

EPISODE 614

[INTRODUCTION]

[0:00:33.0]

FT: This episode originally aired on March 11th, 2016.

[ASK FARNOOSH]

[0:00:37.7]

FT: Hey everyone, welcome back to So Money. Happy Friday, it is March 11th and as this is playing and you're hearing it, I'm in Austin. I left Brooklyn on Friday to head down to Austin for the 30th. Did you know there were 30 of these South by Southwest conference in Austin? I just thought it was something that happened like five years ago because that's when I caught wind of it but it's been around for 30 years.

Obviously, it has grown over the years and I'm very honored to be there. I don't know what I'm in for but I've been asked to come in and moderate the panel for CNBC and the panel is all about entrepreneurship and why suddenly, everybody is interested in entrepreneurship and becoming a leader and starting your own business and being your own boss.

Entrepreneurship isn't around forever but I don't know, something is in the air right? Ever since the recession, I guess people realize that the only way to master their own destiny was to try to take a little bit more control, regain control of their income and maybe that means starting a business or having a side gig, so I am excited to explore this with the panel and you'll love this. One of the panelist is Mr. Wonderful himself, Kevin O'Leary from Shark Tank. I am going to be such a fan girl at this conference and a few others from CNBC's shows and of course me. I'm very excited to announce that in just a little over a week and a half, a week, we've got our new show airing, it's called Follow the Leader on CNBC.

Another entrepreneur focused show, no coincidence there, that takes a deep dive, a behind the scenes into the lives and the work lives of leading entrepreneurs everyone from John Paul DeJoria who owns Paul Mitchell and Patron to Lyor Cohen who started Def Jam all the way to Tracy Anderson, who's a celebrity fitness trainer who trains Madonna.

So I had the crazy opportunity to follow these people and just be like a lost puppy with lots of good questions along the way. So stay tuned for all of that and hopefully, I'll meet some cool people at South by Southwest. I'm definitely with someone cool right now, you've heard her before, she's been on the show, she's a regular on So Money and we like to keep it that way, Brittney, welcome back. Brittney Castro everyone.

[0:03:01.3]

BC: Thanks Farnoosh, I'm so happy to be here. Honestly, it's such a highlight in my days to talk to you and be on your podcast.

[0:03:07.5]

FT: Thank you.

[0:03:09.9]

BC: What a cool show you have coming out.

[0:03:12.2]

FT: You've been very patient with me Brittney, just to give you a little behind the scenes here. We were supposed to talk a half hour ago but I had a cable guy visit and those things are like, "Okay, we'll be there between nine and two" and of course, they called and said they were on their way as Brittney and I were about to speak. So she was very generous with her time and waited patiently so thank for that Brittney. I appreciate it.

[0:03:34.5]

BC: Oh, of course. Of course. I know how it goes.

[0:03:37.0]

FT: So how are you doing? I've been telling everybody about the fact that you took the entire month of December off, came back in 2016, business is booming, which I think is such a great lesson for everyone that you can take time off people and you can still reclaim your energy and maybe even have more success soon after. So how's it been so far? How's the momentum going?

[0:04:01.5]

BC: Momentum's great. I mean we're in a new month but last month was incredibly busy and successful for my business, which has been good and it is possible and Farnoosh, one of the things that I always talk about especially with the clients that I work with and in my financially wise women messaging in general is that really figure out what kind of life you want and then use your money to support that.

I just think that because I am super clear about it, I took that month off, I came back, business picked up right away and it's been growing, which is great but I'm still very clear about how I work. I obviously work hard and we all do but I also like every year try to work smarter. I'm just one of those people that enjoy my life outside of work tremendously and I don't ever want to be just this entrepreneur and business owner who's working 24/7, making a lot of money and very successful but forgetting everything else that's important to me.

So it's been great to see that it does work this way. February was extremely busy and successful but I didn't lose myself in it either. I still had a very active social life and personal life even though my business was taking off. I think that's incredibly important because like I said, this is just kind of what I teach and it is possible.

