Speaker 1 - **00:00**

I don't think it's going to. The way I'm doing it here. It's not going to join the room, but it is recording.

Speaker 2 - **00:05**

Recording. Okay.

Speaker 1 - **00:07**

Okay, cool. Awesome. Where was it now? This was here. No conversation guy. Yeah. Okay, cool. You can see my screen still.

Speaker 2 - **00:25**

Yep, I can see it.

Speaker 1 - **00:26**

Cool. Okay. So part one, the economic disruption section one. Opening the conversation. These questions will help generate the opening narrative of the book. So when you think about the idea wealth is not betrayal, what experiences in your life made that statement necessary to say out loud and.

Speaker 2 - **00:55**

Okay, from. Oh, go ahead.

Speaker 1 - **00:57**

No, I was just gonna say if any. And if any of these questions feel a bit off or whatever, like, we could just freestyle it.

Speaker 2 - **01:06**

Yeah.

Speaker 1 - **01:07**

You know, we're not stuck to these, obviously.

Speaker 2 - **01:10**

Yeah.

Speaker 1 - **01:11**

Shall we? Maybe I'll just read through the five questions and, you know, I'm sure, like, they'll all kind of like, yeah, let's do that stage. So, number one, again, so when you think about the idea wealth is not betrayal, what experiences in your life made that statement necessary to say out loud? Number two, growing up, what messages did you receive about money, success, or ambition in your family or community? Number three, was there moments when you felt that pursuing financial success might conflict with cultural expectations or humility? Number four, what did wealth mean to you when you were young? Did it mean security, independence, something else, or did you not think about it at all? Number five, at what point in your life did you realize income and wealth are not the same thing?

Speaker 2 - **02:04**

That's such a good question.

Speaker 1 - **02:05**

Yeah. Yeah. You want to kick things off?

Speaker 2 - **02:09**

Yeah, for sure. And so when I think about the idea wealth is not betrayal, that statement, I guess what made it necessary to say out loud for me was as soon as I started, like, making a higher level of income than I, like, ever thought I would make, and that was when I kind of moved over to industry and I kind of. It kind of was like, in my first year, I was like, wow, they're paying me to do this. They're paying me to spend their money and their. And, you know, interact with community and. And build this. Build this role into something. Because for me, it was always like, you had to work hard for your money, and making money was hard. That was the. The message that I had growing up.

Speaker 2 - **03:09**

And so when I started making more money and able to take my kids on trips, able to, like, do renovations on my house, able to buy. Go to the expensive stores and. And buy, you know, clothes and what have you, it's. It's like as soon as you start leveling up, it felt like you're leaving people behind. And I almost felt guilty about it and. Yeah, and I was thinking, I'm thinking about my family dynamic. People, like, obviously my family was happy for me, but it felt like things changed a little bit. It was. Things weren't said. It wasn't. It was very subtle. I'm trying to put it into words, I guess, like, found me, started pulling back. Yeah.

Speaker 2 - **04:29**

Not as excited about, like, the things that I was able to do with my, like I was just saying, like, the renovations and like, for me, when someone is doing that, I'm like, I'm so excited about it and I'm so happy for them. And I wasn't getting the same response. And so I'm like, I had to. It was partly moving beyond the scarcity mindset and moving to a place where having money felt different. I won't say it felt good. It did at times, but it felt just different. Yeah. And I didn't know. I didn't know what to do with that. And then there was a point where I just came to, like, it doesn't matter what anybody thinks about what I do. Like, this is. I've worked hard for this and I'm going to, like, treat my kids to whatever.

Speaker 2 - **05:25**

I'm going to choose not to feel guilty about making money. So that's kind of, that's the. That's kind of how it started for me.

Speaker 1 - **05:40**

Yeah.

Speaker 2 - **05:41**

How about yourself?

Speaker 1 - **05:42**

Yeah. So ideas kind of. I'm making notes as. As I'm listening to you. And yeah, I remember having the conversation and we may have. Have it. We may have had it in our first conversation as well, but when went on vacation, were having. With my family just this past December, we were all talking about, you know, how my parents kind of felt that when they were working, my dad was always, you know, booming out in construction and even, you know, he was doing some, you know, side jobs and stuff like that. He had, he had some extra coin for, you know, the first time in his life probably. And they got a rental property. They. A house came. Came for sale, which was probably pretty rare back in the day on the res. And they purchased it and they, you know, they went through.

Speaker 1 - **06:54**

I. They couldn't get a mortgage, so they got a personal mortgage. They had to go through some hoops basically, which was probably pretty unique at the time to do this, you know, leveraging and stuff like that. They. They certainly didn't know anybody that was doing it in the community. So they got enough money to get another house and basically they turned it into a rental property. And they got so much heat for it. So much like criticism and you know, oh, it must be nice and things like that. And I don't know if it was around the same time, but I remember my dad had a BMW and you know, they got also so much heat for that and you know, just compliments. Oh, you must have a lot of money and this and that.

Speaker 1 - **08:03**

And you know, it wasn't like a super luxurious BMW. I forget the model, like model three, I remember. But it was quite unique for the community, right? It was gm Ford and you know, Buick which was the, you know, the, the normal brands that people drove. Right. And he used to drive like Volkswagen and German made. And so he was like kind of an outlier from. And I never really realized that after them saying that, telling me these stories on how, you know, they kind of had to go through. You know, it's hard enough to like find opportunity, make opportunity go like. You know, my dad, when I would say probably 90 of his career he had to travel outside of the community.

Speaker 1 - **09:06**

I think he had a. Yeah, he did have a job at economic development office in the community and that was probably one of the more rare jobs he had in the community. Otherwise he had to go out. There was, there was no jobs otherwise. So yeah, I, I think just that and you know, kind of zooming forward with my own experience starting a business. It was kind of, you know, I had a couple cousins and things that were kind of doing it at the time. And so there was, it was still not the popular path for me. There was, there was really no choice because school and you know, the trades or construction just didn't fit the lifestyle that I wanted. So opening the business was. I guess the. Almost the third choice that was unforeseen. That was, that was not really supported either.

Speaker 1 - **10:30**

There was, we had an economic development, but they were so like, you had to jump through so many hoops, so many just the bureaucracy to get funding. I tried it a couple times and it was just so demoralizing frankly. And so I was fortunate enough to be in university at the time in civil engineering and there was a student line of credit that was available. So I didn't really see any other way but to like max out the $35,000 credit line of credit and then basically invest it in a business back Home and so, you know, no support for the most part.

