CARROLL:
I'm the first millionaire in my family tree. And I like to say that, you know, my family tree ran along until it ran into me, right? And I was the one that decided to change that path and change our history and change our story. And I'm writing that next chapter. If you're listening to this, you can do the same thing. You're not a tree.

You can move. You don't ever have to be the same after today. You can take this podcast, let it motivate you, change your mindset, and let you have the biggest year that you've ever had.

CORWYN:
Good morning. Great morning, guys. Welcome to another fabulous episode of Exit Strategies Radio Show. Hey, I am your host, Corwyn J. Melette, broker and owner of Exit Realty Low Country Group, and beautiful North Charleston, South Carolina. Hey, if this is your first time listening to this show, you saw a man, man for a treat because our mission is very simple. That is to empower our community through financial literacy and real estate education, guys.

We are legacy building. That's what we do here, all right? So, guys, got to give a shout out to those who listen to us faithfully. That tune into the LeCues family up in North Charleston. Pastor Vanderbilt Evan's wonderful bride, Ms. Sandra Evans.

I always got to put that senior on that guy name because that dude will jack me up if I don't get it right. My mom out there in Monck's Corner, y'all. Y'all folks back all the way to Hollywood. And my folks in Marion and Mullins, Troy family, my cousins. Look, we love you, and I cannot say that and stress that enough.

So, guys, I'm super excited about today's show because we're always working to bring you some amazing guests that have these impactful and powerful stories and are, most importantly, willing to pour into you. So, a lot of people today are working hard, earning income, and trying to build wealth. That's like the wheel that we're on, but they still feel financially overwhelmed, uncertain, or otherwise some feel stuck. So, how do you build long-term stability without burning yourself out or making emotional financial decisions? So, today, our guest is going to help us to solve that. Look here, I happen to call him DJ, but a lot of people call him coach.

So, we're going to put all that together and we're going to say, **Coach DJ Carroll** is with us today. Now, coach, he's the guy. I'm going to tell you why. He's a real estate investor. He's a serial entrepreneur, a man after a kindred spirit, if you will, after my own heart, because we figure out how to make a business out of everything.

I love it. He has scaled multiple companies across multiple markets, and he's someone who understands how systems, discipline, and decision-making impacts your long-term success. So, I want you guys to give us the drum roll, the slow clap, the slow stroll, whatever it is that you got to welcome him to our show today. Coach DJ, how are you doing, my man?

CARROLL:

Thanks, Corwyn. Hell of an intro, man.

I appreciate you having me on. Excited to be here with your audience and let's hop into it, man. I'm excited. Thank you so much. So, look here.

Tell the folks about you, high level, who you are and what you do. Yeah, man. So, like you said, serial entrepreneur, but my story starts in 2007 when I was staring down the barrel of eight football scholarship offers my senior year of high school, and I had started mowing grass with a Walmart weed eater and a Walmart push mower. And I still remember the night I was sitting at the dinner table with my mom and my dad. My mom looks at me and she's like, so what are you going to do? And I said, you know, I think I want to be an entrepreneur.

And my dad's twirling his spaghetti with his fork, and I'll never forget the sound of that fork hitting the plate. And, you know, it kind of backfired on him because I was raised to believe that whatever you believe in, you can achieve, right? And so I believed in myself even when nobody else did. And to the dismay of my parents and my chemistry teacher and my guidance counselor at the time who said, you know, so what, you're just going to mow grass for the rest of your life? You know, I said, no, I'm going to be a businessman. I'm going to grow a business. And I did exactly that, man.

I took that little $300 startup and grew it to over $3 million in revenue and sold it. We transitioned into power washing and window cleaning. That company's called EasyPro. I still own it today. Operates throughout the Midwest and Southeast.

I've bought and rolled up seven other power washing companies over the last 15 years, give or take. And yeah, man, that's my blue collar background, as I like to tell people, so I can resonate with the blue collar folks. But I'm also a real estate investor. I've got 72 rental units that are Section 8 housing. And I love the financial literacy part.

That's a big initiative of ours. I believe in hand-ups, not handouts. And so I actually built an online financial literacy program that we give to all of our tenants. We make it available so that we say Section 8 is a place that you should be, not for an eternity, right? And so we want to make sure that they can get up and out. And a lot of people, you know, they've got a grandma that probably has a house that grandpa paid for.

