



# YOU'RE JUST ONE DEAL AWAY

## I'M QUITTING!

Host: Zack Childress

So, the big question is this, how do aspiring real estate investors like us escape from the rat race and build real wealth and freedom without access to millions of dollars in investment capital and start to live the life that we know we deserve? This is the question and this podcast will give you the answer. My name is Zack Childress and welcome to Real Estate Investing Talk Show.

In life we have challenges in all of us. I don't care where you come from, how much money you have or where you've been or where you're going. You all face challenges. You all get into things that eventually don't make sense for you anymore. And you get into things that don't work out for you. You get into things that don't make you happy or don't give you the purpose of what you're trying to do. And the word quitting is something that a lot of us don't like to own or take ownership in the word quitting or I'm going to quit or this is something I can't do anymore. We have a tendency to feel like it's failure. And sometimes the point is really that maybe we have been failing at something long enough that it is time to quit and I think that's probably the most important message that I can kind of relate to you is, you know, what have you been failing at that has led you to the point that you come to the conclusion that it is time to quit? And I think that's a long, hard look at ourselves. And what, what, what is it that we can now come to the conclusion and own quitting, right?

You know, there's lots of things in my life that I have been right on the edge of quitting things because I feel like I haven't really served enough or I haven't really gotten the message out enough or haven't really gotten someone to hear or see the same vision that I see and therefore you start to feel alone and things. And so, you know, the question is, is do you quit or do you not quit, right? And so that's really what we want to talk about today. When you look at successful people, do you see all the hardships



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they go through, do you see all the lows that they live? Do you see the times in their life when they're just alone, right? And they sit and they wonder, what is all this worth if I'm alone?

That's the real talk guys. That's the stuff people won't talk to you about. You know, we live a life where we think that if we're going to be successful, we have to do it alone. We have to go about it alone. That we have to leave people behind that we have to fight this journey by ourselves. And I feel like that that's a message that has been embedded into us for so long and it's not true, even though our mind tells us that's what we have to do. It's not true, okay? Be Clear on that. Because when, when you're seeking success, you tend to put yourself in a position of being alone, doing things that push other people out of your life. And you know, a lot of times that's a mindset that you have to stop thinking about. You have to quit that and so you know, like I said, the big message today is that I'm quitting and you know, there's so much behind that statement that I think we all need to kind of rally around each other and we have to say, look, there's more to the story than just the outer vision that we see of someone.

There's more to the story of when I meet someone that's highly successful, I don't see their success. I think to myself, what did they go through to get there? What did they sacrifice to get there? What were the things they had to quit in their life to become the person they are and are they happy with that person? Are they happy because they have success or are they really going home at night alone, sad, depressed? You know, with the thought of the idea that the more success they create, the stronger they'll be. These are the things I think about when I see successful people because you know, I've lived those lives. I've lived that I've lived that become successful and do it alone. Cut people out of your life because they don't think the same way you do. I've lived that people don't realize that most highly successful people live a very, very, very alone life and it has a lot to do with mindset, but it also has a lot to do with the culture in which we're raised to be successful and so you don't have to be alone, but you have to learn to quit, certain aspects of your life so that you can grow and you can succeed.

But quitting is hard guys, especially when you are driven as an entrepreneur and you're driven to be successful in so many things in your life and the word quitting comes up and you're the type that



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preaches, never quit, never quit. Dig Deeper, dig in, right? Because that's the misconception of the word quitting. The word quitting, we feel like is letting go of something that we're chasing. Letting go of something that we've held onto for so long that we wanted so bad and it's not coming to fruition. So therefore I'm going to quit it. See, quitting has always been this word that we don't want to communicate. It's been this word that we don't want to talk about because it makes us look like a failure when in reality it's okay to be a failure, but what's not okay is to keep failing at something to where it tears you down, it breaks you apart, it makes you feel like you're not worthy or not deserving enough to where you don't ever want to quit because you're chasing this, this, this fairy tale life, this fairy tale dream that it's all going to work out one day and it's just not.

I think there's people who follow me that should quit. I think there's people who chase real estate that won't ever change their mindset, that should just quit. I really do. It would be a much easier world for them and a much easier path for them if they went and did something else. Entrepreneurship is not easy. It is a special type of crazy to become a successful entrepreneur because you're not working 40 hours a week, you're working 60, 80, sometimes 90 hours a week to become successful. You're putting in night after night, after night when everybody else is asleep to try to figure out this business that you're, that you're chasing, but if you're doing that year after year and you're not having success, it's okay to quit and go do something else. I had a conversation with somebody yesterday. It was an amazing conversation, an amazing conversation.

