



Learning to Invest with Maj Soueidan of GeoInvesting

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I love this podcast because it crushes your dreams and getting rich quick. They actually got me into reading stats for anything you're tuned in to the Investing for Beginners podcast led by Andrew Sather and Dave Ahern with a step-by-step premium investing guide for beginners. Your path to financial freedom starts now.

Dave 00:00

All right, folks, welcome to Investing for Beginners Podcast. Today we have a very special guest returning to us. We haven't talked to him a little while, but it's great to have him back. We have Maj Soueidan, who's the co-founder of [GeoInvesting](#). And he's here to talk to us about beginning investing and some other cool stuff. So Masha, thanks again for joining us today. We really appreciate it. And I'm gonna turn it over to you and Andrew, and we'll go ahead and get started.

Andrew 00:24

Yeah, Maj. Thanks for joining us; again, you have this really cool post on your Twitter that you pin about what to do if you want to be a full-time investor. Some tips. And you know, for people who are watching on YouTube, you also have a pretty cool electric guitar sitting there next to you. We were talking a little bit off air about some of that. So can you kind of talk about maybe how you learned to play guitar and how that's kind of has some unique parallels to how you learned to be a full-time investor?

Maj 00:56

Yeah, thanks, Andrew. David, I'm here today; I love talking about this kind of coloring between the guitar and investing. And it wasn't something I figured out the connection till years later, both of my kind of juries playing guitar and investing. And so when I started playing guitar, I must have been like 12 13 years old or something. And my mom gave me an acoustic guitar, in a mall around with a little bit that wasn't naturally talented music at all, and saying you can make even home right that this is a real challenge. I don't know where to start, right. So we thought, let's give me some lessons.

So she tried to go through a couple of instructors. And that didn't go too well. And they both started out with jazz and reading music, a very complicated situation for me at that time. It just wasn't the way to teach me. So I just gave up on it for a little bit. And he was interested in several years later, I picked up maybe an electric guitar, my friend had one and wanted to be cool, just to have the least be able to play this thing. So I

really want to go back to the whole lesson thing, because in my previous kind of experience with that, so I tried playing by ear and you know, we had cassette tapes, then that was net CDs was but no like advanced technology. So it was really a lot of time to get a few notes for me because, again, I wasn't naturally gifted here. I eventually gave that up a little bit.

You know, Fast forward four years, when I was like 25 26, I started getting into classical music. It's my dad used to be into classical music because when I was young, really young, and hated it, and I just somehow just started liking it. I don't know why. And I start listening to classical guitar. Now just to go via, for example, of course, markets in and really enjoying it more. So I say, let me go. Let me revisit this whole guitar thing and go find a classically trained guitar teacher, you know, so and see how that turns out to work out for me. And I found a guy on a piece miser, he lived in the suburbs of Philadelphia, near me; actually, I knew his brother was a drummer.

And he had a really interesting way of teaching guitar. And he was teaching theory. But he said, you know, he taught it in a way that was easy for me to understand. And he was really laid back about it. And it also discusses the art of playing guitar also came out with him too. It wasn't just about the theory. And so that was really cool. I kept that that for a few years, maybe several years, maybe I would say, you know, seven, eight years. And then I just wanted more than I wanted more of the creativity side of it. And I know, pass the torch really hard to get from beginning to end. And so I know that did you play guitar? Yeah. So I just needed to be; I knew it wasn't for me. I mean, I loved it. And I wish I could be a great classic guitar version. But I got what I took out of it. I learned to read music enough. I learned to understand the instrument a little bit more and become intimate with it and start writing my own music here and there.

So I put that down and moved to Florida. And it must have been I was in Florida for, you know, maybe four or five years. I mean, this is back in 2001. And I said, you know what, let me revisit the guitar; my friend, Grant, serve playing guitar is doing pretty good. You never touched a guitar. We had to do this all sudden. It's all with this guy named dice Kimora in Hollywood, Florida. I will teach you how to play guitar. And it's okay, cool. I'm gonna meet some. So I got lesson one nice. And all I had was my acoustic guitar. I didn't bring it with me. I go to his studio. He gives me one of his guitars. All I do at that time is like the basic blues scale and the classical pentatonic scale, right? If you have major, minor, whatever, and you it's easy, easy to play five notes, really. So he's like, you know, he gets it puts on YouTube, puts me up, and puts on a backing track, which I didn't even know what backing track was at the time.