It's been in a family for 30 or 40 years. And now like grandma's aging out and they're like, well, what do we do with it? I'm like, there's your first rental, right? And that's how you start creating generational wealth. But most recently, man, I'm a published author. I just dropped the Hunter head game in October. And then right here on my shoulder, the Alley logo, that's an AI platform that I built inside of my media company, Carol Media, that has automated quite a bit for us.

And there's this little thing called AI that's become quite the talking point lately. But excited to unpack a lot or a little of that, man. And we can go whichever way you want to take it.

CORWYN:
Look here, I greatly appreciate that. So DJ, look, I want to start with the real problem that people face.

So you being an entrepreneur, you understand business operation. I know you probably have. I mean, unfortunately, you know, you don't get through necessarily this kind of stuff unscathed. You got some scuff marks. I'm pretty sure that you probably got some war wounds and bruises.

You know, remember your child, you beat your knee up or something, you scratch your knee or cut your knee and you've got a wound forever. It ain't as big, but it's still there. But short version is, man, what financial or operational mistakes you believe quietly within people's entrepreneur endeavors create instability over time?

CARROLL:
Instability over time is just, I think, not growing. I think that's like the worst thing you could do. I tell my team all the time, the most dangerous thing in business is an unknown unknown, right? You don't know what you don't know.

And like, that's the scariest thing. And that's how I ended up losing one of my businesses when I was in my late 20s. I was 26 years old. I bought a fitness center. I grew it 300% in 18 months and then lost it all because a real estate agent took advantage of me and I didn't have an attorney to review paperwork at the time.

And so I like to say, you know, my goal to prove that teaching lady wrong was to be a millionaire by 30. I got there by 26 and I lost it by 27. And so for me, man, having a really good attorney, having a really good CPA that can be an advisor to you as an entrepreneur, those are really important people to have in your corner. And then just never stop learning and never stop growing, dude. This entrepreneurship is a journey.

It's not a destination. I truly believe that.

CORWYN:
I like, man, what's something I just heard and what you said. Matter of fact, I'll come back to that. But what habits you believe separate those stable wealth builders from people that are constantly feeling or under the pressure? You know, you look at some people.

Matter of fact, you know, you're in your car, you look at one guy, he over in his Corvette, you over in your Camaro and that guy seems to be just kind of tooling along, no cares in the world and you over here trying to figure out how you're going to change these gears. You see what I'm saying? So what habits if you don't mind from your point of view, you know, separate those two?

CARROLL:
I personally would be driving around in my Hummer EV, but nonetheless, I get where you're going with this. And it's the hunter mindset, dude. It's what I write about in the book, right? Is

that the old world, it rewarded obedience. Go to school, get the degree, get the job, stay there for 30 years, build out, you know, onto your retirement and like play it safe, right? That no longer is the safest path.

The new world that we are now entering, this world of AI and connected through social media and the internet, it rewards killer instincts. And so we all have it. We all have that killer instinct in us. We just haven't had to use it in about 100 years because technology has made it easy, right? Cheeseburgers are at the push of a button and somebody in Uber, Lyft or whatever will show up. I just got back from, I live in Kentucky.

I just got back from Austin, Texas and like, dude, they have little robots driving around on the sidewalk, delivering food there, right? Like it's, and so we've gotten soft, you know, that's just part of it. And a lot of people don't like that. That's a little bit of a hot take. But I just, I see it, man. It's entitlement, right? The world owes you absolutely nothing.

Jim Rohn, I used to love one of his sayings. It says, the world gives you what you deserve, right? And so then show me the receipts of what you deserve based on the person you've become, the books you've read, the mentors you've studied under and the work that you've actually freaking done, man. A lot of people think that they can just sit around and $2 million is going to fall out of the sky. It don't work like that, man. I like to say this, God made the worms, but they didn't put them in the nest.

You still got to get out of the nest and go do the hunt.

CORWYN:
Mm-hmm. You know, that's powerful, man. Something that you just said in there. So we air two gospel stations, one urban, one more rural, and we air on those platforms on, you know, shout out to our folks at 94 and Mullins and 106 here in Charleston area.

But as when we do that, one of the things that we talk about is let my work speak for me. That's something that you hear in the church all the time, let my work speak for me. So like you just said, show the receipts, that's your work speaking for you. You don't necessarily just don't get it. You got to go get it.