[0:05:41.6]

FT: Well and everyone, if you haven't been listening to the show, Brittney is the founder of Financially Wise Women. I love your model, it's a hybrid where you have one on one with your clients but then the investment portfolio aspect is automated, which is the best of both worlds because people come to me and they're like, "Do I sign on with a full fledged financial adviser who's going to charge me one, 1.5%? Do I go with something like an auto adviser, robo adviser?"

And I'm like, "You know they both have their benefits, pros and cons, but if you're stuck in the middle which a lot of us are, maybe you want the best of both worlds which is someone who can walk you through the hard questions and share in your exploration of your goals. But to be honest, if all you want to do is ride the coast, you know, the market for the next 35 years or so whatever it is, you're better off having an automated platform," which you help also your clients with.

[0:06:37.6]

BC: Exactly and I think it's just me keeping up with the times of where we're at in the economy, the clients that I work with, what they're looking for and the solutions that are coming to the table and in our financial industry and so I really do my best to keep my business flowing in that direction where we're constantly innovating, finding solutions that are right and I'm not afraid to change things up either.

I think a lot of financial professionals stay pretty stagnant in their model and I'm just the entrepreneur minded where I'm like, "Look, I'm going to do this model. It works great for my clients now, but I'm not closed to things that can come in, in the future that might be even better."

And I think that's part of why the company is successful and clients who fit that vibe like it because I'm not the same. And I am the first one to admit like, "Hey, I actually didn't think I was ever going to manage money again," but a solution came to the table that as perfect with what my clients needed and I couldn't deny the fact that it just made sense.

So then what did I do? I changed my model around to offer this new service and it's been great. So it's nice to roll that way. It's not always easy but I always clearly communicate it with our clients and I think those kind of creative entrepreneur minded people in general where they like that. They like that I stay kind of innovative with what I'm offering.

[0:08:09.3]

FT: And nimble, I think that's really important and something that I've learned in following some amazing entrepreneurs over the last three months that you mirror a lot of their talents and their qualities Brittney, maybe I'll be able to follow you next season?

[0:08:21.4]

BC: Yay, thank you. I have to follow you. When are we going to see the story behind you?

[0:08:28.9]

FT: Oh my gosh.

[0:08:30.3]

BC: I don't know how you can interview yourself though for the show but it would be cool.

[0:08:33.1]

FT: I have done that. I have had others interview me for this podcast. If you haven't checked those episodes out, e-mail me and I'll send you the quick links. Speaking of solutions, as your solutions driven, let's talk about helping some of our listeners out with the solutions. So I have a question here from Alexandra.

She's a mom of two, she has two toddlers and each of the toddlers has his and her own 529 plan. One of the plans she says is with Fidelity and the other one is with New York Adviser 529 plan. She asks:

[0:09:09.4]

A: “Should I have both plans with the same plan provider and if so, are there any benefits?” and she says, “I appreciate you and your podcast”.

[0:09:17.2]

FT: Well Alexandra, thank you. I really appreciate you and your question and your listenership, what do you think Brittney? Any negative aspects to having a separate 529 for each kid but more than that, is that they're managed by different institutions?

[0:09:32.8]

BC: Right, yeah. I mean it really comes down to looking at the cost of each 529 plan. For example, she can easily compare Fidelity to the New York Adviser 529 plan and see which one offers maybe lower cost mutual funds and fees and make your decision based off of that. Another thing to look at, I'm not sure where she lives I'm assuming in New York because she has a New York Adviser 529 plan.

[0:10:04.3]

FT: She doesn't have to live in New York, but yeah maybe.

[0:10:07.1]

BC: Yeah, for example though account owners who are New York state tax payers can actually deduct some of the contributions into their 529 plan so that might be a good reason to keep that one that she have, that's specifically New York. So those are things to look at because every state is different but other than that, I would say depending on what she finds out and if nothing is better or worst then you might just keep them both under one roof to make it easier for you.

[0:10:39.0]

FT: Is it possible that with Fidelity, that she actually has a New York plan but it's branded as Fidelity? That's where I got confused.