It was someone who had quit something that was that was part of what I was doing and I remember thinking to myself, I can't believe this guy quit like what a great person he was and they had the ability to do so many things and we trained him for years to be great at what he did and he quit because it was not serving him and his purpose, but I did not know that until I talked to him yesterday and he has found a whole new vision, a whole new purpose completely outside of the real estate world and he is now moving onto new ventures and becoming highly successful doing it. But he had to own the word quit. He had to embrace the word quit and he had to let go of his ego and be okay with quitting something that he had put years of time and dedication into to try to be successful at, and he was okay with the word



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quit and he had took him a year to be okay with that. And I share this with you guys because of the message today of quitting and I know some you were worried about me and what I'm doing and I mean the text messages are still coming in about me talking about I'm quitting today and that makes me feel good.

It really does because your concern for me as your leader, your coach, your mentor, your shining light in some cases every single week that you get to come on here and talk to me and hear the message and build that upon your life has got you worried about me quitting. But here's what I want you to understand me quitting shouldn't have anything to do with your success or your journey. It should have zero impact on your success in your journey if you're really in this to win this, that's something that you really need to embrace, okay? Guys, here's what I want you to understand is I want to have a very truthful pull the curtains back as raw as a message that I can get to you today and that message has a lot to do with me being very vulnerable today and me being very open, no ego, no look at me. Look at my life. Look how great I live, none of that.

It has everything to say to you that I am as weak as everyone else in this world. It has everything for me to say to you that I am a servant and I need to be more of a servant in my community and my church and the things that I know I need to be doing for myself. That's what the message is today. It has nothing to do with serving the globe as I do with my students all over the world. It has nothing to do with me serving my actives. It has nothing to do with that. I love all of my students. I love every single person that believes in me enough to invest in themselves to learn from me, you have no clue how much I appreciate that or how much I'm thankful for that, that I've had that big of an impact globally as an international educational company.

How much I've been thankful that this little boy from a trailer park has gone and written two best sellers and built an international brand and never once gave up my real estate investing life. Never said I'm just going to sell books, tapes, trainings, and seminars, but I stayed in investor through the whole thing. I'm thankful for that. I'm thankful for what the Lord has given me, but at the same time, let's just be real



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with each other. Being an entrepreneur is not easy. Being an entrepreneur is crazy. Being an entrepreneur is a special type of crazy. Being an entrepreneur is late nights, stressing, who's working, who's not working. How do you take people who work for you and turn them into leaders? How do you get people to be self active? How do you get people to be self motivated? How do you build a company with Rockstar employees?

How do you make it to where you have the ability to not come in the office a day and not worry if people are actually working or not? That's entrepreneurship. It's the late night worries. It's the late night thinking. It's the how do we make more money to grow bigger? How do we do more marketing that's better than the next person? How do we find more deals in the marketplace? How do we convert more deals? How do we sell more deals? How do we build a better brand? How do we build a bigger brand? How do you keep insurance? How do you not? How do you keep from paying taxes like these are the things that come with entrepreneurship, but along that same line is this simple word and write it down and it's called balance. How do you do all of that and stay balanced in your life?

At the end of the day, that is the biggest challenge that entrepreneurs face is how do you stay balanced, and so the message that we're really trying to get clear today is this, look, today's real estate talk show. If you came on here today to learn what's the next biggest secret in direct mail or what's the next? What's the next biggest secret in rehabbing right now? That's not today's message. Today's message is about getting real with yourself and if that message is not for you, then we'll see you on another one, okay? But today's message is about how do you take a long, hard look at yourself and what are you not doing that's creating the balance that you need in your life.

That's the message, right? And this is where I come to you and I say to you is that I'm there with you. Listen, I feel like I've done an amazing job with my family and my kids and with my careers and my businesses and leading people to success and helping people that want to be helped. Listen, you can't help everybody. Let's be clear. Everybody says they want help, but you can't help them all. That was a hard part for me to learn over the years, but here's where it really boils down is that I have to make a



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public announcement and I have to get real clear on one aspect of my life and that is I have to quit living the way I've always lived. I have to quit living how I've been living the last, I'd say three to four years of my life, I have to quit. I have to quit being the person that feels like from the moment I wake up, I need to be doing something that has to do with my businesses to the times when I go to bed at 12, 1:00 in the morning working on my business, I have to quit. I'm quitting all of that. I'm quitting the idea that I have to be a servant to this business all day, every day, all the time. I'm quitting that. I'm quitting with the idea that who I was, who I have to be.