Speaker 1 - **11:27**

And yeah, I think, you know, I was fortunate and fortunate enough to find some good models in, in books at the time that were that kind of shaped my thinking on, you know, entrepreneurship and investing in wealth and you know, it kind of set a goal in my mind. But I, I would say it's really in the last couple years, like it's going on 20, almost 20 years since I started that first business full time entrepreneur. I started other businesses when I was early 20s with family members and it didn't like my cousins and didn't quite go too well. A lot of learning though. But I think I wrote Crab in the bucket experiences where, you know, where like wealth is betrayal.

Speaker 1 - **12:31**

It's almost like where my dad had to, you know, there was no opportunity, so he had to go out, he had to figure something out. And it was just that pure necessity for, you know, wanting to create a better life for him and his family. And as, you know, like thermostat changes a little bit, you get a little extra coin and you start to, you know, move up the ladder, I guess we can say of you know, perceived richness or wealth or whatever we want to call it there, but it does kind of create. There's kind of like I, I became aware of, I don't want to say a social class, but you're almost like going against the social contract when you start, you know, rising above or doing things differently than the collective sometimes. And that's a very hard dynamic to overcome.

Speaker 1 - **13:41**

Right, because the gravitational pull is very, very strong. And you know, I say this kind of tongue in cheek, but going against the tribe, you know, and leaving the tribe is dangerous, right? It feels dangerous. But, but I think for me as a young man, wanting to find my way, wanting to find my place in the world, become my own man, you know, because my dad was very strong, he was a very hard worker. He set very high standards on work ethic. That was always a common theme in my family. You have to work hard.

Speaker 1 - **14:31**

So yeah, I think In some ways I almost had to like intentionally go against the grain and that's when I started reading like books about entrepreneurship and entrepreneurs, I would read biographies on Steve Jobs and even more recently like, you know, Elon Musk who's, you know, more controversial for sure. But the entrepreneurial spirit is something that I had to learn. You know, it didn't come naturally. But when I heard it, when I downloaded it, when I got exposed to it just made so much sense to me. And it was like, yes, this is the vehicle that I need to, this fits all of my criteria. Like I want to do more, I want to be more curious.

Speaker 1 - **15:28**

I want to, you know, I always was quite ambitious and the entrepreneur mindset, or even identity I would say was very empowering to me because it was all about there's no limits, doesn't matter who you are, where you're from. If you, if you can work hard, be very good at what you do, find a need in the marketplace and create value, you can succeed. Right? And, and that is exactly what I needed to hear because then it was now it was all on me. It was only on me. I had no excuses now. And that was not a. But like I had to cultivate that mindset. I had to really isolate myself in some ways and be aware of the dynamic of, you know, leaving the tribe, leaving safety, leaving security, sometimes leaving connection. Right.

Speaker 1 - **16:48**

To, to kind of do your own thing, go against sometimes what my family was saying, right? Because they were not so they were risk averse, right. And, and they wanted to protect me and they wanted, they didn't want me to fail. And it all came from good places, from a good place. But I still had to overcome that because if I didn't, then I would let their beliefs diminish my vision and my goals and my dreams. Right. So it was not easy to overcome that, to go through it. And, and I think now. It's, sometimes, you know, we hear comments like, well, it must be nice or you know, good for you or like kind of like it's almost the 20 year overnight success, right?

Speaker 2 - **17:54**

Yeah,.

Speaker 1 - **17:57**

It's, you know, I know, I feel what it took and you know, tons of sacrifices and stuff and whether, like sometimes I see it now where in our communities we have a, like we had to stick together for so long. So there's a collective mindset for the most part. Right. And I, I think that dynamic of leaving the tribe is very, Yeah, it could also create some weird dynamics where it's like if somebody is safe and certain and they kind of diminish their dreams, then it's hard to support somebody else's dreams. And that's where, you know, we hear a lot about like lateral violence in our communities and things like that and I, I think it's unfortunately because of that.

Speaker 1 - **19:04**

Like, I think systematically as we know, like over the last 150 years at least, there's been a systematic oppression economically, financially, and you know, the social realm, if ramifications has. Have come from that and it's kind of turned into a, a weird dynamic where there's a collectivism, but also sometimes we don't support one another when we succeed. Right. So I think that's sometimes the cultural going against the culture in some ways. So, yeah, it's. I, I wouldn't say that entrepreneur, like hardcore entrepreneurialism is for everyone and you know, it tends to be very individualistic. Right. So I, I think there needs to. We need to find that balance between what is good for what is best for the individual and is that. Does that and what is best for the community.

Speaker 1 - **20:18**

The collectivism where it's not this dynamic where if you succeed too much, then you're out of the tribe or you're not part of the community anymore in some weird way, or you're ostracized in some way, or there's a dynamic. I wish there was a healthier relationship with contribution success. And you know, for sure there's a lot of examples of, you know, people doing it out of pure significance that just want to get rich and want to, you know, inflate their. You know, I guess it depends what the belief on money is. Does it fuel what already exists or does it actually change you? Right. And I think we, I think our collective beliefs about money is what ultimately create these outcomes. Right. So I think ultimately this is what a big part of the book is, conveniently enough. Right? Yeah, but. Yeah.

Speaker 1 - **21:33**

So at what point did I realize income and wealth are not the same thing? I would say, personally, in the last five years, when I really started to want to learn more about money and investing and where I've always. I remember reading Rich Dad, Poor dad was such a, like a seminal book for me. The idea of wealth, the idea of investing were like kind of planted a seed in my head, but that was, you know, so far down the line, it was almost unattainable, but at least it set a little marker in my head that's where I want to end up eventually. But I think studying finance, you know, through Tony's Finance, Wealth Mastery, all of those very specific personal finance have really just kind of cultivated. More like educating myself more and even the mindset about wealth versus income.

Speaker 1 - **22:46**

So I probably only made that switch in the last couple years, seeing the difference between income and wealth. Where I would say in my early 20s, you know, I was, you know, when I would make some extra cash, it was fun to buy clothes and cars and you know, kind of very material things. And that was, you know, that was good for the soul at that age of my life, you know, to, to have a bit of, to be able to have a bit of a disposable income. But yeah, it was a immature relationship with money, I think. So I, I think once you learn about money, you respect it more, you understand it more. You could.

Speaker 1 - **23:41**

I think there is a skill to cultivate and to create about not only creating more income, predictable income, creating value, and also how to turn that income into wealth. That, that is, you know, that I think goes beyond spending money, buying things. You know, it goes to quality of life, even generational impact and even on a personal level when we're able to shift from. I have to I get to. Right the classic Tony thing. I think, I think in order to do that, I think you have to understand money and treat it in a way that it works for you, essentially. And I think that's where making wealth I, I think is when money is working for you versus income, you're working for that income. And it's, you know, it's.