That's how that frames. So emotional decisions along this vein before we get to our next segment, but how do emotional decisions hurt those long-term ownership goals that people may have?

CARROLL:
Yeah, I go back to the story when I lost my fitness center when I was 27 years old. You know, that night, man, when I had to turn the keys back over and we fire sold the equipment and like I still had like $6,000 worth of debt that I was setting on from the deal that I never defaulted on. That's something of great pride that I had taken myself that I've never defaulted on any loans or any debts to anyone or any banks. I paid that off over the next couple of years.

But, you know, I was in the fetal position, man, you know, whimpering, licking my wounds a little bit. I talk about this in the book, but my girlfriend at the time, my wife now, Victoria, she said, you know, what are you going to do? You can't just like lay here. Like this doesn't make anything better. And so, you know, that night, man, after losing all of what I thought was like, you know, man, what got me there, right? I was a millionaire, and I think it was God checking my ego a little bit too. But, you know, I got up, I dusted myself off, and I went and grabbed the pressure washer and I went and pressure washed all night, man, and like got back in the game.

I like to say that, Corwyn, that night I dropped the E off of emotion and I've been moving ever since, man. And I think that's super important for people is like, if you got anxiety, if you're stressed and you're worried, you just ain't moving enough. Because if you're moving and grooving and taking action, you ain't got time to stress and worry, right? And so like put in the effort, put in the energy, put in the activity, because ultimately nothing happens. It's the law of physics, right? There's an equal and opposite reaction to every motion. And so like if you put yourself in motion, you keep grooving, man.

I always say reward the activity, not the outcome. You can't control what's going to happen. All you can control is your inputs onto the problem or into the equation.

AD:
And speaking of staying in motion, one of the most important steps in building a legacy is creating a solid foundation for your family. And for many families, that starts with having a place to call home. That's where Country Boy Homes comes in. You served your country with pride. Now it's time someone serves you. At Country Boy Homes, we believe every veteran deserves a safe, beautiful and affordable place to call home. We proudly offer VA loan friendly, manufacturing modular homes built with integrity, quality, and your family in mind. Whether you're retiring to the peace of the low country or starting fresh with your family, we're here to build the future you've earned. Give us a call today, **843-574-8979**. Country Boy Homes, built to honor, built to last.

CORWYN:
Man, that's huge, man. Oh, I love that.

Take that E off and just stay in motion. I love it. I love it. Look here. So let's shift this up a little bit and start talking about systems and discipline and stability.

I mean, you know, as a business owner, you know, it's hard. Whether you're investment property, whether you own a location, whatever it is, maybe you're an entrepreneur, you're looking or spending, you're seeking to be an entrepreneur and grow and develop something. So the chaos that exists, that financial chaos, what systems and what methods have you put into place to help reduce that?

CARROLL:

Yeah, I mean, being broke is hard, right? So choose your partner. You want to be broke and it be hard? Are you like, you want to be trying to cut your own path through the wilderness and it be hard? And so for me, like, what's made it easier is making money, right? If you can make money, then you can throw money at the problems. And it seems that the more money I make, actually, the less problems I have because I can hire people, I can employ people to solve a bunch of problems, right? I don't check my email anymore.

I don't manage my calendar. I don't book my travel. And so like, I'm not worried about if the airplane is going to be there or not because I know Amanda booked the flight for me and Amanda is in charge on my team of letting me know if it's delayed or got changed or what got moved, right? Like, I don't have to worry about where I'm staying because we have a standard operating procedure for booking travel that I want to stay in a room closest to the elevator. I want to be on the lowest floor. I want to be in a king size bed, right? I have all of that detailed down.

And so when she makes my bookings, I know exactly what the hotel room is going to look like when I walk into it, right? But all of that takes time and processes and thought out. And, but here's the beauty of it, man. You only got to do it once. If you do it right, you do it once. I think a lot of people get so focused on building systems and SOPs in their business.

I'm like, hey, man, why don't we start with some systems and SOPs in your life first? Why don't we get the entrepreneur in the right spot before we worry about the business, right? Jim Rohn used to say this, work on yourself more than you work on your business. And I think that is as you grow personally, you will grow professionally. And so for me, man, like some of the things that I've done is like, you know, just hustle. That's my mantra is hustle. It's worth it because if you will hustle and like we've, we've gotten this weird culture where it's like, oh no, like nobody wants to hustle.