So you know, backing tracks are like, you know, and this, by the way, this is probably about eight years ago or so, to date that puts like a base, so this backing track is again, drums, bass, synthesizer, but no guitar in the background, maybe some rhythm section, rhythm guitar, he says, All right, play, play something improvises. You know, that's our doing. And it all came back to me, and I was doing, you know, I was further than that moment that I had ever in my career in improvising, right, you know, this element of art thing for me, right? That made me made it come out for me. So this is approaching learning guitar was basically this, you know, we're not going to, I'm not going to pound you with theory. I'm going to pound you with, you know, just a journey, we're going through a journey of playing guitar. And as we come across theory, when you're playing, we're going to sprint across the way; that's how you're going to learn.

But I want you to learn how to play in what connects with you; basically, it's awesome. It's silly to me at the beginning, right? Like you come home with your guitar, I come on. So but eventually, you start to understand that and, you know, there's even like, I would ask him some \$1,000 theory. And he wouldn't even want to talk about it. You know, if I tell you, you don't even understand it. Cuz you don't even lay the concept around it. Right. So and at work, because there was that same question. I asked him I would encounter it. I encounter that question again. I was here two years ago, two years awards. Well, now I get it;

I just figured it out. And then we talked about it. So I thought, I'm getting better at writing music now looking at singing, by the way.

Dave 06:07

Yeah, neither can I.

Maj 06:10

So we're just going to the best thing, right. So the thing was, was like I thought on my own journey, as an investor, you know, full-time investor and then you know, geo investing. And I was never, you know, natural-born investor, I wasn't, you know, I probably gotten was my investment getting started with like, many of you just didn't know where to start. I had no background at all, my 19 years old, I read Peter Lynch's book one up on Wall Street, I knew I connected with what he was doing, but I had no idea about, you know, no real finance background. And it wasn't a math whiz. And, you know, you have this kind of preconceived notion that you have to be this math wizard to be good. And stocks, right. And I learned to do the math all day long. And so, I had to approach it differently.

And so when I thought about my years of investment, I, how I learned to invest was just when I played the guitar, I found a and this is, you know, step one, I think of in the ten steps of investing is try value connect with, right? So you know, try to kind of introduce yourself to a few different things about you're going to be a trader, are you going to be short or long are you going to be a fundamental investor, technical analysis, whatever it is, just understand those basic kinds of things, and in trying to figure out which one you connect most with, and I connected a lot with fundamental investing value, value plus growth, that I was never a deep value guy, but it was me trying to find this, you know, interesting stories that make sense to me. And that was a lot of my beginning to I was really interested in understanding business models. From the qualitative point of view, like what makes the story pretty, then I'll dig into numbers later. And so because everybody wants to, well, the good guy approach investing, well, that would be boring to me.

So investing is a collection of experiences over time; it's how I look at it. And you know, you can write these down in a journal, and you can keep they're all in my head. I used to remember them all. But and I would recommend, and I wish I did this to young kids is like when you are investing, keep a journal tower declawed, a book return friend of mine and investor, he has a book about he slung a journal book to help investors kind of input their experiences, checklist kind of thing. So I recommend that people do that kind of thing, you know, start flowing. So when you do it that way, they became like, I looked in the best thing, the more I look back, it was more artistic in the African Development. And you know, I keep it very simple. In the beginning, as dice did with me, my guitar teacher kept it simple; when you know what, it will get more complex.