I'm quitting the idea that I believe that there is nothing wrong with me when I am as unhealthy as it comes to my weight, my activity, my physical well being, I am quitting the old Zach and I am embracing a new Zach right now starting today as we speak. I've already started implementing this. I'm quitting looking at the scale and seeing a 300-pound Zach Childress and thinking to myself it'll all be okay because look at all the other achievements I've reached in my life. I am making a public announcement today that the Zach you see today will no longer be the same Zach, that I am known as the big, happy, fluffy guy. I'm no longer going to be this Zach. I am declaring that mark today. I'm making the statement that I am quitting the old Zach. I am letting him die. I am letting him go away.

I'm going to turn this around. I am going to put time into me. I'm going to put time into my well being. I'm going to put time into my health and then that will be at the sacrifice of this business then so be it. I will achieve this with or without the support of my community. My family and my friends because there is nothing that I can do that will embrace my students, my family or my friends greater than me quitting the old me embracing the new me and not just being a successful business owner, but being a very healthy, conscious, well fit business owner as I move into 2019, that is my declaration. That is my, my stand into what I'm doing and why I'm making this bold public announcement to my community and to everyone else who watches this is that I am not going to stand for something that I have been failing at for years. Thinking it was going to work itself out. It is not going to work itself out until I make a drastic change in my life.



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And I looked at it the other day and I thought to myself, there is not a business in the world that I cannot visualize and create and have success in, but at the same time, I will not do that for myself. I will not give myself the benefit and the health that I need to sustain myself through these businesses. And so therefore I realized that my life is my business, my life is my next company, my life is the next organization, when it comes to my health and my fitness and everything that I do to get me to where that needs to be. I'm not interested in any diet plan. I'm not interested in any magical low carb. I'm not interested in any of that.

I'm interested in a healthy living, a healthy regimen and a workout regimen that I can live with I can stick to and I can build upon that is sustainable, that is life changing and a decision making that I have to embrace. I have to live it every day, just like I preach to you guys, do something every day in this business of real estate and you will reach success. I'm going to heed my own words. I am going to live my own life and I am going to do something every day for my health, for my wellbeing, and for my fitness that will lead me to be a better leader, a better inspirational speaker, a better motivator, a better coach, a better father, a better friend and a better all around human being in this world to give back to my community and much, much larger aspects.

So yes, I am quitting. I'm quitting this journey. I'm quitting this sacrifice of thinking that I've got just put all of my waking hours to satisfy my students to try to figure out why anybody would jump on my Facebook live and say things like, well, I just want the meat. What are you talking about? Like I don't need to satisfy those people anymore. I could care less if I satisfy those people, to be honest with you. If this isn't for you, then quit me because I am quitting the old me the worrying about what everybody else thinks. The worrying about, am I giving enough? Am I giving enough the worrying about when somebody wants to post, oh well he's selling a \$37 product and that's all he does. I'm quitting that because they don't know me. They don't know the thousands of hours of training and content for free that I've put on YouTube and Facebook to make people want this business to grow in this business.



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I'm done with all of that, I'm done with it and I'm turning a new leaf as we turn 2019 and I'm making it public for two reasons. One, so that I can be held accountable and two so that I can make a stand for anybody else who's watching this that has been sitting on the couch hoping one day the weight would fall off of them and realizing it's not happening and so therefore if you're with me than be with me because I'm about to put this in a journey. I'm going to run at this full force. I'm going to take the time that I need. I'm going to go to bed early. I'm going to wake up early. I am going to change my diet. I am literally going to be shooting videos of me in the kitchen cooking food, talking to you guys. If you want to be on this journey with me, join me and I embraced that with you, okay? Because sometimes we need a little help. We need a little guidance and we need a little bit of empathy towards yourself and the reason that I have not done this is because I have felt like I couldn't quit.

I have felt like that I could not quit all the things I had started, all the work, all the businesses. I felt like I couldn't quit them. So many people depended on me, so many students depended on me to create the next best training, to create the next best show, to create, to create, create, create, create, and through that creation I haven't created me, right. And so I embrace you guys to join me in this journey. I embrace you to take from this what you will, does not mean that I'm quitting being an educator. It means I'm quitting the old Zach and I am embracing the new Zach Childress moving forward and my goal is 80 pounds in the next six months and I really have a goal to lose 50 pounds in the next two months and then maintain the others over the next four months to come off.