Speaker 1 - **25:06**

Trading time for dollars and that relationship and having like evolving it to where to put that money so that it keeps producing results without you there, whether it's through investing, purchasing assets, income, products and things like that. So buying businesses, owning equity. I actually have a really good book recommendation for you. If, if you wanted, if your book list isn't too long already, I'll send it to you. But yeah, did any ideas come up for you as well on these?

Speaker 2 - **25:52**

Yeah, so definitely resonate a lot with what you're saying in terms of, you know, the crabs in the bucket and the like, you think you're too good for us now when, like, that's not what I think at all, but it's because of like, their own sense of money or lack of money versus like, I didn't even have a lot of money. I was just like, smart with it. And you know, so it's kind of. It creates that disparity of. She thinks she's too good for us because of nice clothes, nice house, Good job, you know, and for me, it was more about priorities than the. Than. Than money. Like, how do I create that family that I've always wanted as a child and create stability in my life? So, like, in terms of, like, what messages did I receive about money?

Speaker 2 - **26:59**

Growing up, there was always never enough. You know, my mom was always. We were kind of living on credit and you know, she had a job, but it was never enough money to cover everything for me and my sisters. And, you know, I definitely know it had to have been hard for her raising four kids and for the most part, on her own. So that message of, like, there's never enough money. We can't do anything because there's no money. But at the same time, like, my friends who were indigenous from like, my community and different communities were all in the same situation where their parents didn't have enough money either. And so there was, it's.

Speaker 2 - **27:51**

There was a level playing field and there was like, never a sense of like, competition or there was, you know, not really a sense of the haves and have nots. It's. We were so connected to the friendships and later basketball that as long as we had, you know, the basketball shoes, the new basketball shoes every year, that's pretty much what we needed. And then in my growing up with my grandparents in local labs, you know, my grandfather was in politics. He was, also in logging. He owned his own business, like, the progression of it, but again, it was like, it wasn't always a consistent or stable, and it wasn't a lot because my grandma didn't work and. But there was always love in our house.

Speaker 2 - **28:50**

And so that connection to family and that togetherness and those friendship bonds kind of outweighed not having enough money. And I always knew, like, don't ask for it because I don't want to put stress on my mom. But I also knew that, you know, my grand. My. My grandparents would help when they could. And it wasn't like I asked all the time, but it was like, what would you like? You know, it's payday and we can buy you something. And that was like the grandparent to grandchild kind of relationship, which is different than parent to child relationship. And so I just received like I said earlier that message, like, money is hard to come by and you have to work really hard for it.

Speaker 2 - **29:39**

And, you know, always hearing my great aunts and uncles and even my aunts and uncles saying, like, you have to get an education. And it used to Before I knew there, like, I think I mentioned this in our first conversation too. Like, before I knew there was funding for school, I didn't think I was going to be able to go to school post secondary. And, and part of it, I didn't want to leave the community because of the connection that I had with my grandparents. And it was just. It was comfortable in community. Everyone looked like me. And being in Prince Rupert, going to school, they didn't all look like me. I felt the judgment, I felt the racism. And so I would just kind of shrink back into, this is where I belong in my community, around other Indigenous people.

Speaker 2 - **30:32**

And then so in terms of pursuing financial success, I, like, I wanted to make money so I can do great things, but I also didn't want to leave my community and leave the teachings of my grandparents and the teachings of their siblings because I was getting so much from them about our past, our history, our. Our tribal system. And I remember being away at school thinking, like, I. I just missed them. And my grandma used to send me little care packages with our traditional foods back. Back then, you can. She could just put it on the plane and it. I'd pick it up on this end on the same day or wherever I was in animal. And so what did wealth mean to me when I was young? To me, when I was young, it meant, like, it just meant money.

Speaker 2 - **31:38**

It meant you had a lot of money and you can do what you want. You didn't have to worry about where the money was going to come from or if there was enough in the paycheck to pay everything. And it felt like a. A far off, a far off idea. Was it even possible? I'd question myself, am I even good enough to do or make or, you know, make that kind of money? I would see people, other Indigenous women who were successful. You know, there was. And, you know, my aunt, she went to university and I would visit her in Vancouver, her friends. Like, I remember one was a police officer, and I was like, wow, like, she's beautiful and she's so young and she's a police officer. She has this amazing career. And it was just like, it was always a dream.

Speaker 2 - **32:41**

So I, like, that was the thing that was in the distance is like, I do want that, but I don't know how to get it and I don't know who can help me, and I probably don't have enough money to get there anyway. So that was like, what was running in my head when I was young. And so did it mean Secure. Like, I guess to. To be wealthy, it did mean, like, independence. It meant security. It meant that I could do what I want without having to think about other things that I needed to spend it on in the same way that my mom did. And so I remember. I remember, like, watching. There's this funny because were just watching it on YouTube today, only because for some reason, it came across.

Speaker 2 - **33:35**

There was a show on TV that I used to watch with my mom, and it was called Till Death, Till Debt Do Us Part.

Speaker 1 - **33:42**

Oh, yeah.

Speaker 2 - **33:44**

And as a. As a very. As the young girl. Young woman, even, I'm like, watching this, and I'm like. And I was learning. I'm like, that was where I was learning about money, learning about how to take care of money, how to, like, manage money. Because I didn't learn it from my mom. She was like, always revolving credit. I learned some from my grandparents because they were very like my grandpa, especially meticulous about paying bills. And I would watch him do it. I'd watch him go to the bank. I'd watch him write the checks. And there was always, like, there was never. There was never not enough money with my grandparents, but it was like, just enough. And because he planned it, and I would, like, watch him go to his accountant. And one of my best friends was his accountant's daughter.

Speaker 2 - **34:35**

And so it was know, having some of those experiences early on helped me manage money. I remember my first credit card when I was in university. You know those little posts they set up outside the university, like, come get a credit card with us. And I thought, like, wow, a credit card. So I signed up. And I remember my first credit card was like, a $500 limit. And I went on a shopping spree. And then I remember, like, a couple weeks later, I'm like, how am I gonna pay for this? And. But. And. And that was like watching my mom do that, right? I'm like, okay. But once I did that, I'm like, I do have to pay for this. And that's where my grandfather's, like, teachings came in. Like, I gotta figure out how much I gotta pay every.

