The Dreamers Podcast Episode 13 with Andy Hill

**Anne-Lyse Wealth**

This is The Dreamers Podcast episode 13 with Andy Hill. Today is April 19th, 2021.

**Andy Hill**

I felt like I was working in this job. And yes, I was paid very well. But I felt like I was sort of trapped and like, okay, we decided to get this bigger house with a bigger mortgage. And I feel like I'm trapped in the job because of the mortgage. I didn't want to feel like that. So, when we were able to pay it off, I felt free. I felt like I could make some choices for the betterment of our family, the betterment of my mental health in the future. And it just felt great. And then all of a sudden, you got no debt left. And it's like, oh, well, what else can we do? Let's build some wealth. Let's give more. Let's have more fun. Let's go on more vacations.

**Anne-Lyse Wealth:**

Before we get into today’s episode, please go to Apple podcast and leave a review and rating to help more amazing people like you discover the podcast. Alright, let’s get back to today’s episode.

Hello, hello welcome back to The Dreamers Podcast. I'm your host Anne-Lyse Wealth, and I'm so glad you're here. If you’ve been around for a while, or if you follow me on social media, you probably know that it’s been a rough month. But I’m committed to showing up no matter how hard it gets. I think that’s what life is about. You just have to keep going, you have to keep showing up. You have to hold on to your joy no matter the season. This podcast, and this community that we’re building bring me joy. I’m excited for today’s episode with Andy Hill.

Andy Hill is an award-winning podcaster, writer and speaker. He is the founder of Marriage, Kids and Money, which is a platform dedicated to helping young families to build wealth and thrive. Andy’s personal finance experience and advice have been featured in major media outlets like Business Insider, CNBC, Marketwatch, NBC News, and many more. He is a personal finance influencer and corporate financial wellness speaker.

For the back story, I met Andy through his podcast. I had been listening for a while. When I started my blog, Dreamoflegacy.com, I reached out to him. The first time I actually wrote for a website outside of my own blog was Andy’s website. I wrote an article about the racial wealth gap, why the racial wealth gap exists and what we can do to help solve it. Almost a year later, it’s a pleasure to have him on my podcast.

Stephanie Anne-Lyse

Andy Hill, welcome to The Dreamers Podcast.

Andy Hill

Thank you so much. I'm glad to be here.

Stephanie Anne-Lyse

Andy, can you tell us a little bit about you and what you do?

Andy Hill

Well, full-time now. I am a podcaster. And I have a podcast called Marriage, Kids and Money. And it focuses on helping young families thrive. Much like your podcast, helping families do some great work in the world. And I've been doing that for about four years. Now, about a year ago, I decided to leave my full-time career in corporate event marketing, and go for this little small business slash hobby of mine full-time. So, I'm very excited that I'm able to do that.

Stephanie Anne-Lyse

So can you talk to us about how you made the decision to leave your full-time career in corporate events, to just do this podcasting and blogging thing full time?

Andy Hill

Yeah, yes, it’s pretty, pretty wild. Let's see. So about four years ago, I had a really bad day at work. And it was one of those days where I had been doing very well in my career. And then all of a sudden, management made some changes. I wasn't on the team that I was originally on anymore. They moved me to another team. The people who were reporting to me weren't reporting to me anymore; the team that I built that I felt really proud of. All of a sudden, I was on doing something completely different that I didn't ask to do. And it was one of those things where it just had an epiphany kind of hit me being like, I I'm not really in control of my destiny here, no matter how hard I try. And so, it was just one of those things where I'm like, I need to have something outside of my nine to five, that brings me some happiness and joy. And so I decided, hey, I've been listening to some podcasts lately. It's kind of a new cool thing that people are doing. What if I just started one and had some fun with it. And in the beginning, it was just a hobby, one of those things where I said, Hey, well, I can connect with some people learn from some people and share some things that I know as well. So that's what I did, I decided to do that. And that became my outlet, you know, after work, or on the weekends for just some fun thing to do outside of my job. And outside of being a young parent, I think I had a four-year old and a two-year old at that time. So lots of you know, daddy time and lots of work time and not to what not a lot of me time. So that was something I decided to do in 2016 slowly built it up to not just a hobby, but a side hustle where I was making a little bit of money, and then figured out a way where I could transition to making it my full-time thing. And it took a while to get there. But every minute that I'm able to do that type of work, I was very, very happy to do it. And I did not feel that way in my job in corporate event marketing. I had that for about 15 years and just felt like I was ready for change. So I went for it.

