haven't asked this question yet. But that's kind of our strategy up front is we ask guests a lot of questions and kind of, we don't book everyone who wants to book. A lot of people think you just have to take all the bookings that you can get and we actually Try to not look people because you can tell what, by the question somebody's asking up front, if they're going to be a pain, if they're going to be somebody who's going to leave a bad review, like, you know, because they move the refrigerator and there was dust underneath it kind of thing. So you just want to ask some screening questions up front to make sure that you're avoiding potential bad things happening, you know, while they're saying

Alpesh Parmar 14:22

that that's a great point. And I was going that actually, you brought it up that because when you are remotely managing, how do you read out the problem? You know,

Avery Carl 14:32

it's just like, yeah, like, if somebody you can tell by the kind of questions that they asked, like, if they ask you four or five things that are clearly you know, near the top of the listing, they're probably going to be somebody who's, you know, they're not reading they're not listening. Yeah, they're, you know, they're probably going to be somebody who's going to not understand some rule or something like that. So we just, you know, you can tell by somebody's vibe, and a lot of times they will get give themselves away. They'll say, Hey, we're coming for a bachelorette party. We're so excited. And we're all 21. Yay. And then you're like a decline? Yeah, absolutely. All right, but you don't ever you don't ever want to actually hit the decline button. You want to tell them Oh, I don't think you'll be comfortable so they decline you love high in the algorithm.

Alpesh Parmar 15:17

That's a that's another great point. So, let's say for those markets, another thing I wanted to talk about is how does the licensing work? Do you need a business license in Gatlinburg? Destin or you can just operate as on your name or sole proprietor? How do you have two files?

Avery Carl 15:37

So you do have to get a business license to make sure that you are paying your local occupancy taxes in the Smokies you just call Jana at the city and say hey, I need a business license and they send it to you and it's no big deal. Here Dustin, you call a miss Shannon at the at the city and they have a much more detailed process. It takes about two to three weeks to get through all of it because you have to get two or three different licenses. And they don't really ever decline people. It's just a lot more hoops to jump through. Whereas in Gatlinburg, it's like, oh, here you go.

Alpesh Parmar 16:16

Got it. Okay, no, that's it. So do you own them under LLC? Or how do you do it? And if so, if someone is starting out, do you recommend them to own under LLC or just get it on your own name?

Avery Carl 16:28

So that's a really great, great question that there are a lot of answers to that. Um, obviously, you want to talk to your CPA and your attorney. And I am neither. But what we've done. So with the vacation rentals, another way that you can get into them without having a ton of money is you can do what's called a 10% Down vacation home loan. Yes, and that is a conventional Fannie Freddie loan, which means that they have it has to be an individual person's name on it, they can't lend to an LLC. So if you're gonna do it that way, you do have to put it in your own name, right? You just want to make sure that you're over insured at that point down the line from that of, you know, maybe you do want to convert to LLC, you don't want to get into any of the situations with converting to an LLC and quit claiming, and then they can call your loan do which they can, but down the road, you know, if you have children, and I just went through this, my husband and I just went through this like estate planning thing, and he told us this, we didn't know if we die, and we have all of these houses in,

Alpesh Parmar 17:33

you know, our own names. Yeah.

Avery Carl 17:35

Then.

Yeah, she has to sell them. So we are going to at some point, give me an address. Yeah, yeah. So that's something that at a lot of times they don't when people have that discussion about real estate investing. They don't talk about that, oh, this will happen. Or you know, it's good for the taxes or it's not good for your taxes, but they don't talk about that.

Alpesh Parmar 17:57

I ran through this three years ago. Because California is even notorious on the probate side, it takes like two to three years. And the attorney fees can cost. I'm in the leg. Right? Right. And the reason I asked about LLC, I don't want to go in that direction, but when you mentioned commercial umbrella, so how do you get commercial umbrella insurance without having a business or some kind of entity? Are you able to combine all of your properties in in one entity? or How did you How were you able to get a commercial umbrella?