Ooh, that's a dirty word. That's terrible. Work is bad. Like just give me the get rich quick scheme where I can go drink Mai Tais on the beach and check my bank account. Listen, you can only do that for like a week or maybe two, maybe two.

Maybe I'll give you three weeks if you just sold your company and had a big exit. But any further past three weeks of drinking on the beach, you're what we now call an alcoholic. And that is not something to brag about or to promote as a means of success. And so for me, man, a good book and I'm no theologian by any stretch, but I think that there in all work, there is profit, right? Which means that the Bible tells us that if you just do the work, there will be the profit and you have to have faith just like in all things in life.

CORWYN:
You know, as a company, local roofing company, their mantra is on the back of all their trucks, goes up on their billboards and all that kind of stuff.

I will do good work for a profit if I can at a loss if I must, but I'll always do good work. And remember that thing sticks out to me, man, because oftentimes we forget about the work component of it. We forget about that piece. We want the easy peasy. We want the playbook.

We want the plays already ran for us. So you want me to tell you how to do it, but you want me to do it and then give you the results because you asked me to tell you how to do it. Man, get out of here with that. So the growth is you actually, I'm going to go back to something else you touched on this about spend more time working on yourself than you do working on your business. So let's frame this this way.

How can individuals, families that may be looking to be in this space together apply that type of discipline to their business and their personal finances?

CARROLL:
I always say, get you a coach, man. And that's not just me like saying, oh, Coach Carroll said get a coach. I'm like, no, no, no. One, I would never hire a coach that didn't have a coach. Let me write that one down.

Number two is you can always get you a coach, right? At the highest level is getting one-on-one coaching, right? That could cost you six figures a year. All right, I'm not to that level yet, Coach Carroll. What else can I do? Cool, man. Then you can find group coaching, which typically will cost less. You'll be with other people.

The beauty of that is if you're a solopreneur, you're just getting started. You now have a community and a tribe. And that's one of the most important things in entrepreneurship because it's lonely, man. You're on an island when you're building your business. You can see it, but nobody else can.

And that's totally OK because God put the dream in your heart, not in everybody else's heart. So you don't have to expect them to see it. If you can't get it there, then buy a book. Wink, wink, nod, nod. I know a good one called The 100 Head Game.

But if you can't read, I totally get that. I'm dyslexic, right? Then go watch a podcast or a YouTube video, right? Because that's why I love making content, man. It's like I get it that not everybody can work one-on-one with me. I also like have a family. I have a beautiful wife.

I have a three-year-old daughter, a one-year-old son. I want to spend time with them. I don't want to spend my time all the time working with entrepreneurs, although I spend a lot of time doing it because I enjoy it. But I make content because just like being on this podcast with you, on this radio show with you, people are going to find this thing two, three, four years from now, right? They might find it 15 years from now when the robots have already taken over, right? Maybe it won't matter then. But like for the time being, you're going to find it.

I'm going to motivate you. I'm going to educate you because like that's my life's mission, man. I want to elevate and educate entrepreneurs because I don't know about you, man. The government's never showed up and saved anybody I know. It's always been entrepreneurs that create the situations, the opportunities.

I love, you know, we're right in the middle of a political cycle right now. And I love when politicians love to tout about job creation. I'm like, dude, I ain't never seen a politician create a job. An entrepreneur is who creates the jobs. And so for me, man, you got to get your tribe.

You've got to get people. You're already doing that now because you're listening to this show. But go out there and find you a coach because you need somebody that's going to be in your corner that wants you to win. Because sometimes, man, our best friend, we might think they want us to win. But I'm going to tell you right now, dude, there's a lot of people just waiting for you to look the other way so they can kick the stool out from underneath of you.

CORWYN:
That's real, man. That's fair too. Man, DJ, look, I love this conversation, man, because one of the things that we always focus on and talk about on this show is the mindset. Because again, you can have the greatest idea or have the quote unquote the biggest dream, if you will. But if your mindset is not conducive, you'll never reach it because you'll derail yourself every time.

So let's shift the conversation to building for legacy. Obviously, that's our mantra. We're legacy building here. That's what we do. What does a long-term picture look like? So when someone's, and this is that mindset combined with that, when someone changes from, shifts from just chasing the growth to protecting their legacy, what does that look like in your mind's eye? Yeah, mindset is huge, Corwyn.