Stephanie Anne-Lyse

Can you share maybe some of the steps that you took to prepare for this leap of faith?

Andy Hill

Yeah, yeah. I mean, since I talked about financial stuff on the show a lot was a lot of it was financial. So for me, I didn't really feel comfortable making an entrepreneurial leap until we had some major control of our expenses. So, we did some things in the years prior to feel very comfortable with that leap. And one of them was to eliminate all of our debt. So, we had some student loans and some car loans. That is something that my wife and I partnered together on to eliminate. And then after that, we got kind of excited, well, I'll say I got kind of excited about paying off the mortgage. And that became our next challenge together over the next little less than five years, we paid that off. And we had taken advantage of all of the work, workplace retirement options that were there and available to us to, you know, maximize things that were helping us to have a great retirement, you know, 30 years from now, and hitting this level of Coast Fire where you build up enough of your retirement investments where you can let it just sort of coast for 20-30 years and build up. So, by doing those things, having no debt and kind of taking care of retirement early. I felt like okay, well, if I take a big pay cut, I'm still able to make some money to live our lives now that we've controlled our expenses so much, but also, we've done a lot to prepare. So, one other thing that we did outside of that was to save up about a year’s worth of expenses. So, we spend around, 60 $70,000 a year, on average as a family. So, we saved up that and a little bit more to make the transition. And it was one of those things where it was like, okay, even if I completely mess up on this internet, blogging podcasting, YouTube a thing, then I've got a year's worth of savings. And I can always go back and get a job. So that's how we prepared financially and helped us to make this little leap of mine and give it a go.

Stephanie Anne-Lyse

That sounds like a very solid plan. You mentioned that you guys paid off your mortgage in five years.

Andy Hill

Yes. kind of crazy.

Stephanie Anne-Lyse

Yeah, that's, that's very impressive.

Andy Hill

Thank you.

Stephanie Anne-Lyse

So today, you are an award-winning personal finance. podcaster. And blogger talk to us about that.

Andy Hill

Yeah, well, it's, it's been amazing. It's very cool. I never thought that the little hobby of mine that I put together, where I just kind of talked to people about personal finance, and parenthood and money could become something that would win an award. And I'm very excited about that. And I became a part of a community of like-minded people that were trying to share this message of positivity and helping people do incredible things with their money. And I got really excited about it and sort of fell deeper and deeper into it and fell in love with it. So there's a community that provides awards for people who do great things, and I was able to win a couple of them over the past couple of years and get that recognition. And it's amazing that the thing that I like more than the awards or any sort of messages that I get from people who are listening to the show, or watching the channel, where they write, and they say, Hey, this really helped me on my journey, or I invite people on the show who have been listening for a while or a part of our, our community to share the wins that they've had people paying off their mortgages, or becoming young millionaires, or eliminating all of their debt, and then telling people how they did it. So that type of feedback that I get from the community that's been built is amazing. And it just further fuels the fire of what I want to continue to do.

Stephanie Anne-Lyse

And it's funny, because that's kind of how I met you last year.

Andy Hill

Yeah

Stephanie Anne-Lyse

I had been listening to the podcast for a while, and they just reached out. And next thing I know, I was writing an article for your blog.

Andy Hill

Absolutely. Now we're working together.

Stephanie Anne-Lyse

Can you share maybe, for anyone who's interested in starting a blog or starting a podcast? What are some of the things that you would say, are key to running a successful blog or a successful podcast today?