And so that is my verbal goal. That is my verbal commitment and I'm in this guy's so I choose you guys to tell the story too because this is why I'm quitting. This is why I want you guys to understand why I'm quitting, because you need to realize that there's things in your life you need to quit. There's lots of things you need to quit. Some of you need to quit a marriage. Some of you need to quit a relationship. Some of you need to quit a job. Some of you need to quit this real estate business. You got to quit, but you can never quit until you've come to the point in your life that you realize what you really want. You're not receiving from where you are right now. Where you are right now needs to be a place of purpose and a divine dimension between where you want to go and where you are, and if it's not





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getting you to where you want to be, then it does not serve you in any place in your life. And that's the conclusion I'm at is that what I've been doing is not serving me. It's not serving me for where I want to be, it's not serving me where I want to go, okay. You know, I give myself every single week and thousands of hours of helping you guys and you know, this is a cry for help when you think about it, you know, it's a cry for change. It's a cry for, you know, I don't, I don't want to be the person that I see in the mirror and it's just the truth.

So it's one of those things where you wake up one day and you say, what am I going to do? What am I going to do? What am I going to do? And then you stay busy. So you don't think about it. You don't think about the stuff that's holding you back. You don't think about the things that you don't want to think about. So you stay busy doing everything else. You stay busy, you know, digging deeper into all the other aspects of your life except for the one thing that holds you back. The one thing you can't change. And I get it I talked to so many students across the world about this and they want real estate so bad, but they, they fear it because they don't know enough about it and they can't change it. So therefore they don't do enough of it every day.

Well, that, that's how I am when it comes to my health. It's like, you know, I know everything that I need to know about it, but I fear it because it's like, it's. There's been times in my past where I've, where I've lost 100 pounds and I've gained it back and so, you know, it's just, it's something that, you know, we all have challenges in our life, whether it's starting a business or getting healthy. I mean, they're all the same things. They're all commitment. They're all acknowledgements. They're all, I'm going to do this whether you're with me or not. And that's what it boils down to.

So I'm, I have declared what my goals are to you. I have opened my internal sadness to you. I have shared with you the things that I dwell on that I'm not happy about. And I am willing to make that change and I am willing to make the sacrifice and I am willing to quit the old Zach to embrace this new frontier, this new journey, this new commitment, this new activity in my life, and to not look back, but to move forward at all costs. To find that new inner happiness and to be able to serve at a much higher



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vibrant level by identifying this new me, this new Zach, this I don't have to be so crazy and I don't have to be working on trying to be a better servant to my community all the time, but be a better servant to me. That's what I think ultimately is what I'm looking for.

Because I have found myself in a place of this dissatisfied. I have found myself in a place of aloneness. I have found myself in a place of lost and confused and I have found myself in a place of sadness and just were, who am I? What has happened? What changed? And it's not that I don't love you guys and I don't love serving you guys and I don't love putting you in a better position in real estate. I love that. Like that is a passion that I have that I cannot deny, nor can I hide and I will continue for as long as I can take breaths to keep serving people who want to better their lives. Boom, that's what I'm talking about. But I feel like I've lost me in that journey and I think what I've lost when I lost me was my health and my energy and my focus. And I think all of that stems back to not taking care of my castle. My castle is me. I am the king of my castle.

I'm the warrior in my castle and I have fallen asleep in my castle and I am being taken over and I am being run over by all the deceptive things that are controlling everything that I think about except for me. And it is time that I rise up again and I set this candle on fire and I burned this candle at the top of my peak to tell everyone out there my castle is being rebuilt, my kingdom is being rebuilt. My warrior is being awoken right now and it is coming back. And I hope that you guys take head in this message and that you find that in you too, that you find that place in you, that you can reawake yourself, rebirth yourself. Find the warrior in you to be that King and queen of your castle again, because no one else is going to run castle like you.

And so that's my message today. I am quitting. I'm quitting the old Zach. I'm embracing the new Zach. And let me tell you something. I ask for your support. I ask for your encouragement. I ask for your comradery. I ask for your fellowship, ask for your brotherhood in this, because I know this is going to be one of the toughest things that I ever do and I'm willing to face it on headfirst.



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You've been listening to the Real Estate Investing Talk Show. I'm Zack Childress and I'm on a mission to create 10,000 real estate bosses over the next year. Will you be one of them?

Head over to my website, [ReiSuccessAcademy.com/webclass](http://ReiSuccessAcademy.com/webclass), and register for my free web class, where you'll discover how to escape from the nine to five grind and become your own boss in real estate. See you there.