CARROLL:
I mean, it's the reason why the book is called The Hunter Head Game because 80% of entrepreneurship is a head game. Business is actually really easy. It's the head game that you play with yourself, right? That self-doubt that creeps in, the resilience that you're going to need to be able to push through the bad days, the bad situations. I could have very easily given up after I lost my fitness center and then just said, well, I guess this entrepreneur stuff just isn't for me. I'm going to go get a job somewhere, which getting a job is totally okay.

I just have a belief that I think everyone should try entrepreneurship because entrepreneurship is a synonym for freedom. And so like, man, I think you owe it to yourself to at least try that. And so the mindset that comes along with that, I think is the resilient mindset, right? That's that hunter mentality to continue. Every time I go hunting out on my farm deer and deer season, I don't get a white tail every time. One, like fish and wildlife would not be happy if I shot a deer every time I went out there.

But two, it's like, you just don't always seal, right? Like sometimes you're going to come back empty handed. And that's why I think the hunter analogy makes so much sense in the business

world. When you talk about protecting your legacy, I do think there's something important we need to touch on is you need to start with the end in mind. And oftentimes entrepreneurship gets lonely. It gets scary.

It gets tough. And you don't focus enough on what makes you happy, right? Especially in the world of social media, where you see guys flashing fake Lambos that they rented or a penthouse that they rented out for the weekend on Airbnb and they want to look greater then. Here's the thing. Start with what makes you happy, man. Because I don't, Corn, I don't think we give them enough flowers to the entrepreneurs out there that make a couple hundred thousand dollars a year in their pocket, but they never miss a dance recital.

They never miss a little league game. They're involved in their church. They're great stewards in their community, right? And so what they don't live in a mansion and they don't have the Lambo. Dude, I'm 6'1". I don't really fit in the Lambo too well anyway, right? So it's like for me, it ain't that's why I drive the Hummer EV.

But it's like, I think you got to start and run your own race. And ultimately, I love that you're on Christian Stations, man. It's like, listen to God, dude. What's the race he wants you to run? Because there is a mission and a purpose for which you were put here for, right? There's a reason why the world hasn't ended yet. You were born.

I was born. The listeners were born. God's not done with his creation yet. And he believes in you. You have greatness DNA inside of you.

God put it there. And you have a higher calling. If you haven't found it yet, that's totally okay. Get aligned with God, man. I write about that in the very end of the book.

And even my publisher was like, I don't know about this. I'm like, hey, look, then you ain't publishing the book. And they're like, fine, we'll let it go in there. But like, man, the closer I get with God, it's funny how the better the businesses do.

CORWYN:
Man, look here.

If it wasn't for the fact we were sitting here doing this show right now, I'd have had to jump up and run around here. Oh, man. I'm so serious, man. I'm over here fidgeting. Go out and listen to these guys.

Look, if you happen to, I'm over here fidgeting and stuff. Cause that's what this thing is, man. We miss that because we get so caught up in just quote unquote, what we believe society says that we forget what God gave. You know, we forget about his instruction. We forget about all those other things that go into it.

I'm a firm believer, God, that we are all given a life of service, service to others. And this right, you know, somebody said the service is your reasonable rent for your time here on earth. Ooh, I like that. Yeah, man. Service is your reasonable rent.

It's your rent charge. Why are you here on earth? You ain't here for hell, but that's what we've gotten. And I don't want to get too far cause I'm getting chills and all that stuff. But, and I don't want to go too far cause man, look at me and you messing around and being a priest or sermon or something here today. Reality is that's exactly what it is, man.

And for this show, this show is a labor of love for me. It is my give back to our community, how we serve people and encourage people and motivate people and give something bigger. And to be frank about it, none of it comes from me. You are here today to talk to me as well as to our listeners. Cause you just reminded me, you know, stuff that we know, but we sometimes forget.

And I don't want to go too far off into the weeds.

CARROLL:
We need to be reminded more than we need to be taught, man. That's what I figured out. And I typically don't go this far down the weeds cause again, I'm no theologian by any stretch of the imagination, but one of my favorite Bible verses is Joshua 1.9.