Andy Hill

Sure, I would say first and foremost, maybe just it's my experience, I wouldn't call this like a huge money-making opportunity right away. If you want to start, I'm going to start a blog and quit my job, I advise against like a short-term plan with that, because you'll make some money. But it takes a really long time to figure out how to do that some people have some wild success stories, I'm not one of those. Like, I used to make maybe like $180k with my job, which is a really great job, you know, really great salary. And last year, I made $75,000 with my business. So just full transparency, I make less than half of what I used to make. But the fact that we were able to prepare financially allowed me to have that runway to sort of figure this thing out. And I hope that eventually I'll be able to make that kind of money again, doing work that I love, as opposed to work that I, you know, had to do. So I just wanted to put that out there as sort of full transparency, that it's not going, recognizing that it might not, you know, you might not hit a big hit right away. So the reason I'm saying that is find a topic that you absolutely love, that you will write about or podcast about or do a YouTube channel about that, you'd be happy doing it for free, because for a long time you will. And if you have that passion, and if you have that drive, where you feel like you're actually going to make a difference, or you really just would love to talk about this topic forever. Keep that passion because that's what's going to keep you going. I think the people who've done the best on you know that I've seen out there are the people who consistently provide content on a consistent basis and they do it for a very long time. And they do it because they love it. So, I wouldn't jump into starting to create a blog or a podcast about something that you are lukewarm about but is popular, you know. You have to do it for something that you really care about. The fact that I care about my family and helping us grow wealth and then helping other families do the same keeps me going. So, I feel like I'm you know, in the in the middle of my journey of trying to be a success with this thing. And the people that I've seen that I've been asked that I look and like all those guys are my heroes are the people who continue to put out great content week after week and they love what they’re doing.

Stephanie Anne-Lyse

Well, just to clarify, you are kind of a success already.

Andy Hill

Thank you. I appreciate that.

Stephanie Anne-Lyse

It might not translate into as many dollars as previously. But as you mentioned, you get satisfaction from just helping others and empowering others.

Andy Hill

I really appreciate your saying that. Thank you.

Stephanie Anne-Lyse

So, Andy, you've shared that you and your wife went from $50,000 in debt to millionaire status in 10 years. For anyone who might be interested in following in your footsteps. Can you talk to us about that process? And maybe touch on your investment strategy

Andy Hill

Absolutely. Yeah. So in 2010, my wife and I got married. And one of the first things that we got kind of excited about was helping our daughter who is yet to be born have a great life. And for me, that kind of financial stuff. I'm like, Okay, well, that's something I can get ahold of. That's something I kind of like to talk about, and something that I'm interested in. So what can we do to figure that out? So the first thing we did was calculate our net worth. And we didn't really know what net worth was, we had been watching the Suzy Orman show. And she always talked about net worth net worth net worth. And I'm like, well I'm sure if we did our net worth, we'd probably be, you know, way up there. Because we have these six figure combined salaries together, we're making, you know, as a young couple we were making like $130,000. And we felt really good. So we went up and did our net worth on the big whiteboard up in our guest room. And we quickly found out that our net worth was not really big, it was negative $50,000. We owed more than we owned. And so that was sort of a starting point for us were like, Okay, well, what can we do? We're making good money. And we essentially make double what we made before we were married. So what can we do? Maybe we could live on one of our salaries, essentially half because I think she was making 70K. And I was making 60K, or something like that. So we said, well, why don't we just live on mine and save all yours. And so that's what we did for the first year after we made that decision. And that helped us to pay off our debt and get to a point where we were debt free. And then we kept that living on half lifestyle for a really long time. And by saving a large amount of our income, we were able to do some of those crazy things, pay off all of our debt, eventually pay off our mortgage. And during that period of time, we were also investing. So to your point on investing, we were taking advantage of our workplace retirement accounts 401k. You know, during the period of time, from 2013, to 2020, I was maxing out my 401k at work, and I got a 15% match. And by the time I left my career, I think I had about $200,000 from just investing in my 401k it's super boring, right? It's there's no wild tricks, just like invest in low-cost index funds in my 401k and let it ride, don't touch it. And that helped us a lot there. So we did that sort of same repeated process through Roth IRAs, traditional IRAs, depending on our income level. And we even did that with our HSA as well, health savings accounts. So repeating that process of simple low cost index funds and investing in tax advantaged vehicles helped us to get maybe a half a million dollars in investments. And our home that was now paid off as close to half a million dollars as well. And then we have some cash and savings and our 10-year-old cars and things like that, that sort of round out our net worth but that that's essentially it. I mean, we eliminated all of the debt obligations in our lives, and then invested in tax advantaged retirement vehicles for a long time didn't touch it and let it ride.