[0:10:47.4]

BC: Yeah, well it really depends on what she has because each 529 plan is a little bit different. There is a California specific Fidelity one called ScholarShare 529. She kind of was a little broad with what she wrote and I'm not sure if that is, New York specific, but those are some details to look at and then she could figure out from there if there is any benefit of keeping one plan at this company versus the other.

[0:11:19.4]

FT: Are there cost to rolling over one 529, and can you do that?

[0:11:25.0]

BC: You can do the rollovers from 529 if it's sustained beneficiary. There usually isn't costs except for closing the account. Sometimes there is a cost of closing the account on whatever firm you're leaving and you would be possibly selling out of the mutual funds that you're invested in, which would mean if you'd sell out and have that money rolled over and reinvested of course into whatever new plan, you just have to be aware of that. Are you selling at a loss or are you selling at a gain, there is no taxes for that part of it but you maybe you don't want to sell when the market is down.

[0:12:05.4]

FT: Right, right. Alexandra all good reasons to speak with a financial adviser on this one.

[0:12:10.0]

BC: Yeah, so many details always.

[0:12:11.1]

FT: So many details and we only know so much about your situation but I think it does seem like you have a few things to figure out first before knowing with certainty what is the best plan of action. One being obviously to figure out what are the fees associated with both plans and do try to do an apples to apples comparison there.

Then beyond that, performance is important. Historical performance might matter here and I know that with the New York plans, they have a pretty strong historical record and if you live in New York and your Fidelity plan is not necessarily a New York plan, you might want to consider rolling over just for the plain opportunity to get that tax benefit as a New York resident because that could end up saving you a lot of money in the long run even if there are some rollover cost. So good luck and let us know how things pan out.

Okay, we're going to move on here to Dennis and he says:

[0:13:05.8]

D: "I have a TSP retirement account which is a federal employee plan that I use as my rollover account since it is low cost. I recently left a job that has a high cost retirement plan, so high fees. I plan to rollover the funds soon after leaving but the recent downturn in the market has presented a question to me, which is, do I keep the funds in the high cost account to ride out the down turn or do I lock in my losses with the high cost plan to rollover into my TSP account and get all of my retirement money in one location?"

[0:13:43.3]

FT: So I think what he's weighing here is, is it better to wait it out or is it better to make a move now and the benefit there is that you get to benefit sooner from consolidation and having everything under one roof and also from a lower fee plan.

[0:14:01.6]

BC: Right. Oh man, I wish I had the crystal ball to answer this question because really, what it comes down to as the timing of the market and does he think, “Waiting out, how long will that be? Are we losing money on the fees just by waiting to figure out when the time is right?” And I just don’t play that game. I’m like, “I don’t know what the markets are going to do.”

No one knows at any given day or month or year, we all have our predictions and that’s based on whatever we think are facts and trends but the reality is, this is one of those things Dennis, where you might not like the answer but you just decide and once you make the decision, don’t look back. Do you know what I mean?

You’re either going to decide to wait it out for three months or six months until you think the market might rebound and then make the transfer, or you just do it now regardless of what the market’s doing and then go into the plan with the lower cost and just feel good about that. So unfortunately, this is that art part of financial planning where there’s no specific science answer but it really comes down to what you feel most comfortable with and like I said, I don’t play the timing of the market game.

[0:15:19.7]

FT: Yeah, so maybe Dennis, I mean if you agree with Brittney and you’re also of the same school of thought that there’s no point in trying to predict the market moves. Maybe it’s that you do the rollover and you have the money in your TSP’s since that’s where you’re going to have the most savings and I like the idea of consolidation. So for what it’s worth, I think that might be something worth some more exploration.

All right, this is a question from Nicole and it’s a little detailed so I’m going to try to go walk us through this a little slowly and also for listeners because I know that sometimes these questions throw out a lot of numbers and so my advice to others who want to write in questions, not that I don’t want to hear from you, but please try to keep it as short as possible without obviously — give us some details but we don’t need all the cash you have in your bank account to the penny.