Speaker 2 - **35:28**

How much I can pay every month on this credit card in order to pay it off. And that was like my first credit card lesson. Like, don't go into debt here. Like, it's great. It's not free money. You got to do something with that. So those are kind of my early experiences with it. And I remember getting my first teaching job. It was in Haida Gwaii. And I was on. Well, I was hired for a 0.4 position. So it was basically Monday to Friday only in the afternoons teaching grade one. And then six weeks later, I got moved over to a grade two class full time. And I. And it was on reserve, it was in skinny git, so I was. It was tax free. And I remember my first paycheck thinking, wow, I'm rich.

Speaker 2 - **36:26**

Because I've never had that, you know, that kind of money before for. And it wasn't even a lot. I think I was. The teacher salary back then in 2001 in Haida Gwaii was like, somewhere between like 45 and 51, 000 a year. So it wasn't a lot of money. But for me, as my first, like, real job, making grown people money, it was. It was great.

Speaker 1 - **36:54**

Yeah.

Speaker 2 - **36:55**

And I remember that feeling. And I also remember, like, that's when I started my first spreadsheet and I'm like, okay, how much money can I spend? This is how much money I have, and this is how much money my expenses are. But also, we didn't get paid in July and August, so I had to, like, save money so I can pay my bills in July and August. So that's where the spreadsheet came. I'm like, I gotta figure this out because I gotta live. And I had a daughter. And, like, that was the other thing. Like, if I was backing up a little, like, when I got pregnant with Hannah, I was 20 when I got pregnant with her and 21 when I had her. And I was in university.

Speaker 2 - **37:45**

And it was a really challenging time in my life in terms of, like, what am I gonna do? I don't know how to be a mother. I'm not even finished school. How am I gonna take care of her? I didn't know it was a her at the time, but how am I gonna take care of this baby? And, like, what did I get myself into? So I took a year off of school, I took a year off, and I'm like, I'm going to work. I have a job at the Tribal Council in the treaty office, and it pays decent and I'm going to take a year off and save money. So that. Because I knew the funding from my community wasn't going to cut it in terms of, like, diapers and everything else.

Speaker 2 - **38:33**

So when I told my mom I was going to take a year off school, well, when I told her I was pregnant and then going to take a year off school, she flipped. She. Like, I don't even know it. And that moment when I told her That I was pregnant and how she reacted to me, basically telling me that I was going to amount to nothing and I would be on welfare my entire life. Like, now I can. I know she was, like, disappointed because she wanted more. She saw me at university, she saw me doing well at school, and she wanted more for me than she had when she was younger because she had me when she was 19. But in my mind, like, and that's where my, like, I've always had to drive.

Speaker 2 - **39:29**

If I wanted something, I'm gonna work for it and I'm gonna figure out, I'm gonna find a way to get it. So being resourceful and for me, I'm like, I'm just taking a year off. Like, I need to make money so that I have enough money when I go back to school to support her and us. And her words, like, ring true to me constantly. And that was like my pull. Like, I'm gonna show you that I'm not going to be on welfare and I'm not. I'm definitely gonna amount to something. So that shifted everything.

Speaker 2 - **40:10**

And then having Hannah, like, when she was born, all of that fear that I had when I was pregnant with her eliminated, like, as soon as they placed her on my chest after she was born, it was almost like the whole, like maternal instinct just downloaded from creator and from that moment is like, I'm gonna take care of you and we're gonna have a good life and I'm gonna do whatever it takes to give us that good life. And so I went back to school. She was five months old when I went back full time. And because I was doing a. A concurrent degree, so two degrees, my BA and my B. ED at the same time, that meant like eight courses a semester plus a practicum. And I was going into the core education program.

Speaker 2 - **41:09**

And it was hard, but for me it was like, okay, this is short term pain for long term gain. When I'm done, there's going to be a good paycheck at the end of it. And I'm going to have time with Hannah in between, like, with the school year. And it wasn't until like much later that I realized that income and wealth are not the same thing. Because it was that building phase. That building phase, like, give my daughter a good life, work hard for my money, make sure I. I make more than I spend, make sure I'm putting some away for retirement because I don't want to work for the rest of my life. So when I. That was my Turning point, when I learned about the teacher's pension and they gave us the whole information session. And so I did my calculation.

Speaker 2 - **42:07**

I'm like, what? I can retire at 55. How amazing is that? And, and so that's where I got like my freedom 55. In my head, I'm like, that's what I'm going to work for. I, I'm going to retire by 55 so I, I can enjoy life. And so when I moved out of teaching and moved into industry and started making like, way more money, but it was taxed now, so it was a little different, but it meant that I could be home with my kids all the time, like in, under the same roof. Because I, when I worked in muckle lamps, I was back and forth every weekend into Prince Rupert and then into local lamps for the work week. And so I would say it was probably mid-30s when I started thinking about income and wealth as different things.

Speaker 2 - **43:15**

Income allowed me to do what I wanted to do. But wealth meant more. It meant more than money. It meant spending time with my kids, it meant going on vacation with them, it meant family time, it meant less stress from everything. And, and really now I, I look back and wealth to me is connection. It's connection with family, it's connection with friends. And when I have wealth, I'm able to have that. Not just able to, but it makes the connection less stressful, I guess, because I'm not worried about so much about how, like, how much the bills are, because that's all taken care of. I have a good job because I worked hard and I was like the, my integrity, my respect, everything that I taught was taught from my grandparents and my mom. I just did, I implemented.

Speaker 2 - **44:22**

And that kind of got me where I, where I am today. And you know, it's funny, were watching the space spaceship launch the other day and the spaceship is called Integrity.

Speaker 1 - **44:35**

Oh, really?

Speaker 2 - **44:36**

How amazing is that? I mean, I just left my job because of Integrity. Integrity has got me to where I am today. And I just felt it was like so fortuitous that's the name of the spaceship launched out into space to do a circle around the moon. And I'm like, yeah, thank you, Creator, for reminding me that, you know, I launched myself and circled around the moon and I still have my integrity.

Speaker 1 - **45:06**

Which company was that? Was it wasn't SpaceX or was it the government?

Speaker 2 - **45:10**

No, the government.

Speaker 1 - **45:12**

Okay. NASA.

Speaker 2 - **45:14**

Yeah.

Speaker 1 - **45:14**

Nice. Wow. Yeah, so many. You can see me taking notes here on the side so many good things that came up. You sharing your story. I did want to point out just the. Our two life experiences are so complimentary, I feel like, and are. Are very different. And yeah, I think it. It's. It's such a good balance, I think. Right. Like, yeah. So I just want to acknowledge that I. I really do think, like, our. Our stories are. Are so very unique and complimentary each other. Well, I think, because I think a lot of people can identify, right. Like young. Let's say young men wanting to make, you know, going through a. Rights of. Rights of passage. Who are we? Identity exploration and, you know, wanting to be useful in. In the world. Right. And. And to. To. To become men. I. I think.