As we move along, as you can handle it, the same thing, the best thing and so I was just doing, you know, when I say investing, we'll take a look at the growth and EPS, what's the growth in revenue? What's the average per share, you know, you'll give me a P E ratio, slap it on, and that was my kind of way; I would look at things right. And I'll bet you over time, I broke all that stuff, this stuff situations, you know, looking at distressed situations turn around, which are fun, just a whole bunch of stuff, they start kind of building a little bit on you. And that's how the theory got laid out. To me, it means that each one of these different each of this different kind of modes of investing, how can you be different theory to them a little bit right about different pieces of the puzzle, you start learning that way, though, I didn't become an expert in Asia, you know, I became really good at identifying situations because of that whole, you know, journey.

So I know pretty quickly now know, quickly, if I'm reading a press release or a story on the web in 10 minutes or less. I think you know, a lot of seasons specialty that they understand right away, they're gonna want this to like come in or not even before the calm. And so that's really the way I kind of would tie it in yet. You know, and one thing to is that he stresses stress in that in the FULL-TIME magazine article get your practicing. Get your hours in. I don't know. Is what are the hours from Malcolm? Is it 10,000 hours? Yeah,

Dave 09:38

it was 10,000. He's waited, you know,

Maj 09:41

it's true. So the earlier you get started, the more you retain a lot to the early years you retain it. So do the research, to get busy with it. So you can get that experience really quickly and really start paper trading. You're getting real-life experience and making and losing money. It's the only way you're going to because you haven't experienced the emotional part of investing.

Not really enough thing. And the reason we all fail in the building is when we do fail, it's bad analysis or really bad emotional response. So that's really important about, you know, and also if you're investing in small-cap companies as liquidity issues, you can't just say paper trading, I bought the stock, you know, 10,000 shares of stock, you know, at this price, right? You're gonna move around, potentially. So getting the real experience really important, you know, move along that list is I'm thinking too long the list

Andrew 10:30

it before you do, I was super curious sticker go back in the memory banks, and maybe give us an example of something that really stuck out to you as a story about a company that just got you really excited? And maybe how that investment did for you?

Maj 10:46

Yeah, sure. So I'll give you good and bad, you know, when it was, you know, good situation wisdom. And they both end up turning bad in the long run. I made money on what am I didn't; it's tough, it's actually a lot easier to go on. There was one was wireless Telecom, it was a ticker symbol was, and bliss delisted I WT T., And they made I guess I remember calling noise canceling. When I was looking at it back in the early 90s, I think maybe it was 90. Worse, maybe your 9390. I can't remember the exact date.

And then area somewhere, they made this noise cancellation, basically helping cleaning up signal within communication to clear less noise around it rice morphing communication application. So I remember that's I think the CEO's name was Gary Simonyan. I can't remember but seamers different company. Now I at that time, was, you know, fresh off your lunch book, we're really into it. And one thing Peter Lynch would do is he would basically call the manager to call the company and get the actual annual report delivered to him. So you have a 10k and 10 Q, see if you can get sec.gov. Right, right, that's a foul the numbers and everything. We all call a 10k the annual report, right. But the actual annual report that you get from like the company is much more from art, it's just a letter in it often from the CEO or the chairman of the board to investors a lot more introspective nature of what's going on the business, and you learn a lot more Is it because you know, God, the word information arbitrage or public information, it's not really as known out there.

So this is a tool that was really interesting. And so my office time last time was it was like this high, or on the over the office was pretty big office just reports. And one of the things Peter had said was like, you

know, just look for some of the more boring companies the cheapest looking and report and take a look at it. As well as enforce it in there. And it was an ugly, black thin paper kind of thing. It's sitting there staring at me; it's wireless all the time. That's all that, right? Go look at that. I picked it up. And it right away was this letter to shareholders. And it's not even going through some issues at the time. It's not; I think I was around maybe two or three bucks; I remember correctly not doing so hot, we had a couple of quarters. And Android was basically addressed some of that problems can be in the past and the things they were doing to make it better. And it really stuck with me.

And there was actually may be some guidance in there too, which was not any of the other areas, you could find financial guidance, which made us not build your value. And then the what I had noticed at the time, and this is the lesson I learned then, you know, there's always a lesson to learn at that point was the margins were incredible in these margins. So they're all if they grow revenue, only at 10% clip, with a margin expansion, again, they're going to grow into that 30 40% Imagine is really going revenue, right? So that was a thing at the time; I want to say net margins after tax was maybe 12 50%. And they eventually got to 20% At some point, which is gonna be our lesson. And that was in Philadelphia at the time there. And at that time, the American Stock Exchange used to have events in Philadelphia, where they would invite magic teams to come and speak to investors and go into this, you know, 23 years old neighbor's land. I know. I go in there, and that was probably an email was about that age.