This is my command. Be strong and courageous. Do not be afraid or discouraged for the Lord. Your God is with you wherever you go, man. You wear that like the suit of armor that the good book tells you.

You're unstoppable, baby.

CORWYN:
Ah, man, look here. So let me ask this last question. We work on getting towards the end of today's show, man. And look here, I'm over here, man.

I'm itching, I'm twitching. I'm doing everything over here and I'm trying my best not to get up and run up out of here. But mindset and that stability across generations, again, the show, the inheritance for your children, your children's children, so forth and so on. That is a premise of our show. I show exit strategies based on the book of Exodus, how God moved people from one place.

He saw them through the journey to a better place, to a better land. That's why we focus on exit. And the strategy is how do you get there? The stuff you have to go through cause they had to endure that time in the wilderness. They had to endure all of that to get to where they're supposed to go. So the mindset, there was some people that were shaking off in the wilderness.

They ain't making it. So that mindset, my guy, that creates that stability. Let's talk about what is your take on that?

CARROLL:
Yeah, I'm the first millionaire in my family tree. And I like to say that my family tree ran along until it ran into me, right? And I was the one that decided to change that path and change our history and change our story. And I'm writing that next chapter.

If you're listening to this, you can do the same thing, right? You're not a tree, you can move. You don't ever have to be the same after today. You can take this podcast, let it motivate you, change your mindset and let you have the biggest year that you've ever had. We still got time, right? We're recording this in May. We still got a whole next half of the year, man.

What's holding you back other than your excuses and your beliefs that you're not good enough or that you don't deserve it. That's big, right? And I have this saying I say all the time, man, when it comes to legacy, what good is the land if I have no means to keep it? I see it all the time in Kentucky. Old man passes away, has 150 acres. Dude, he's still warm in the grave. The kids and the grandkids got a for sale sign in the yard, right? To me, my exit strategy, dude, I want to build my tech company, sell it for somewhere between 25 and 50 million, put that into a family trust so that it never goes away and then we get a drip out of that, right? And then, you know, Grandpa Coach Carroll here might be able to send checks for the next four, five, six generations.

The checks will get smaller and smaller as the family tree gets bigger from my branch. But it's something that I can do to actually leave a legacy because if you give people money that aren't used to having money, it's why people that win the lottery are broken a couple of years, right? And so for me, my legacy, what I think the best way to do that is to get your exit, whether it means selling real estate, selling a company, whatever. All of my big mentors that have a lot of money, they always had a big exit somewhere along the line. They had a big windfall. Take that windfall, put it into a family trust, invest it well, and then that trust can pay your family for generations to come.

DJ, how can folks get in contact with you? I don't want to- Hashtag Coach Carroll. I'm on all social media platforms. You like the long format stuff, find me on YouTube. You like the short form stuff, I'm on TikTok, Instagram, everywhere you can find me. I mean, you go to coachcarroll.com. That's kind of air traffic control center. It'll get you to everything and all the stuff I've got for you.

CORWYN:
Coach Carroll, man, I appreciate that, man. For our listeners, guys, let's hit this mega legacy moment.

So what does true legacy mean to you, especially when it comes to ownership, stability, and building something that lasts beyond you? Here's my takeaway for today's show. God, this one is heartfelt for real. Those small daily decisions, discipline and long-term thinking often matter

more than chasing fast growth and quick wins. So guys, look, this has been an amazing show. If you miss or catching the tail end of this, you didn't catch the first part, you tuned in on the radio.

Guys, you got to go to our website, listen live, look live on our website. When we go and air live with this on our website and social media pages on Monday, because guys, I'm telling you, this right here was a profound show. It spoke to me in volumes and I promise you, it'll be an even louder voice in your world. Coach Carroll, man, thank you so much for being a part of the Exit Strategies Radio Show family, my guy. Thank you so much for taking time out to be with us here today.

CARROLL:
Appreciate it, man. Thanks so much, guys. If you listened to the end, hey, go leave a comment or review to help him get this show in front of more people so we can help more people out there. I appreciate it as always, man. My mantra, hustle is worth it.

CORWYN:
Oh, I love it. Did it again, y'all. Look here. For my listeners, look, y'all know how I feel. You know what I say.

You know I always put the two of those things together and I give it to you this way because I showed it to you today, which is to tell you that I love you. I love you. I love you. And we're going to see you guys out there in those streets.