Stephanie Anne-Lyse

So how is it to be debt free? That's something that you know, I still have a mortgage. So I can't quite relate to that yet. And you know, a lot of people think that's just not possible. A lot of people think that you have to either have a mortgage or have a car payment, or you just have to have debt. So tell me about how it felt and how it feels every day to be debt free. And what kind of opportunity that has provided you guys.

Andy Hill

Yeah, you know, when we paid off our debt in the beginning, the car debt and the student debt that felt really good, it felt like we were releasing obligations in our lives, it felt like a lot of times when we had the debt, it just felt like one more thing we had to worry about. And then when we paid them off, it was like one less thing we have to think about one less thing we have to worry about. And as a young parent, man, I feel like we're always thinking about the 1000s of things we have to do each day and to release one of those big obligations. just felt like a weight off. You know, you can breathe out. You know, it just felt great. And so when we did that with the mortgage, me personally, I can only speak for myself. But it was a huge weight off my shoulders, I felt like I was working in this job. And yes, I was paid very well. But I felt like I was sort of trapped. I'm like, okay, we decided to get this bigger house with a bigger mortgage. And I feel like I'm trapped in the job because of the mortgage. And I don't, I didn't want to feel like that. So when we were able to pay it off, I felt free. I felt like I could make some choices for the betterment of our family, the betterment of my mental health in the future. And it just felt great. And it got a little addicting after the first round, you know, you pay off to pay off the student loans and like, well, this feels good. Let's pay off the car that feels great. Let's pay off the house. And then all of a sudden, you got no debt left. And it's like, oh, well, what else can we do? Let's, let's build some wealth. Let's give more, let's have more fun. Let's go on more vacations. And because you don't have those obligations, you can do more of those things like this year, our big financial goal is to save up to buy a hot tub. I mean, that's not really like, paid off your mortgage or anything. But now we are having a lot more fun and excited about using our money for fun things. So yeah, that's where we are today. And it's exciting.

Stephanie Anne-Lyse

That sounds like a lot of fun. You know, you mentioned that you paid off your mortgage. But do you mind sharing how much you paid off in five years? And I think that's, that's something worth mentioning.

Andy Hill

Sure. Yeah. So our mortgage, the home we bought in 2013 was $350,000, the mortgage we took out was around $200,000. So it was a $200,000 mortgage that we paid off. In just under four years, our goal was five, and we paid it off in just under four years. So we worked hard together, we made some good money. I think during that period of time, we made on average around I think $170,000. So we lived on, I'd say probably just a little bit less than half of that, and utilized that money to pay off the mortgage. So I think it was on average, we paid an extra $3,000 per month, that's a lot of money to pay, on average. I mean, part of it was when we sold our first home, we were able to put a chunk of change, I think it was like 20 or $30,000. So that knocked off a lot of the original principal. And then the months that followed from that it was like okay, what can I do to get some bonuses at work? What can we do to sell some stuff around the house that we don't use anymore, you know, the old baby gear, you know, as our kids are getting a little older, I think I sold my moped, I sold some skis, things that just I just didn't use anymore, that we're gathering dust ended up being, you know, more logs on the fire to burn away the mortgage. And we got excited about you know, different ways to make that process happen. And then in areas for us to decrease our income, but not kill our joy. You know, like, hey, what can we do to negotiate down the cable bill? What can we do to negotiate down our insurance bill still have the same stuff, but just pay less money? You know, I didn't want to have it be deprivation and not enjoy our journey, you know, finding ways to decrease our expenses, but not kill the joy. That was like my main my main goal. So yeah, we were able to follow that process, we met once a month to go over our budget together in a in what we called the budget party, and reviewed all of our expenses together. And over time, we were able to do it just under four years and became mortgage free.

Stephanie Anne-Lyse

Well, congratulations on that.

Andy Hill

Thank you.

Stephanie Anne-Lyse

One thing that I really enjoyed from your podcast is that you mentioned that during this time that you guys were, I guess, on your journey to becoming millionaires, you're also increased your charitable giving. And, you know, sometimes people think that you have to get to a certain level before you can give or before you can be generous. So talk to us about your reasoning behind that.