And the suit was way too big for me. When I was old Israel, you know, and you're asking questions, they will never assume the coffee the free food. I was gonna ask questions. Like, what's going on here? And I think it was like a pure porter book read. He might have said, if I remember correctly, he like he went to a payphone or something to say buy the stock, whatever, because he heard stories, nothing was analysts or whatever. So the second I heard a story asked me I went to the payphone. And I had a part at times at the time, Steve Haynes. Steve, we got to buy a stock right now we're buying stock. And I just that was the scene there. So it was that thing that was my first, like, you know, one on one interaction with the management with a CEO of a company. I learned the margin thing really stuck in my head. Right. And I think a multi-bagger, I think Triple monitors lab pretty quickly. That was a good point.

That's all I got out of it; I kind of caught, you know, this doc, you know, probably in the middle of its margin expansion; I wish I would have caught it a lot earlier probably caught a lot more, you know, the move. So you fast forward many years later, and I just forgot about it, you know, and my money moved on, like I did a lot back then, you know, we'll try to find I used to try to find stocks and inflection points of growth, I want to find a stock that's going to have about entering a period of maybe four to six, seven quarters really good growth, at that time was more of a shorter-term investor, although different, great companies to hold for about six to nine months, 12 months that we're in an inflection point and growth. And I wasn't really a day trader. But I was trying to combine short-term investing with fundamental investing. In that we call that now the geo power ranking executive corps growth you can have a company can have maybe 10% revenue growth and over 50, EPS released, it was gonna be valued nicely, we take a look at that, this might be pretty interesting. Momentum is not doing good enough for my quarters, a positive performance

Andrew 16:02

Analyzer just for one second, just trying to translate. So if some of these are just tuning in for the first time, by saying like inflection point of growth, and by saying higher growing revenues and margin expansion, when you mean as the company's getting more profitable, so not only are they growing profits because they're getting bigger, but also because they're cutting costs or whatever they're doing to become more profitable. So you get almost a multiplicative effect on the growth.

Maj 16:29

Yes, we call that kind of operating leverage; you know, if you can get a lot of earnings or net income growth, a lot more net income growth compared to your sales growth. So sales, growth 10%, areas where 3%, we call maybe operating leverage, that's a good financial report. Right. And that's one of the best things you can find for multi-baggers if you can find that in the very early stages. And you have your funding; I stopped us, you know, reasonably priced. You are going through that type of transition. It's, it can be amazing, for sure. And that's why we looked for back then. So when I was looking at, you know, years later, maybe 20, I looked at the ATT, and it was like, in the garlic \$1 store, maybe I don't know, what's the dollar and I went back to what happened to it.

And the margin discovered the margins got destroyed. So the margins went from 20%. Like, you know, did nothing eventually they would end up losing money. So that was, you know, a few lessons I learned from that were like, you know, okay, these margins can go through cycles, right? Understand the largest cyclical company, especially in tech companies, new products, new breakthroughs, new technology can really either enhance or destroy your margins, potentially, right? Yeah, so that was something that was like a lesson I learned in there, and in all of us, it was like I let you know, I invest a lot longer term now. But this whole notion being a long term investment doesn't mean set it to forget it when you need to be up you know, you're gonna go long term in stocks, like I'm talking like 510 years, especially as nano caps, my long stock is out 14 years now you better understand what's going on with that company because a lot of these you know, multi-baggers turned into Mega Bus and everybody talks about the high mist the monster beverage right well what about our salt monsters too early What about all those guys that you know just get destroyed in a very short period of time sometimes right?