Avery Carl 18:32

So for us, and I don't know, yeah, I just have one insurance company who does all of mine. So they just gave it to us. They didn't we don't have like we've only got one or two of our properties in an LLC or trust right now. And they just have have given us the commercials when we asked so they just haven't asked any questions on that and neither have we

Alpesh Parmar 18:51

got to be very honest. That's That's awesome. So managing remotely and because I was personally looking at this as well. In January, by the way, as I was mentioning before the call that I would have pulled the trigger, either on an Orlando property or a Gatlinburg property, I was looking at both and then Orlando almost almost it was done and I backed out somehow I don't know why. And I think it's a, it's a great thing. Now I may be able to get better deals. B

ut when I when I was looking at those properties, I was also looking into Of course managing remotely because I saw I reached out to a lot of property managers and they were all about 20%. Right. And long term rental, I'm used to paying 10% but you know, in debt they are doing, I'm not comparing but they are doing finding a long term tenant. So they are doing a lot of work upfront and you have a lot of management which goes in day to day. In short term rental, it's different. You have more cleaning and handyman stuff. All right. So and then when I start looking to 20% I'm like okay, I'm not gonna make much if I'm being 20% So, I looked into remotely managing and how do you manage like, you know, locks and all do you have that Wi Fi locks, etc? Like, do you have Nest thermostat? How do you do all of those?

Avery Carl 20:15

Right? So we don't we don't use the actual nest brand because they're kind of difficult with having multiple properties, right? But we use the Honeywell version of them.

Alpesh Parmar 20:25

Yeah, I like that. Anyway. Those are good.

Avery Carl 20:28

And we have the key padlocks and a lot of people do the ring doorbell cam. Yes, I was going there. Yeah, those are good to have. But you have to be careful not to be obsessed with them. Like I have some clients that are constantly watching their cameras. And it just it's if there's certain things that if you don't know they're not hurting you and I'm not saying that it's okay. Yes, or breaking the rules, but if it's not something that affected the property, but that you wouldn't have known how once they checked out, had you not watching, but you made a really big deal because you're watching these people and then you're messaging them saying you're not allowed to do blah, blah, blah, then you've created a huge problem for yourself, that's going to get you a bad review. Because you wouldn't just, you know, be cool and let them be. They're gonna smoke weed on the porch. You know, that's what people are.

That's the phrase that I use, you know?

Yeah,

yeah. Yeah. Be careful with the cameras.

Alpesh Parmar 21:31

Right. And of course, you can't install cameras inside the house. Right, right. Right. Yeah. So it's only the front garage outside of the garage, etc. So, in the lock as well, you are able to remotely change the keys every time so so can you walk me through the process, how it works when someone reaches out to you on Airbnb? What do you do like what checklists you do and then once they Once you confirm them, what happens. Sure

Avery Carl 22:01

so they'll reach out are your Porter will say, hey, it's Luke and Avery, thanks so much for your inquiry if there was a specific question in there then we'll we'll answer it and so they book we confirm them and then they'll get a little message that says you'll get your door code and everything you need 48 hours prior to check in let us know if you have a question between now and then. And then 48 hours prior to check in you know, everything's a template we the template sends to them with their with the directions to get to the house in the address you don't want to give them the address more than two days in advance or the door. Yeah. So give them we give them all that two days in advance we say oh, you know, here's the grocery stores that deliver here here's their websites. Here's if you need firewood go here you know those kinds of things. It's all all in the template, everything's everything's canned. And you know, hopefully they don't have any have too many questions. And then you know, they show up they checked We can see that they checked in. And you know, they say they have a, we have an auto message that sends to them two days in and says Hey, how's it going? Let us know if you need anything, here's our favorite height go do this. And then the day they check out or the day before they check out, they get checkout instructions, you know, run the dishwasher, just leave the beds the way they are, put the trash in the bear proof trash cans. And, you know, leave us a five star review.

We already left your five star review, we have auto auto reviewer that goes ahead and reviews the guests. I found the y're more apt to give you a five star review. If you tell them first, oh, let's do a five star review hope to do the same.