Andy Hill

Yeah, and I think it was right around the time we were getting close to paying off the mortgage in 2017. I did some other calculations. And I looked at how much we were giving and it was around 1%. And you know, there's nothing wrong with given 1%. But at that time, I was feeling very blessed with the situation we were in and I said, Wow, I think I feel like we could do a lot more than that. I feel like we could do better. So, but it wasn't easy, because we had these are all the other ideas of things we wanted to use the money for. Right? So what we decided to do is just sort of ladder up our giving. So we had 1% in 2017. We said okay, well what can we do to get to 3% by 2018. So those little ladder steps made it a little easier. So we got to 3% in 2018. And then we said okay, let's try to get to 5% in 2019. And that was our next ladder up. So by the time 2019 came around, we were giving 5% and then last year we said okay, Let's do our own version of 10% giving. And so we got to 10% in 2020. But we did it a little differently, because we talked about how we wanted to give. So 5% went to charities and causes that we feel very passionate about 4% went to family and friends for random giving, you know, just giving to family and friends for large, large gifts, or, you know, one thing we like to do is I help I like to help my nephew start their Roth IRA, and then help them contribute a little bit, if they've, you know, had earned income that year. And then the final 1%, rounded out is just sort of random acts of kindness. So we do some fun things around the holidays, where we give big tips to people who are working hard in the service industry. So we sort of save up money for the entire year. So we can give up $100 tip to somebody who's working at Subway, or, you know, I like to go to this donut shop that my kids love to have on Saturdays. And it's fun to you know, hand a $20 to build each one each one of the workers during the holidays and make them smile so that that type of giving kinda got us geeked. And yeah, we got to hit that goal of 10% giving in our own way, and 20 min 2020, which is a lot of fun.

Stephanie Anne-Lyse

That sounds great. And so you mentioned that you helped your nephew start Roth IRAs. Yeah. Well talk to us about that.

Andy Hill

Yeah, yeah. So I, after studying all this stuff, and talk to all these people, the main takeaway that always comes out as the earlier you start to invest, the better off you're going to be, you know, time and compound interest are really the main drivers of wealth building, obviously, consistency, and, you know, not pulling out of the market and keeping things simple. So I said, well, who do I know that super young, besides my own kids, that would actually like, kind of get into this stuff. So I started just sort of planting some seeds with my 16 year old nephews, 18 year old nephews, just saying, Hey, I'm getting into this investing stuff, I think you guys should really consider it. You know, there's this thing called a Roth IRA that you can invest in, if you have earned income and your you know, your contributions and your earnings can grow tax free as you start to, you know, get older and older. And I would show him the compound interest charts to say, Hey, here's where you start to invest now. And then by the time you're 65, this could be 2 million bucks, or $4 million, or whatever. And they would be like, Okay, cool. But they wouldn't do anything, right? They feel like Yeah, sounds good. I was like, hey, like, Okay, how about this? Why don't I buy your first share of VTi, or some other DTF that sort of covers the entire market, they're like, Okay, sounds good. And so I would buy the first year, I would get them kind of him do it. And that's where it would start to grow from there. And then they'd start to put a little bit of their money in there and start to contribute to it. And now I think my I talked to one of my nephew's he's 20, he's 20 now, and he has about $7,000 in his Roth IRA, and he's geeked about it. He's excited because it started in maybe 2018. So there's been a lot of growth since 2018, to now to 2021. And he's just sort of blown away about how just investing in index funds, and not really doing anything to the money has has made a huge difference in his portfolio. Obviously, we haven't had any big downturns. Well, I guess there was a big, you know, big downturn in March. And he just sort of held on, which was very cool. March of last panic. We talked, and I just said, Hey, you know, this is this is a normal blip in the market, if you stay on this wild roller coaster, it's going to feel like it's, you know, maybe a pit in your stomach as you're going down. But then you're going to go back up, and it's going to happen all over again, and another couple of years or another month, who knows, but just stay on the roller coaster. Because if you jump off the roller coaster, that's when you get hurt. And I think he got it, you know, maybe not all six, or how many nephews and nieces do I think nine? Not all nine of them are gonna get it, but a few of them will. And hopefully they'll stay on the roller coaster, and it'll help them build wealth over time.

Stephanie Anne-Lyse

That sounds great. And they'll be better off.

Andy Hill

I hope so.

Stephanie Anne-Lyse

Yeah, it looks like a lot of people, a lot of parents at least are struggling with convincing their teenagers who have earned income to put money into a Roth IRA, because they're not thinking about retirement. That's all your thinks about that when you're that young. But it looks like the idea to give them an incentive might actually work or at least it worked in your case.