You can be holies every ten years, and boom, it was everything in a heartbeat. So you know there's a kind of art to short term investments or long term investing both they both can be done it does that was a lesson I kind of learned from that WNET lessons I learned the hard way was the Stephen company which taught me how to a to around that same time maybe before WT t, and I bought that too late, and it's gross at that time. And at that time, the symbol was, is sp CEO today, right? SP CEO. I think it's a symbol today.

Andrew 18:50

So you're talking about Stephan

Maj 18:51

Yeah, stuff? Yeah. And it was it used to be TSC back in my day,

Andrew 18:55

maybe I'm thinking of a different company. I think they're SEL stepping

Maj 19:01

It is different yet. Just different company is they make products for barbershops basically.

Andrew 19:05

Okay, different

Dave 19:06

Way different company. Yeah. Yes, way different.

Maj 19:13

That's why I got into the story too late and had good margins. And I bought that at the peak of its growth cycle and didn't make any money, probably lost money on and what I learned from that lesson was that the company had time was trying to get away from its core were really good. And it took a year; they're back now at full disclosure; I think I'm gonna stop right now. I have an activist investor and am now a board-friendly investor, and they have turned the company around.

Now they're going back to the core now, and they're, you know, a 10% player when they go out in the market where they can probably get, and they're the leader at a 10% player, and they can probably get maybe 50% of the market in several years. But that was one of those things where the one lesson I took there is you know, look, I mean, make sure that if you are looking at a team that is going to go from its core, understand that what that is and that they got the juice to do it. Sometimes staying in the core is the best way to do it. And then drying when you're investing in companies in understanding management's prior, I always asked in my interview with the management team, tell me your journey to get here, everything you've done right and wrong. And I kind of want to hear what that process was like, I want to see it, and I want to hear, you know, did you get into too many pieces that we always unable to do things well outside the core? If that's the case, why isn't the end of the day if you're doing

Dave 20:25

That's right, yeah,

Maj 20:26

You know so so see that that's that was my other Why is it in a fraud one time and I was the Littlefield Adams, I didn't do enough. I made money in it. And I got lucky. It ended up being a fraudulent company I just booked because I believe everything they told me, I believe everything that is one I didn't do an update, you know, background the CEO to understand it was those are very early, those are my first five years kind of those are three interesting lessons I learned along the way there.

Dave 20:50

So I think the big takeaway is, having skin in the game really accelerated your learning because you, you know, you had a lot at stake. You know, if the companies went wrong, then you have no one to blame but yourself. And that's sometimes; unfortunately, that's the best learning experience you can have, isn't it?

Maj 21:08

It really is, you know, from Peter Lynch's book to doing an investment contest for maybe six months or less, you know, and to investing like my, you know, a couple 1000 bucks in the market that save I remember being nervous, you know, pacing guide, you know, every time I urge earnings coming out and even good or bad, you know, pacing the floor. It was never was funny, was none of us know, at that time was it was never as good as the movement, the stock, and reaction, the earnings were never as great as I thought it was going to be when things are good.

And never as horrible as it was good or bad. I learned lucky don't always panic, right? Or analyze the news. You know if it's bad news because it was temporary, but the good news is the stock already priced in, you know, the good news already, these kinds of things. And that's why I used to do research just once a week, every Sunday. I didn't want to get caught up with it today. So I would do it every Sunday; I'll have a five-hour style session with Steve and me, we will get in the new office. We will go through our course we were there was a lot of at that time; there was a lot of information available to us back in the early 90s. Right. And so we just whatever we had a satellite dish beaming stuff to our basis.

Andrew 22:25

Not sure if you're joking or not; that's

Maj 22:31

some press releases here. And they're really bad. You know, it's a really bad research platform. But whatever it was, we were spending five hours doing that we were big momentum invest; we would track new highs in trying to find interesting stories on the new hire list. But yeah, now we've come a lot further. And like that's one of the things I talked about in the steps to Andrew was like, you know, find your sources use those. There are some great sources of investing outreach tools out there. The Value Line is a must for any fundamental nuclear command who wants to start investing; read the value line, of course, regio investing, but Right? He doesn't do that.