They kind of feel like you make me feel like I owe them something or they do something it

Alpesh Parmar 23:44

happened to me. I know how that works. So that that that's great that so once once all of this has happened, right? How do you do you communicate with them throughout, as you said after two days off Have you seen? Actually, let me rephrase the question. Any nightmare? scenarios? Have you seen? Like, let's say you send the address and the lock lock code two days before 48 hours and someone showed up? Or are there any, any other things someone like me should keep in mind?

Avery Carl 24:17

Why? Yeah. So something to keep in mind about the communication is we found that people respond a lot better and they're a lot less annoying if you communicate as little as possible. And when you do, just act like you're a robot, like you're a computer like they're talking to someone at a call center, because as soon as you kind of personalize things because everybody wants to make their Airbnb personal and blah, blah, and nobody can relate. But if you kind of come across like a computer, then they're like, okay, these are the instructions and they're not like, Oh, hey, we need more toilet paper. Can you bring toilet paper? No, we're not going to bring toilet paper. But you want to make sure that they can only communicate with you on the messenger on the platform, because that way if anything goes sideways Then Yeah, Airbnb Airbnb has to get involved. Oh,

Alpesh Parmar 25:02

yeah.

Avery Carl 25:04

Um, and really that's that's it just be a computer as much.

Alpesh Parmar 25:12

So automate as much as possible. And then have you set up automation on the cleaning and handyman side as well so that if someone come in as soon as what's the booking is done cleaners get notification of, you know, automatically and you don't have to get in all

Avery Carl 25:29

right. So there are some platforms that will do that turnover. Airbnb is one, my particular cleaner, we just use a regular Google Calendar, it syncs with everything in your Porter, all the calendars in there, and she gets a notification as soon as somebody books so she can take a look at her calendar for the week and say, Oh, I have to be this one. This one This one on these days. I have actually back to your question about horror stories. Before we had all these systems and we were just doing this manually. Do we have more than once sent someone the directions in dorko to the wrong cabin to one of our other candidates

Alpesh Parmar 26:08

have been twice. Yeah. Which makes sense right when you don't have so sometimes you have to look at it that way when you don't have automation and you're doing this manually and you have 20 cabins to manage. And here 20 windows open, you're going to make mistakes. Right? That's the power of automation. This was great. So let's take a quick break and after the break, I want to talk about you know, impact of COVID-19

Avery Carl 26:35

Sure.

Alpesh Parmar 0:00

Welcome back to wealth matters podcast I'm chatting with Avery Carl about how to manage short term rentals remotely. We are going to discuss about and this is what I have been asking almost every guest because we are going to this Coronavirus pandemic. So I want to ask her, what do you see would be the impact of or has if you have seen any impact of COVID-19 on real estate and especially short term rentals or Airbnb? Because I know Airbnb and hotels, pretty much entertainment and hospitality industry got hammered. So what do you see? or what have you seen?

Avery Carl 0:39

Awesome. So this was definitely a worst case scenario. But we have a lot of information now about what worst case scenarios look like. So in both of my markets, so Smokies and Dustin, obviously right at the beginning when they started putting everybody in lockdown and saying hey, you're not leaving your house kind of thing. The that was I guess the beginning of March, March April sucked.

No, no bones about it not gonna lie about that.

That is a really good thing to talk about cash reserves, which is a topic big enough for another podcast. So

why it's important to have that but everyone should

in both markets so our books got wiped clean and beginning of March. And then after about a week, we started getting a trickling in of bookings, in the Smokies of people who live in areas that are drivable to, to the Smokies but like Atlanta, but they live in a small apartment or a small condo and they are like, Okay, well if we're gonna

social distance, we're gonna have to be doing this right, we're gonna

come do this somewhere else.