You can round it up just because then it becomes a little tough to remember what the question is even all about by the time you're done but we're going to get through this one. We're going to help you Nicole. She says:

[0:16:31.4]

N: "So Money has got me taking so much action in this area of my life".

[0:16:36.9]

FT: Great, I'm so happy Nicole, thank you for listening. She says she's 36, I am too, married with a two year old. Hey, my son's almost two so okay, I'm really feeling this question because I'm pretty much where you're at. She says:

[0:16:51.6]

N: "I have a TIAA cref account, it's a 403(b) with \$1,200."

[0:16:58.6]

FT: And she has a Fidelity 401(k) with a little over \$10,000. So TIA cref 403(b), so 403(b) with \$1,200 bucks and then a Fidelity 401(k) with around 10,000, \$11,000. She says:

[0:17:11.7]

N: "My husband has a Roth IRA with E-Trade for \$1,000, worth a thousand. Unfortunately, this was not a priority when we were in our 20's and early 30's. We work for ourselves and have been saving cash for emergency funds and paying down debt. I'm clear I need to use a robo adviser and I'm going to probably move my money over to one, but my questions are, one, should I rollover both of my retirement accounts and two, what do you advise married couples regarding investments accounts, joint or separate?"

[0:17:43.9]

FT: So the first question, “Should I rollover both of my retirement accounts?” I would say, “Sure.” You’re so early on in the retirement savings stage, you don’t have that much money right now in the grand scheme of what I hope you’ll ultimately accumulate. So maybe making the rollover now, consolidating now even if it means losing a couple of dollars over because of the rollover, maybe that’s worth in the long run. What do you think about that Brittney?

[0:18:12.2]

BC: I definitely agree. I think keep it easy, you know? Keep it easy, consolidated, get them both under one roof into a clear portfolio strategy that’s in alignment with your retirement and then that would be great and then you can think about adding even more money depending on what you roll it into in the future.

[0:18:34.3]

FT: I agree.

[0:18:34.8]

BC: Because she said she was self-employed. She could just open up a traditional IRA, roll those two accounts into it and then she can still continue to put in new money into the traditional IRA moving forward.

[0:18:46.8]

FT: Yeah and then you’re going to just see it accumulate and you’ll get excited by the physical growth and I think all in one place, you’ll be more excited to keep contributing and then her second questions is, “We’re married so should we have one retirement account, joint or separate?” And I like the idea of separate because that’s my personality. What do you think, is there any benefit of keeping it joint or separate?

[0:19:17.0]

BC: No and so my personality is to do it joint, but that's just me. So I think if you're married and you have an investment account that's for a specific goal that you both are working towards together, that's also what you want to define, "What is this money for?" Because if it's like extra money that you both are saving for retirement then I would say, a joint makes sense.

But for example, she wants some money for the short term and then her husband wants the money for long term, then they might keep it separate and have separate investment strategies within the actual accounts. So I think it's more or less of what is this money for and then from there, you could figure out what makes most sense for them, single or joint.

[0:20:05.9]

FT: Yeah and just to clarify, I'm not an ice queen who does not want to co-mingle accounts with her husband. I actually do have a joint retirement account with Tim but it's just that before we got married, we had our separate retirement accounts that we just maintain separate because he has a 401(k) at work, I had a SEP IRA, co-mingling them wasn't going to happen. But we do have a joint account as well that we started after we got married.

So I just like the three buckets, yours, mine and ours and it was really more for the ease of it and the logistics. I don't think we could, even if we wanted to, I couldn't take my SEP IRA or take his 401(k). It's private loans and federal loans that you can't merge them. So I think that if you have a history with money or before you were married there was the before you were married and after you were married, maybe you can keep things per status quo.

The way that they work before the marriage like if you had your own IRA or a Roth IRA and then once you're married, maybe you start a joint account that starts day one after you get married but that's again just more about how you want things to be arranged. There's really no loss or win financially based on how you device it. It's just how your comfort level is. Oki-doke, thanks Nicole for your question.