Speaker 1 - **46:29**

I think we have to go through. Yeah. A challenging process. It doesn't. It doesn't have to be building a business. It doesn't have to be, you know, anything financially tied, but I think becoming independent, there's some sort of rights of power passage I think we have to go through to find ourselves. And obviously your story, you know, young mother and just the. Wow, like, you know, incredible diversity and what you had to. What you had to learn, grow from and, you know, just. Just make the right decisions to. To. To. To create stability for your family. It's. It's really. Yeah. I just want to say I love the dynamic.

Speaker 2 - **47:25**

Yeah, that's good. Yeah.

Speaker 1 - **47:28**

Yeah. Sorry, you're gonna mention something.

Speaker 2 - **47:31**

No, I was like, it's. It's like it is that the two paths and like, there's more than two paths that we're able to show two distinct ways of creating wealth for yourself and. And on your own terms. Like, on our own terms. So show being that model. Like, I'm thinking. I think of myself as being that model that I would have wanted to see or that, you know, would have wanted to say, hey, young indigenous girl, like, let me tell you something. Let me help you.

Speaker 1 - **48:05**

Yeah, yeah, absolutely. I. I feel the same. You know, I think our. Our young men need direction. They need purpose. They need something, you know, to. To wake up and be, I think, purpose, really. And just having, you know, finding our place in the world and putting our. Our interest and skills and being able to, you know, protect and provide. I think these are very important things that we have to. That we have to figure out. And, you know, teens. It's a very. Can be a very confusing period of our life. And even. Even 20s for me, it was like very, you know, I was just. Very anxious, very confused, very, you know, so many. So many things happening. You Know, in my life. And I was just.

Speaker 1 - **49:07**

I was trying to like, you know, I had surplus energy and I tried to say yes to everything almost right, and just see where it led. And I'm so thankful that I had, you know, good teachings from my grandparents, my parents. And, and when you were saying like, early, what was the question growing up, right, the messages. My grandparents on my dad's side, the native side, had, you know, just big families, like eight kids. So it was like full of love. And, and you know, there was. There was not much expectations for, you know, what am I gonna get at Christmas? It was just, you know, it was always. There was always something, a little something, right? Like a thoughtful, very personalized. I remember my aunts used to always get me a.

Speaker 1 - **50:12**

A gift certificate to HMV because they know, they knew I liked music. You know, it was always a nice little. Nice little touch. Maybe 20, $20, right? It wasn't, it wasn't a huge thing, but I know they worked hard for that. And it was like. So it was kind of similar to you. It was always just enough. And there were thankfully, there was very few feelings of not enough. Right? And. And it really, like, as I went to college, that's where like. Oh, like that. That's where it was like relative. Like, first of all, you know, going through, like to your point earlier, you know, going through elementary, it was all, you know, I went to Indigenous elementary on reserve, and then I went to high school to the other Native community, other Mohawk territory.

Speaker 1 - **51:06**

So it was always Indigenous, you know, everybody looked the same right now since I'm half. I kind of always. I had some challenges with identity and not feeling Native enough. And, you know, that was kind of an interesting play where in. And I felt it more like back home, there's a lot of intermarriage and it's quite common. Most of my friends, you know, they have non indigenous parent, you know, one or, you know, some extended family. It's, It's. It's much more common. But in Kanawake, it's very monoculture to the point where if you marry out, they kick you out of the. The community. So that's where I really felt the identity. Like. Oh, like I almost tried to hide my non native side. And it was really a couple years into school when my good friends were like, your mom's white. What?

Speaker 1 - **52:20**

And, you know, thankfully we had a good relationship by then where it wasn't. But I went through years saying, like, hearing French this, French that, like, you know, like, went through probably five French teachers, six, maybe even six over the last years, because they were brutal on just giving them a hard time. And, you know, because the. Just the culture, right? Mohawk and French don't, you know, historically haven't had the greatest. So that, you know, there was racist comments all the time about French people, white people. So that part of me was like, ooh, like, I'm. I'm halfway. Where does that leave me? You know? So I. I feel like I had to. I don't want to say hide, but not necessarily show that.

Speaker 1 - **53:15**

And it was always very awkward for me when we would have assembly because everybody would sit in their clans and because in. In. In my tradition, the. The clan gets handed down through the mother. My mother is non. Non indigenous, so I would always sit with the bears because my dad is a bear. But there was always like an internal, like, am I. You know, like, do I belong? And. And. And things like that. And then I went to college, and then I was the native kid, right? I was from Genesis, I was from the reserve. And where, you know, where. Where my new colleagues were. Lebanese, Greek, you know, all over. Literally all over. So that was like, now I'm the native kid. And in. Then I went to private school. And that's where I.

Speaker 1 - **54:16**

That's where the first time I felt the class difference, the economic class difference, where I think I. I was mentioning this last time, overhearing one of my classmates talk about his uncle and how many Ferraris he has. It was just like, people have more than one Ferrari. Like, what. What does that even mean? And I remember somebody saying, like, you're wearing that shirt again. Because I probably had, you know, three T shirts and two pairs of jeans, and I would just cycle them. And I remember this. This. This one. He was. He was a friend, but he was also like a. He was a dick at the same time. So he would always, like, make comments on. You know, like, he could see I, you know, I didn't have money. And obviously, you know, he. His family had money.

Speaker 1 - **55:05**

And you can tell, like, he was just always dressed to the hilts. And, you know, I had the cologne and the loafers and all of this stuff. And it was. It was the first time I. I felt the poorness or the relative economic difference. But kind of going back to my. My grandparents, the values that I got really, like, you know, there was like, money wasn't really part of the conversation. It was. It was a feeling of more like don't ask for a lot because there's not a lot to give. Right. And. And don't expect a lot either. Right. But I, I remember my grandfather. He was just the nicest person. He went to World War II. He had. He had a crazy story where his is. One of his good army buddies literally blew up right in front of him.

Speaker 1 - **56:08**

He stepped on a landmine and he just, you know, died right in front of him. And it took his. His leg out, a big chunk of my grandfather's leg out. And he was on. He had a stiff leg for the rest of his life. And I think, I don't know, the culture was different back then, but he came back from that and I think, you know, he had a lot of ps ptsd, he drank a lot. I think, you know, there was. There was just not a good family environment for. For a couple years. And then both of my grandparents found. Found a longhouse. Our. You know, they found our ceremonies again and it really changed their life and. Yeah. And then they really kind of got involved in politics and became the secretary of the Iroquois Confederacy. Yeah.