So we got just enough of those kinds of bookings in the Smokies to break even we broke even for the worst two months of COVID nothing out of pocket. If it had gone on longer, we would have had to dip into the cash reserves, but for those two months

Avery Carl 0:00

We still have custom cabinets scheduled to be put in because it was a rehab, but it was ready to be rented. But we got a \$6,000 booking for the whole month. It. We didn't end up taking it. But we would have done much better than breakeven and Dustin Had we been able to take that. But we were like we need to get the cabinets. So now what we've been seeing in, in both markets is in the past four weeks, as they're starting to be a light at the end of the tunnel, things are opening back up. You know, people are kind of, you know, just getting sick of being in the house and taking advantage of things opening back up. We've seen some of the highest prices per night we've ever had more than more than a lot of the holidays. So I kind of hypothesized during this that the regional drivable vacation rental markets were going to have a big boom because people were going to be dying get out of their house, but they don't. They don't want to get on planes to be in airports. They don't want to go to big money. metro areas. So, Lando, for example, you're cooped up. You go there go to Disney. Yeah, that's Hamodia. Yeah. So I ended up being correct in that. People are driving, they're sick of being in their houses, they're driving on vacation. And our calendars are booming. Obviously, on the sales side, it kind of stopped for that, that March, April. But, you know, I think my team's gotten 25 contracts in the past three weeks, so it's everything has come right back. I know a lot of people were waiting for the bottom to drop out of the real estate market, but it just didn't last long enough to happen. Now that the bookings are back. The sellers aren't really giving any discounts or not. They don't have to just like they didn't before. So we didn't see a big, big drop in pricing. We did see a little bit of a dip. It's kind of on its way back up. I think it's going to plateau. But you know, nothing, nothing major. I don't think We're going to see a lot of really cheap, you know, almost foreclosed upon distressed properties in the vacation rental markets at least coming on it in q3 and q4. I think we had

a little dip, assuming there's not going to be another major outbreak and more lockdowns. I think we're we're kind of back going to be back to normal very soon.

Alpesh Parmar 2:20

That's great. And I think it may have to do with the markets too. Cuz some markets as you mentioned, Orlando, may be Los Angeles, they will see bigger deal than other markets where, where you have an open area like smoking, you can hike, right? So you can go to beach, but if you're just going to go to Disney or Hollywood, right, that's not gonna work. Right, right. So know that that's awesome. Would you be changing any business or investment strategy after the pandemic?

Avery Carl 2:49

So the only thing I'm kind of waiting on is, it's time for me to graduate into some bigger multi families and I know with the pretty much all thing of multifamily commercial loans for the past few months and they're available. I mean, I'm sure some listeners are gonna say yes, it is I use this one. I would love to know, please, no.

Alpesh Parmar 3:11

last two months, I'll tell you about it. But

Avery Carl 3:14

yeah, I think there's gonna be some opportunity there in q4, maybe. But in these, at least in my vacation rental markets, I think we're kind of the bottom of the market was at the height of the uncertainty which was about a month ago, but I think that the multifamily is going to be some opportunity at the end of the year. Awesome.

Alpesh Parmar 3:35

Any favorite real estate or finance or any other personal development book?

Avery Carl 3:41

I really like everything by Ryan Holiday. So obstacle is the way is my favorite. Just because it's really easy in real estate, especially being an agent when you're dealing with a lot of people who are doing you know, they're putting down a really big deposit. It's a really big investment for them a lot of emotions. You know, A lot of times they are can be a little emotional and it can be tough for me because you know, I want them to be happy and things like that. So you're dealing with a lot of people that have a lot of money on the line and are emotional. That book is really good because it kind of helps you just be like, okay, there's there's nothing I can do about how everyone's feeling. I can just execute x y and z and and kind of get through it so anything Ryan Holiday I love,

Alpesh Parmar 4:27

I got to check it out then how do you get back?

Avery Carl 4:32

How do I get back I haven't been getting that much.

Um, I there is a charity that I really love called Girls Rock I in another life toured and bands and play music. And it's a it's a summer camp kind of thing like a day camp but they have year round after school programs to that's about empowering young girls through music or learning how to play initiative. And just building confidence and there's another one called girls run that are not affiliated a big runner also

running with girls

after school just as a way to you know get them into something and in shape and you know working toward something and just you know, teaching them to have goals and build confidence to

Alpesh Parmar 5:21

That's awesome. How can my listeners reach out to you?

Avery Carl 5:25

They can find me at the short term shop comm my numbers right on there, they can schedule a call with me shoot me an email, everything's right there.

Alpesh Parmar 5:34

Thank you so much every I had fun chatting with you.

Avery Carl 5:38

Thank you so much for having me. Absolutely. Take care.