Bianca is next. She says:

[0:21:37.0]

B: “Farnoosh love the show. I’m 37, single, with no kids. I save at a high rate but I feel like I’ve stalled a bit and I’m not sure what to do next. Like last year, I will max out my 401(k) and I have a 9.6% company match.”

[0:21:51.5]

FT: That’s pretty high, it’s awesome.

[0:21:53.7]

B: “And a profit sharing account all totalling to a \$130,000. I invest in my company’s ESPP plan with a 10% discount.”

[0:22:06.0]

FT: ESPP, that’s profit sharing?

[0:22:08.6]

BC: Yes, employee stock pension.

[0:22:10.1]

FT: Employee stock, yeah. She says:

[0:22:12.4]

B: “I’m new to an HSA, a health savings account, but well fully funded and be able to invest once it hits \$2,100. My condo and car are paid off, I have no debt.”

[0:22:24.0]

FT: Wow, she's got a lot going on.

[0:22:25.2]

B: "In November I open a Vanguard account and I have bought a few stocks as well. My savings account offers a 4%..."

[0:22:32.1]

FT: Wait, 4% annual percentile?

[0:22:33.8]

BC: Where is she saving?

[0:22:35.3]

FT: Up to \$50,000? Where are you saving? You buried the lead Bianca. Like please, I beg you right back and tell me where is this savings account? Because I want in, thank you! She says:

[0:22:49.1]

B: "All of this being said, I find myself asking what would Farnoosh do next?"

[0:22:53.5]

FT: Oh my gosh.

[0:22:54.1]

BC: Wow.

[0:22:55.8]

B: “Thanks in advance, Xo, B.”

[0:22:58.5]

FT: Bianca, oh my gosh, I don't think there's anything left to do except to keep the wheels turning.

[0:23:04.7]

BC: Wow, she sounds very financially wise for sure. Great work Bianca.

[0:23:09.3]

FT: I mean it sounds like she's got a lot going on in the markets and if you're asking in this question because you have some extra money to play with and invest and be aggressive with, maybe you look at outside investments at this point. I feel like you got a lot of your foundation here as far as retirement and you have no debt, you've got good savings, you've got even a brokerage account at this point.

So perhaps if you are more curious about growing your money more aggressively and assuming the risk, maybe you'll look at alternative investments. I'm not going to tell you what's better or not but you could look at rental properties, you could look at art, you could look at — what else? What else can we do? Wine.

[0:23:58.1]

BC: Yeah, wine. Yeah, I was thinking the same thing. At this point unless you really want to be able to retire earlier, then you just might add more money into the investment account to build up your estate even sooner but at this point, yeah outside alternative investments could be a fun thing. It sounds like she's very savvy already so maybe this would just take her financial situation to the next level with the complexity involved with those.

There's passive ways to invest in real estate. She could look at REITs, there's all kinds of alternative investments available to her. I think it's just a matter of finding like the financial professional to maybe break them down and then of course, with any investment just be clear about the tax situation of it.

[0:24:48.2]

FT: Yeah. Well, and you asked this question at a good time. This whole week we've been running episodes of millionaires next door and I think you're one your way Bianca and if that's something that you aspire to and with the hopes that maybe, like Brittney just said, you could retire soon or at least slow down work and instead do other things that you enjoy.

Whether it's travel or starting a business, I think that's another thing you can look forward to given that you've done so well already and if you keep up this momentum, I think you can get there as well. So the bottom line is, you've earned yourself a lot of freedom here and it's not Brittney's or I or my decision here to tell you what to do.

But I think we're both on the same page here that you have a lot of great options ahead and it's really just a matter of now doing what feels right to you and thanks for your question. I'm glad the show is helping you out and 37, single, no kids, wow. Ah, a girl can dream.

[0:25:48.2]

BC: And you've got to tell us where that savings account is giving 4%, wow.

[0:25:51.6]

FT: I know really.

[0:25:52.4]

BC: A hidden gem. I'm a little concerned.

[0:25:53.6]

FT: Farnoosh@somoneypodcast.com e-mail me and I will sing that from the rooftops, that's amazing. What's the catch?