Speaker 1 - **57:13**

He was always a very influential person as far as. As long as I knew him, he was always a very good speaker, very thoughtful, intentional, very highly respected also in. In. In the other communities and then in our community. He. He was the bus driver for. For many years and he was just like the neighborhood, you know. Like I, I just remember always. He always had a smile on his face and he was always so kind and, you know, big family, big heart and respected for his. His. The way he carried himself, you know, and that. That's what I always got from him. So his currency was kindness, essentially. He didn't. He never had a lot of money. And so that message was. Was very. Came through very clear to me and you know, very thankful I. I had some. Some time.

Speaker 1 - **58:22**

He died when I was 17, I believe, and he was the last of my. My grandparents, unfortunately. So, yeah, I made a ton of other notes.

Speaker 2 - **58:40**

Yeah.

Speaker 1 - **58:44**

Yeah. The credit card thing was interesting because I think it was also in university when got my first credit card and. It came with a lot of warning from my parents, like, don't spend today what you won't have in 30 days. Right. So they were very good, I think, at drilling a lot of fear into me as far as that. And I remember. I think I've learned a lot of what not to do from. From. From certain people ahead of me, other models where one of my good friends in elementary, he was always. He's a year older than me. And so he went to college first. And they used to, the education center used to per semender per semester. We used to get, I think it was like 750 or 675amonth. It went up to 750 towards the end of college.

Speaker 1 - **59:55**

But we used to get a monthly allowance, I guess you can say from the education center. And they used to pay it one shot at the beginning of the semester, $3,000 or whatever it was. And so my friend, he, you know, he got this check never having money like that. And he just, first week he just blew it. Like he, I think he partied it and you know, he drank it and he bought some, you know, bought some CDs or some clothes and he was for the rest of the semester he had to drop out because of that. So I'm again, I'm very thankful that I remember hearing this story from him because by the time I got to college they started giving it out monthly. So it was 675 once at the beginning of the month.

Speaker 1 - **01:00:53**

So like the, you know, managing the money was kind of built in because, you know, it would be a very short month if you blew it in the first week. But kind of going back to your thing where, you know, first getting a job. I, I remember my first job was probably cleaning ditches or something like that, like a community program and you know, very manual cutting grass, things like that. But and it probably making like $6 and 75 cents an hour at the time. But getting that first check, I think it was like 350 or I forget what it was there, but it was like so empowering. Like it was so like, oh my God, I'm rich.

Speaker 1 - **01:01:38**

And we get on a Thursday, we would go to the mall, me and my friends, and we would, you know, we would get, we just live like kings for, you know, the weekend. And it was so, it was fun. But I always enjoyed getting a paycheck and I was like getting paid and like seeing that money and like, yes, I worked hard for this and you know, and I think, and I really have to credit my mom with this because she was always the bookkeeper, the balance sheet balancer in the family, the managing the money. And I remember her talking about like mutual funds when I was very young. Saving, investing. All of these like kind of lessons were just kind of like baked into my head. So I, I, I never kind of to your point, like I never had a spreadsheet.

Speaker 1 - **01:02:38**

It was always very intuitive, very, you know, I, I just felt. I manage my money through intuition, which is, you know, not a scientific approach at all. But it always kind of worked. I, I don't know, I just always kind of had enough. And I remember it was pretty early on and probably a lesson that I had. I don't know if it was my 20s or three. It was around the time when I was like reading more books about money. And it was, it may have been even in the rich dad, poor dad book, I'm not sure. But I remember I had a friend, I have a friend and his mom was like very like. Very focused on managing or cost cutting. Right. Coupons, collecting cans and all of that stuff. Right.

Speaker 1 - **01:03:52**

And I remember reading the book at the same time and he said something that I never forgot where it was like focus less on saving and more on making it. And that was such a paradigm shift where like went from like penny pinching to how can I make more and more. And that's where a lot of my, I think focus went after that. And I was, that was such a big shift for me to understand because just that like it's. I think it was, that was probably one of the biggest shifts from scarcity. Like I have to manage, I have this much and I have to manage it to the T and I have to make it go as last as long as it can to how can I make more of it, right?

Speaker 1 - **01:04:40**

Where now, now it engages all of my senses, all of my awareness. Now I have to be on the lookout and very creative on how can I increase this. And this has theoretically no limit, right? So I, I wasn't that sophisticated then to kind of think in those terms exactly. But I think just hearing that line of focus less on saving and more on making, that was such a big shift for me and on the rebellious nature of. I'll show you. Yeah, I think this has been a un. Underlying theme at, in so many different levels to me. I think so I think at an identity level there was the, When I was in college, for example, I was the native kid, right?

Speaker 1 - **01:05:48**

And it was like, I'll show you that I could do X, Y and Z. I think in some ways from my own community, right? When, when people are saying, you know, focus on what you be humble, focus on what you have. Don't, don't want two more. I was like, I'll show you how I can do things differently. And even to my dad, in some ways Right. Where it was always work hard, you know, do chores. He, he was working in construction and you know, a lot of pride around that and I, I remember thinking there's got to be a better way to make a living. Right. So I, I think, and it was around my teens when you teenage boys tend to rebel.

Speaker 1 - **01:06:50**

I didn't really rebel in the sense of, you know, breaking the house rules and you know, going past curfew, even though I did that a couple times for sure. But it was more like I want to show you that there's a better way. Right? That's, I think that's how I kind of express the rebelliousness and I think that kind of drove me for a long time and almost to the point where I was probably in my 30s where it's like, I think subconsciously I was still trying to. Because he was very, he still is very risk averse, right. He always trying to protect me.

Speaker 1 - **01:07:28**

And I, you know, I, I appreciate it so much, but I, like I mentioned after, I had to push through a lot of that and I had to not just download his risk averse mindset because otherwise I would never do anything that I wanted to do, frankly. Right. So I, there was always that balance of like I never wanted to disrespect him and I always wanted to appreciate it, but it was tough hearing that at the same time. And also I had to do my own thing. I had to also show myself that it can be done. So just the, when you said the rebellious nature, I'll show you. Right. I think that is very rugged individualism that we, I think we have to create within ourselves to overcome whichever obstacles that we have.