Andy Hill

So all we did is we said hey, you know, I think it was maybe for a graduation gift. We said hey, we'll give you $200 for your graduation gift, or we'll give you $500 in an investment account. What would you rather have? And they say well take the $500 say no. So it's a good way to do it. And that's part of that sort of giving generosity bucket that we have there. It might sound like a lot of money to, you know, some folks to do that. But we plan for it for the entire year, every time we have new money come in 4% of our income goes into a savings account just for that for giving nice wedding gifts or giving nice graduation gifts or things like that for family so we can keep it in the family and you know, have the wealth build and and create some fun.

Stephanie Anne-Lyse

That sounds like a great idea. The $500 versus $200

Andy Hill

Yeah, yeah. Hey,

Stephanie Anne-Lyse

So Andy, it's been about a year now, since you've been a full-time entrepreneur.

Andy Hill

That's right. Yeah. About a year, besides this crazy pandemic that you had to deal with?

What are some of the challenges you've encountered? And how did you overcome them?

Andy Hill

Well, I think that I underestimated how nice it is to be an employee. Because there are so many incredible things that your employer provides for you as an employee. And one of them is a consistent steady paycheck, every couple of weeks, there's going to be money deposited directly deposited into your bank account. And I didn't find that with entrepreneurship, I would have to hunt down the clients, and, you know, do the sale. And then after, you know, getting the contract sign and everything, I have to make sure that they still pay me. So if that didn't happen, I'd have to go find them and say, Hey, can you guys please pay? And they'd say, Okay, yeah, we'll pay and then maybe 60 days later, they get the payment. So I think under estimating how nice it was to get a steady paycheck, steady paycheck, was something that I learned quite a bit. And then also just the, the beauty of working in a company that already has a marketing department, a sales department, an accounting department, legal department, HR, all that stuff. Because when you're a solopreneur, you're doing all those things, you got to do all of that. And so, yeah, I mean, I wouldn't trade the last year for anything, because I've loved it, it's been an adventure, it's been like a puzzle, trying to figure it out. And that's it keeps me excited and alive. And that's sort of what I was missing with my previous job. But entrepreneurship, I would say it's not for the faint of heart, if you if you if you like your steady, comfortable job, because you get paid well, and you got great benefits, and they've got all those departments to help you get the job done. Don't take them for granted. It's a great, great thing. So that realization was sort of my first I guess, three to six months, doing my business where I'm like, wow, I really had it, I had it in a good way. And I don't want to change. I'm just very appreciative for what I had with my previous career. And, you know, another realization that I had throughout the process is that multiple streams of income within your business is a great way to go. Because having that backup, let's say one thing falls out, then you've got these other lines of income to help you still maintain a float. So I found that whether it's multiple clients, you could call it or multiple streams of income is a very smart thing to do. And having that diversification within your income, just like diversifying your investments is a really smart way to go because it helps you to keep moving forward in your business. And you know, not fail in the first year because I don't know that statistic. But I think I've heard it's maybe like 70% of businesses, small, small businesses fail in the first year. It's because of lack of cash. And I didn't want to be that business.

Stephanie Anne-Lyse

Now you started a podcast with your wife, or is it a full-on podcast? Or it looks like it's there? Yeah, it's

Andy Hill

I kinda it's kind of weird, you know. So one day, you know, for majority of our marriage, Nicole has made it very clear that she does not like talking about money. It is like a taboo subject for her in her culture. And it's just weird for her to talk about it. And I'm the exact opposite. I think it's very smart to talk about money because I like breaking the taboo. Because if you can be open with people and share your struggles and share your wins and your failures, that I think people feel more comfortable to talk about it. And then we all can learn. But I like her perspective, too. And so we've decided, we decided to actually she decided, Hey, I would like to do a segment with you. And we call it bread and wine. So every Friday over the past couple of months, she joins me, and she's the exact opposite opinion about money, which is great, because she'll come on, and she'll introduce a topic that I would never have on my show. And she now brings these up and we can have these uncomfortable conversations about money, where we talk about the either the struggles that we've had in our relationship with regard to money or just these general topics where we don't see eye to eye and we sort of agree to disagree And we have some wine at the same time. So it's been a blast. Right now, it's just been a, you know, 15 to 20 minute segment that we do every Friday, I'm considering just making it its own show separately. So because people might just want to listen to that one separately. So right now it's been fun. I I'm, I'm so excited that she wanted to do anything with me with regard to the podcast and talking about money that I it's sort of a dream come true for me right now. So I, I don't want to ruin it. And talk about it too much, because I'm afraid it's gonna go away.