[0:26:01.3]

BC: I know, that's why I wanted to see it.

[0:26:04.8]

FT: I hope you read the fine print there. Yeah, "We only need your first born child once you accumulated 4%." Okay, last question here and then we are peace out. Okay Jocelyn says:

[0:26:16.6]

J: "Hey Farnoosh, I'm a new listener but already a huge fan of your show. I'm 26, newly married, I'm a non-profit professional. Since I was 22, I've been funding a retirement and working with a financial adviser."

[0:26:28.9]

FT: Wow, awesome.

[0:26:30.3]

J: "I'm trying to stay faithful during this down turn."

[0:26:36.2]

FT: I wasn't sure where that was going, I was like stay faithful... in your marriage?

[0:26:42.1]

BC: Now you can't — okay.

[0:26:42.8]

FT: That wasn't funny.

[0:26:43.3]

J: "I'm trying to stay faithful during this down turn but feel myself losing steam. Currently my spouse and I are both funding 401(k) at 12%."

[0:26:52.0]

FT: All right.

[0:26:52.8]

J: "And investing 7% of our income at a Fidelity growth fund that's doing the opposite of growing. Our household income is about \$100,000 before taxes and we're looking to boost our savings for retirement since we already own a home and we have no debt but market is scary right now.

We're also saving about 15% of our income for travel and home updates in money market savings accounts. What do you recommend to a young couple wanting to expand or update their strategy at a time like this?"

[0:27:23.5]

FT: Well, I'm just going to say one thing quickly and I'll let you take it from here Brittney but I just feel like you're 26, you shouldn't even be worried about what's happening in the market.

[0:27:32.4]

BC: No, not at all. This is a perfect time to buy more if they have more money to put in. I mean you always have to think, when the markets are down and your goal is long term which in this case it is for retirement. Technically speaking, you are buying things when it's one sale. So if you can double down during this time period, that's optimal.

That's the Warren Buffett strategy, be fearful when the others are greedy and greedy when others are fearful. So if they have more, I mean it sounds like they're saving a lot already like 15, 12 and 7, that's 35% of their income. That's impressive, but if you still have more, by all means go for it.

[0:28:15.0]

FT: Yeah and I'd be curious to see if they rebalance their portfolio. The only thing you might want to do if you haven't already and sometimes your plans will do this automatically is to rebalance your portfolio. Auto rebalance it maybe just to see if you have lost a lot in the stock department that maybe, like Brittney said, you need to increase your allocation there which may sound counter intuitive because the market is so unpredictable and crazy but you're buying at global be historically probably a very low price.

You want to increase your position in stocks while you can, while you can afford it. It may require some grabbing onto your stomach a little bit and maybe closing your eyes but when you awaken to the fact that a year later, two years later the market is in a better place, hopefully, you'll be glad you did.

So I wouldn't say change course but see where your portfolio is breaking down if you're low on stocks right because of the selloffs recently, then maybe it's a sign that you want to get back to "normal" whatever normal is for you, maybe it's 80% stocks, 20% other and just make sure that you're still hitting that target.

Because that's really important for you at this age especially you want to take advantage of your youth, compound interest, really works when you start young and that's the only thing that I

would say as far as re-examining your strategy. Would you have anything to add to that Brittney?

[0:29:44.8]

BC: Yeah, I think that's good because you could hear that they just have a Fidelity growth fund which leads me to believe that maybe they're not diversified if all of their money is in the growth fund or maybe they are? But what you're saying is spot on. Make sure you have diversification within the portfolio. You definitely want to have more than just one fund, one sector and that will help even out the ride and not take on additional risk that you might not need to, to get the same type of return long term.

[0:30:20.0]

FT: Right.

[0:30:20.8]

BC: So definitely look at how you're allocated now and then if you want to put in more money, you know great. Once you know that allocation is in alignment with the goal but yeah, exciting and if you want to just expand too, I don't know what your thoughts are about owning a home. I didn't really see that but maybe you take additional money and start saving it for a down payment.