Speaker 1 - **01:08:20**

Whether it's individual mindset, whether it's family dynamic, whether it's community, whether it's external worlds, non indigenous environments that we're, you know, engaging in. I think we have to do all of it right. At some level. We have to transcend all of. Because each one of those are very, can have a, such a gravitational pull to you know, to, once you get past phase one is like you're, you're your mindset. Sometimes it's your, your immediate family environment. That's the, that's the next level and then it's like community level and then the external level. I never really thought about it like that, but it's, we have to kind of transcend each one of those barriers because they each have unique obstacles. Right now I know we have our call.

Speaker 2 - **01:09:27**

Yeah.

Speaker 1 - **01:09:29**

Yeah. So I wanted to send you what I had. Maybe we could. Maybe we could prep for that real quick. It's. I'll send it through. I don't have it on my laptop. Laptop. But how. How is this. How is all. How is all.

Speaker 2 - **01:09:53**

This is great. This is great. Before we go into that, I'm just going to take a couple minutes and kind of talk some things that came up just so we get it into the. Into the recording.

Speaker 1 - **01:10:05**

Yeah.

Speaker 2 - **01:10:07**

One of the things that, as you were talking that hit me was in my childhood, experiencing childhood trauma. The. The sexual abuse from my stepfather. It kind of put a. That's where the. I'm not worthy or I really called into question my worthiness, which then led to the scarce. And like, combined with what my mom was experiencing financially, it led to that scarcity. Scarcity mindset. And so I feel like a lot of the childhood trauma that I experienced with, you know, my dad, my parents divorced when I was 2. My dad just, you know, kind of, he's there, but I wasn't a priority for him. My mom blaming me for being born and her life and then the abuse and it just kind of felt like there's all these things that were like stacked against me and that led to my, like this.

Speaker 2 - **01:11:11**

That really led to the scarcity mindset and like, who's. What I write down here that I'm not deserving, I'm too broken to deserve this. Like, who would even want me anyway because of what happened to me that ruled my life until my 30s.

Speaker 1 - **01:11:31**

Wow.

Speaker 2 - **01:11:33**

And that kept me playing so small and so risk averse, which is why that, like, work hard and, you know, you just have to work hard. Money doesn't come easy. Is. Something inside of me just said, like, enough of this like and creator, like, led me to this place and to Cornerstones. It was called Cornerstones Wellness and Prince Rupert. And I remember, like when I moved back to Prince Rupert in 2007 from Haida Gwaii, I was like, what is that place? I just kept being called there, but there's never parking. And I'm like, I'm not gonna walk a block to get.

Speaker 1 - **01:12:31**

Small town.

Speaker 2 - **01:12:33**

So one day I was just like, my heart was breaking and I didn't know why. And I'm like questioning my marriage at that time with Claire's dad. And there was a parking spot. I'm like, I'm gonna go in. And going in there. That program that they were like, I didn't know these people. Like, what do you do here? Like, what programs do you offer? And so she was telling me there's like, oh, we do massage and chiropractor and energy therapy and we do workshops. I'm like, oh, tell me about workshops. Being in education. She's like, I'm just typing up this workshop called take back your life. I just started crying and I'm like. And she was telling me about it and I'm like, I don't know why I'm crying. I don't know you. I don't cry in front of anybody.

Speaker 2 - **01:13:18**

Like, I was like, tough as nails. And so I'm like, sign me up. And so like that piece, that whole, like that whole I'm not worthy the scarcity mindset, the plain small, like, really shaped a good part of my life. But once I decided like to start that healing journey for myself from mid-30s to mid-40s, things completely shifted. Going from like taking being in university and taking Hannah toys R Us to play with the toys because we couldn't. I mean we had toys and my parents like my grand. And my mom like spoiled her with what money they had, but I couldn't buy her anything because I was going to school. So we'd go toys R Us and she'd play with all the like ride on toys and things and the aisles. And that was our thing.

Speaker 2 - **01:14:15**

And, and she knew like, we're not taking these home. We can come and play. And going from that to now being able to take them on like great trips and buy my grandson whatever he wants and you know, to a limit. Right. But I would have to say like 2,020. The Tony Robbins UPW like completely like elevated the trajectory of my life and my belief system. So I had done like things, courses, programs to switch from that scarcity. But that I think really showed me what was possible. And having those people with like, similar beliefs and similar like like minded people really changed my worldview in terms of what was possible. And so and the other thing, what that you said was like the focus on save, instead of focusing on saving, how do I make more money?

Speaker 2 - **01:15:27**

And like I remember that thought going through my head, but I'm thinking, how do I make money? Like, how do I like, where's this coming from and what do I have to do? Because like there were no, there was no entrepreneurship really. And that was like, it was always just enough. And then the last thing I just wanted touch on was like the non indigenous versus indigenous and the difference and the differentiation and lived experience. Like you talked about like the people and that you went to the private school with like just like that elevated life experience and what they were exposed to versus what you may have been exposed to. And I felt the same way.

Speaker 2 - **01:16:08**

Not in the pride school sense, but going to elementary school and high school in Prince Rupert where there weren't a lot of indigenous kids in the school at that time, not like there is now. And so our little group kind of stuck together because we looked like each other, we thought like each other, we had similar home lifes. But it was always that, you know, not getting invited to the white kids parties and birthday parties or even parties in high school. And there's like that bias. The racism, you know, going into the government, the legislative oppression and how it like separated us as a people. That also led to my drive and like hell if my kids gonna experience what I experienced or my parents experienced. And I'm gonna do everything in my power to not let that happen.

Speaker 2 - **01:17:08**

And I remember the first time I put her in gymnastics in the Naimo. She's the only little brown face in a sea of white and blonde hair. And I remember thinking to myself, I'm just gonna give her an experience that I said I would never give her. But then I thought like, but I want this for her. I want her to take gymnastics. Yeah, but is she gonna like. My fear is she's gonna experience the racism. She's gonna experience the like, you dirty Indian.

Speaker 1 - **01:17:39**

Right.

Speaker 2 - **01:17:40**

And the same that I did.

Speaker 1 - **01:17:41**

Yeah.

Speaker 2 - **01:17:43**

And it's been. It's still my fear.

Speaker 1 - **01:17:45**

Yeah.

Speaker 2 - **01:17:45**

And then the other side of it, like, Claire is very white. Passing. Her dad's white. She's half. And. And so like. And she experiences going to the first people's house in Victoria. Are you even indigenous because of the pretendions. Right. Because she's, you know, light skin, light hair and. But she's very like, she has a name. She has grown up in our culture. And so it's very. This book is so important. It's so important to tell our stories and to tell. And to show other indigenous people what is possible when you have great role models.

Speaker 1 - **01:18:27**

Yeah, no, absolutely. I'm going to take a quick bathroom break. I will meet you on. On the cop.