Stephanie Anne-Lyse

I've definitely been enjoying it. It's just good. Because I feel like some of the topics are conversations that I have at home with my husband, and just hearing different perspective has been really good.

Andy Hill

Absolutely, that's the feedback we've been getting is that this seems like a chat that I would have with my spouse at home. And I'm glad we've been able to do that. And she's been having a lot of fun too, which makes me really happy.

Stephanie Anne-Lyse

That's great. Let's talk about the type of financial education you receive as a child,

Andy Hill

I would say I learned a lot from both my mother and father. Growing up, my mother was and still is a very savvy frugal woman that knows how to save and the importance of saving. And she taught me at an early age that it's important to save your money for the things that you want in life. She helped me to open my first savings account, I think, maybe second or third grade. I remember getting one of those little passbook savings accounts, where you write in your balance and things like that, and, and she's always helped me to figure out how to do things as smart with money throughout my life. And then my father, who's a very, very hardworking, goal driven man, and I learned a lot from him about the importance of hard work and then getting paid for your hard work. So for a long period of time, I always wanted to get a job I got a job, I think when I was 12, you know, caddying babysitting, I eventually became I think was a garbage man, when I was 16, you know, just anything, any job, a job where I could make some money locally in town, take that money, save it for these big goals that I had. And it became the, you know, a combination between my parents and I really appreciated both the perspectives that I had from them and still have a great relationship with them today. So those are some of my early memories with money that that helped me to do a lot of the things that I've done in my life. Nice.

Stephanie Anne-Lyse

So can you talk to us about your biggest money mistake?

Andy Hill

Oh, yeah, my biggest money mistake, and it's sort of a combination from what i've what I learned from both my parents too, I think for them, their generation, you know, growing their family legacy meant, you know, moving from, you know, sort of lower class to middle class and then upper middle class and for that, for that for them as they moved from Florida to Michigan was homeownership, homeownership, homeownership was a big deal for them, you know, having a home where their family can live, and grow up, became a big deal. And for me, I grew up with that sentiment that that homeownership was the thing, and it made you a family and made you whole. And so for me, I was saving my money in my teens in my 20s, to be a homeowner, because that was like the thing that made me feel really good. And so when I was 22, I had enough money, I think it was maybe a 10% down payment to buy my first home. And I was really excited about it, because I thought, Hey, this is the thing you're supposed to do, right? Become a homeowner. And quickly I realized that was a mistake. I made a 10% downpayment and my income at the time, quickly made me feel very, very house poor. And so I owned a home that was I think it was a $200,000 home and I put just 10% down on it. So I'm making PMI payments. And I made a Job Change shortly after that so quickly, the mortgage, all of the payments associated with my bills, and the repairs that I needed to do. Were about 50% of my income. And I'm a 22 year old guy that like to go out to the bar and go hang out with my friends and go to concerts and stuff. And quickly I realized that being a homeowner, if you don't do it, right, can make you feel house poor and life poor. And I didn't like that feeling at all. It was horrible. I was like, this is the thing I was supposed to do supposed to buy the house. That's the responsible thing, right? And then all of a sudden, I'm like, I don't feel great about this. I feel like I can't do life and I can, you know, continue to do the things that make me happy. And then shortly after that, we had a big risk, great recession and Michigan got hit really, really hard, especially the Detroit Metro area, and my home value for this smart investment that I made. My bed the home value was valued around $100,000 and the mortgage that I had was still $180,000 so I was under Water on this smart investment that I made. And I just I really hated the process that I made the decision that I made with my first home purchase. And that was probably one of the biggest mistakes that I made. But I learned so much from it, that it helped me do my second homeownership purchase. A completely flipped opposite way, you know, I made almost, I think was 45% downpayment. And we paid off the home in less than five years, because I never wanted to feel like that. Again, I never wanted to feel like my home owned me, as opposed to, you know, me owning the home. So I learned a lot from that mistake.