[0:30:46.0]

FT: Yeah, if that's what you want to do.

[0:30:46.8]

BC: Oh, they already own a home but maybe they want to buy a second rental property. This is one of those things where like Bianca, they're doing such great things now that they have more

freedom to figure out, “What do we do next? Start a business, invest more, buy another home?” It’s kind of an exciting time.

[0:31:06.0]

FT: It is and Jocelyn, thank you for sharing your age and letting us know how young you were when you started funding a retirement account because that is such evidence of why we keep telling everyone to start young and you are already experiencing the fruits of your labor and I know it’s been a hard market period most recently but I mean that’s the part for the course and you’re doing great.

You are such an inspiration so thank you so much for your question and sorry for my terrible joke earlier. I hope you and your husband have a very, very fruitful marriage, successful marriage and that your money will continue to grow and thanks everyone, Jocelyn, Bianca, Nicole, Dennis, Alexandra.

I really appreciate you guys sharing your deepest money questions with me and hopefully encourages others to follow suite. Brittney, thank you so much for joining us again. I love having you on. Tell us where we can just get more of you.

[0:32:06.1]

BC: Thanks Farnoosh, I love being here. Financiallywisewoman.com, come on over and then you could follow me on Twitter @brittneycastro, check out all the latest that I’m up to but if you haven’t already, come over to Financially Wise Women and sign up for my free financially wise tool kit because it’s jam packed with more tips very similar to what we go over, but based on what life stage you’re in and just different activities you can do to really be clear about what you want for yourself financially and then how to leverage your money moving forward to reach those goals. So it is a cool kit, if you ask me and I also do some weekly videos. So you will get those as well.

[0:32:44.6]

FT: You also are quite a rapper.

[0:32:48.7]

BC: Yes, oh I'm so glad you said that.

[0:32:51.3]

FT: Will you do a rap for me?

[0:32:53.6]

BC: I can rap for sure, okay, do you want a women focused rap or just a general focused rap?

[0:33:00.0]

FT: Let's do general.

[0:33:00.8]

BC: Okay, general because yeah.

[0:33:02.2]

FT: Take it away.

[0:33:03.3]

BC: Your crew. "You want money? You got to work. There's no hand up honey and that's for sure, what to shop that mall, want to drive that car, be chilling up in a mansion like a baller, you got to work."

[0:33:17.4]

FT: Whoa. Woo-hoo, that was amazing. So when is this album going to drop?

[0:33:22.2]

BC: It goes on and on but I'll save your audience from pure embarrassment.

[0:33:25.7]

FT: Wait a minute, this is awesome. Where can I hear more?

[0:33:27.8]

BC: Hey, we've been working on an album for a while but I have rap songs for days...

[0:33:31.3]

FT: I love it.

[0:33:32.8]

BC: ...based on the topic.

[0:33:35.3]

FT: Do you know that I spent a couple of days with Young Thug? Do you know who Young Thug is?

[0:33:37.8]

BC: Oh my God, yes.

[0:33:40.5]

FT: Yeah, he is a Kanye Wests' protégé, I think I can say that. They're buds and they collaborate a lot and I got the chance to follow his record executive, Lyor Cohen on CNBC which you will see I guess in a few weeks and it's episode two and so through that experience, I got to meet a few cool artist including Young Thug.

[0:34:04.7]

BC: Oh my gosh.

[0:34:05.6]

FT: That was my world for 72 hours straight meeting the world of hip-hop, so cool but Brittney you have a real talent there and so let us know when the album drops.

[0:34:17.1]

BC: Yeah, I might need to get connected to him, so I'll reach out when the time is right, you know?

[0:34:22.4]

FT: I think I know people who know people who could help you.

[0:34:25.4]

BC: Okay great, yeah. I'm sure I'll do really well in the rappers world.

[0:34:31.1]

FT: Hey, keep that chin up.

[0:34:32.9]

BC: Yeah, you'll never know. All right, thanks Farnoosh.

[0:34:34.4]

FT: Thanks Brittney, have a great weekend.

[END]