Speaker 2 - **01:18:39**

Okay. I'm just taking a look at the questions here. They look great too.

Speaker 1 - **01:18:42**

Cool. See you in a bit.

Speaker 2 - **01:18:44**

Okay, we'll see you in a bit.

Speaker 1 - **01:18:45**

Okay, bye.

Speaker 2 - **01:22:48**

I don't smell it.

Speaker 1 - **01:22:55**

Hello, everyone.

Speaker 2 - **01:23:05**

I just sent you a text. Mike.

Speaker 3 - **01:23:07**

Yeah.

Speaker 2 - **01:23:12**

Hey, nathan. Oh, it's still showing that you're on mute.

Speaker 1 - **01:23:28**

You're on mute. Oh, there we go.

Speaker 3 - **01:23:30**

Tania, glad to make it in.

Speaker 2 - **01:23:34**

Hello, how are you doing well, thank you.

Speaker 3 - **01:23:37**

How about yourselves?

Speaker 1 - **01:23:38**

Very good, very good.

Speaker 2 - **01:23:40**

I see. Hang on. There we go. Yeah. So, Nathan, I'll just start by saying hello. It's good to see you. I'd like to introduce you to Mike David. Mike, this is Nathan and I'll just kind of turn it over to both of you to introduce yourselves before we get started.

Speaker 1 - **01:24:02**

Sure, I'll kick things off. I am from Gunnisadake Mohawk territory near Montreal. Currently out of the country on a very different time zone. But yeah, essentially I've been full time entrepreneur for about 20 years. This will mark the 20 year. So, you know, very interested in entrepreneurship and building businesses in my community and recently started a new venture with Michelle for I think trying to bring some financial empowerment to our communities through education. We're actually writing a book together. We're thinking of creating a financial platform to educate and empower and to create a financial product which we believe is quite unique in the marketplace. So pleasure to meet you. I know you have a lot of experience in this space, so yeah, pleasure to. And thanks for making the time as well to make the call.

Speaker 3 - **01:25:16**

Yeah, thanks for the great introduction. It's nice to meet you. So tense. Currently calling in from the unceded territories of the Semiamo K? Tsi Kwantlen peoples. And yeah, just very grateful to be meeting today. Yeah, I've spent a fair bit of time in the financial space working from like boots on the ground teller at a credit union through to founding a wealth management firm and a number of things in between. Most primarily focused on running a wealth management practice. So yeah, I've seen a lot of different angles of this. Less so unlike the trade desk side, I've spent a lot of less time in there. But I did integrate a lot with their compliance around creating funds and the like. So, yeah, I'm just really curious to find out what you're up to and see if there's any angles I can help you with.

Speaker 1 - **01:26:05**

Yeah, yeah, absolutely. I think, you know, just to give a little more context, I guess a lot of this for me personally at least started about three years ago when I started to, you know, think more about investing and, you know, putting some capital to work. The focus has always been, you know, business and whatnot. Less on the investment side as I was just essentially just reinvesting it and starting other businesses. So investing and you know, capital markets and you know, even GICs were frankly quite new to me as far as a couple years ago dove into a couple trainings that you know, went, went a little deeper on types of investments, private investments and you know, alternative investments and things like that.

Speaker 1 - **01:27:02**

So I just became very curious and as you're aware, you know, we don't have many options as far as other than a GIC to really maintain our non taxable. Investment options. So. So yeah, it really kind of started from that just you know, wanting to solve a problem for myself and as I spoke to Michelle, I met her about a year and a half ago actually and in one of these similar events that I was referring to. And yeah, we just kind of like started you know, talking back and forth. We stayed in touch for about a year, almost year and a half until we started talking about we're kind of going through similar issues and we have very different perspectives on how these issues affect us. So yeah, we kind of are brainstorming how to address this issue with hopefully a unique solution.

Speaker 1 - **01:28:17**

So yeah, just a little more context on that.

Speaker 3 - **01:28:22**

No, that's great, thank you. I'm not surprised. Michelle's a great connector. So I'm glad to hear you are picking up on a line thread.

Speaker 1 - **01:28:30**

Absolutely.

Speaker 2 - **01:28:32**

But yeah, I'd also like to thank you Nathan for taking the time and responding to my texts so quickly last night and just to give a little bit more context on this why I thought of you right away and it is because of your experience in the finance world and the product that Mike and I are trying to build. It was Mike's idea initially where looking at an alternative to using the four connecting factors to make income generated in the fund non taxable for status First Nations. And so initially Mike wanted to do this for like the target audience would have been high net worth indigenous entrepreneurs.

Speaker 2 - **01:29:28**

And then as were talking because I sit on the, I'm a trustee for my trust and we have a taxation not problem but we have, we are going to end up paying tax on the in on the money that is still growing in our revenue account after it got taken out of the capital account. And so like oh this would be a good place for another good opportunity for indigenous trusts who are in like similar situations. And so the idea grew and so now we're in this space where we're trying to and Mike was, Mike had other partners on board as at the time as well who are non indigenous and as Mike And I have been talking like we like our ultimate goal down the line is for this to be like completely indigenous owned and operated.

Speaker 2 - **01:30:21**

It'll be indigenous owned because Mike and I, our partners in it, but everyone would be indigenous in it. And so we're working with two very skilled and qualified people that Mike knows. And Mike and I don't know what we don't know about like money made on the back end and potential like double dipping into the profits of the fund. And because one of the people is with who we are going to like the fund will be with Investa Wealth Management. So when we're, we are trying to talk about like what is, what are the logistics of the partnership and like Nathan would know the questions and I would be comfortable asking Nathan these questions because he understands it. And I remember us talking about why you got out of the that world because of the tensions.

Speaker 2 - **01:31:19**

And so what we're trying to create is something that is indigenous, that speaks to indigenous people, that connects with indigenous people, but also builds a legacy because we want to build this into something that is truly indigenous and even mentoring indigenous people to go into this field to grow. Yeah,.

Speaker 3 - **01:31:46**

Yeah. On the first, on the first piece there, I think there's, you're raising some excellent questions particularly around the structuring of partnerships because there could be all the best of intentions, but these sort of deals and financing around like fund structuring or fiscal instrument development or even just like the compliance side, like the premium that a lot of institutions will charge just to handle the back end compliance is very substantial and it can get increasingly substantial the more they sense how much they are needed for those elements. You know, these sort of institutions will charge each other razor thin margins when it comes to doing things for each other that they already can do for themselves.

Speaker 3 - **01:32:27**

But whenever there's, they're working with like community partners, banks are so ready to just ratchet up that margin and especially around things like compliance, like with just to drill down on specific st.