Stephanie Anne-Lyse

Did the value of the house ever go back to what it was when you purchased it?

Andy Hill

You know, eventually it went up to about so I bought it for $200,000 and went up to by the time we sold it $225,000. But I guarantee you that I spent a lot more than $25,000 over the 10 years that I owned that home. So I bet you it was a complete wash, you know, and the end of things. But I learned a lot from the process. I'll say,

Stephanie Anne-Lyse

I'm glad you brought that one out. There's that point because you know, homeownership, though it can be a great thing. We have to kind of get into it by not just looking at you know the downpayment and how much your monthly payments are going to be, but how much it's going to take to actually maintain the home and whether you can really afford to do it. So I'm glad Yeah.

Andy Hill

It's a great point, I mean that the mortgage is just one thing, you know, you've got your bills, you've got what it's going to take to, you know, furnish the home, you know, even one of the blinds, so we got blinds in this house. And it was like, Oh, my God blinds is like a small loan for the blinds. It's just little things you never think about. And then by the time you go into the process, you're like, wow, we spent a lot more than just the mortgage. So when you do that calculation of like, can I afford this home? You got to think about a lot of other things as opposed to just a mortgage.

Stephanie Anne-Lyse

So Andy, I like to end the interview with a round of rapid fire questions. How does that sound

Andy Hill

fun

Stephanie Anne-Lyse

Tell me about a book that changed your perspective on life.

Andy Hill

Change my perspective on life, I would say it would probably be the slight edge by Jeff Olson. So this is a book that, yeah, it's a little bit of financial, but it's a lot more life as well. So that the point of the book is the importance of looking at your goals, and then taking small incremental steps to get there. And then celebrating each of those small incremental steps. Because the journey can be just as exciting as the goal. And that that book helped me to feel really good about the big goals that I had in my life and the big goals that I'd set up for myself, because when you see all these really exciting stories about people becoming millionaires or doing cool things, you're like,

oh, man, you could kind of get down on yourself, you're like, well, that'll never happen for me. But if you set them up in small, incremental steps and say, here's how I can get there over time, then you can get a bit more excited about it. And those dreams eventually become reality. So that's why I really liked that book from Jeff Olson, the slight edge.

Stephanie Anne-Lyse

Great point. One thing about money you wish you could tell your younger self.

Andy Hill

One thing about money, I wish I could tell my younger self, be patient, I would say Be patient, because you won't be able to get everything you want right away, but it'll eventually get there. And again, to repeat my point last time that the journey is very, very fun and enjoy it. Because once you get to that goal line, it's cool. But it's not the glorious rainbow that you might think it is enjoy. Today enjoy the journey because life is for living and we don't know what tomorrow will bring.

Stephanie Anne-Lyse

Tell me about the best investment in yourself you've made so far.

Andy Hill

I would say I would say it would be starting the podcast. Honestly, I have grown my perspective and grown my ability to learn and connect with people more than any other time in my life. I setting up the podcast and reaching out to people that inspire me, that motivate me that that stretch my limiting beliefs has been the best way for me to grow personally.

Stephanie Anne-Lyse

Filling the blanks in three words or less money to me is

Andy Hill

A pathway to freedom.

Stephanie Anne-Lyse

Andy, what do you want your legacy to be?

Andy Hill

I would love to leave a legacy of knowledge and inspiration for my kids and help them to create a life that they are proud of where they really help people and help them to create the same sort of legacy for their families.

Stephanie Anne-Lyse

Awesome. Well, Andy, thank you so much for your time today. Thank you for sharing your story and your experience and all the great tips that you share with our listeners. What's next for you?

Andy Hill

Well, I am continuing to put together this fun podcast on a weekly basis. On Mondays, I answer questions from our community or interview experts or just share information about how we've done what we've done on the podcast called marriage, kids and money. And then lately, every Friday, my wife's been joining me on the same podcast marriage kids money with for a segment we call bread and wine. And that has been a lot of fun. It's a candid conversation between a husband and wife about money who don't always agree on money. And yeah, you can find that at marriage, kids and money on your favorite podcast player.

Andy Hill

Right.

Stephanie Anne-Lyse

Well, thank you so much, Andy,

Andy Hill

thank you so much. I appreciate being here.