But I considered you invest in the big kind of Diamana, steroids, or nano-cap markets. And the dialogue is a word like a one-page kind of summary of a company, and then ranks them between its timeliness, and it's risky. So one, one would be very timely, very less risky, not risking five, five was the worst situation. So yes, I'm gonna come back in a second. So battleline S stands for tear sheets; you can, you know, the barons, you know, reuse these sources that are out there for you. And reports are an artist, great source of information arbitrage shores, Reclamation. And so something you know, that's not the 10 step thing. But something to really talk about, I think, I don't think I talked about the ten steps is the nice little skill to figure out is like so the guideline would rank stocks, one IBD investments daily have their accuracy read their high rankings, what I would try and do was find stocks that were moving up that right, but weren't that quite there yet. So can I find a 4455, or a really crappy-looking company that I think is going to be more beautiful, move forward, so I can get in about I can buy it at a very depressed valuation. And so I'm just trying to beat by stocks and the others are avoiding the time so I kind of guideline that we want to buy a stock that was one to one, you know,

I made my best kind of money on stocks. So we're in that middle range, kind of making progress on the way to being a one-on-one. Same thing with the IBD stuff, too. And you do that by doing the research, you know, so can you make money by buying, you know, buying the ones and the high-rank videos? Sure, but with just a three or 4% or 1% alpha that you combined over time is really big. What if you can get like in between 20% off before that move comes? Right? And that's kind of what that's why I like doing that. One thing is another thing is an important takeaway from that 10 Step thing is not a follow-up, by the way. I'm just telling you what the leverage, you know, using leverage began in March they use have used the margin in my life. It's the well what's been one of the things to that's kind of like hold me back at a time, to be honest about him. He lets you know like if you're gonna if you're going to it's really important I think if you're going to use leverage to have every part of the other pieces of your financial life very stable, right?

So you can go through times of distress if you have to get a margin call if you don't want to sell the stock again, go back to your accountant your cash and get it once again we'll get added to this article didn't add on in and out was this thing if you're creating buckets so when you sell stock I'm going to talk about when you

make money, so you make money you know, create the buckets and where that money goes, and you sell it taxes because you sell stock in January right and you made a lot of money in and began the year and end of the year comes you didn't sell something for taxes April 15 comes market crash like this year now you don't have the cash a fully invested now you're selling stocks at you know, cheap at a lower price to pay your taxes. Right. So you know, that's a good potential, you know, a bucket, rainy day bucket, which is the bucket wear it when it's not that's it all you have cash available when the market crashes to deploy, right. And a third bucket is to pay you, you know, pay your expenses, put money inside the payers to invest more if you're a part-time or full-time investor, you need to have that kind of book going on. Right, a rainy day fund for expenses.

And then, of course, the amount you reinvest into stocks. That's why the fall we great follow up to 1000 Without a doubt if so, you know, in my journey I along the way I think to get like I wanted to like use the stock market as one tool to build wealth. So first make money stock market and set diversify with real estate on the way and I did that saved me, you know eight, because I got me I got a question too late. And I was still leveraged in very illiquid companies. Something should have owned, and I was up, but 30% going into a financial crisis in 2008 was a tough year. And I thought, okay, I got this turn around 30%. Everyone's getting crushed. Today 70% What does that mean? They're interacting with the whole thing and like it was an amazing feeling, and that was a horrible feeling. To actually see the market work with the Quiddity just leaves that in that area just disappeared. And you know, you're fighting with others like sneak attack you're fighting with other investors looking at fitness, tennis, you know, sneaker, what is in them before they get in. So I don't want to do that ever again. But you know, it did save me from having that real estate appeal to an abattoir that rose in cash too. So I figured if I'm going to be leveraging the stock market, I want to be less leveraged in real estate. All I had was some debt, which I shouldn't have probably gotten in real estate, but like that saved my butt. I have real estate, and I still have some that real estate today—very income for me. So I really, you know, if when you approach what's the, I wish it would have been better to be full, I bet I was very quick to start investing my money. I wish we did a little better understanding of rich man how to build wealth, real wealth, right?

Investing long-term really needs an understanding that we were all compounding, right? I was very short-term oriented. And I think that in if I had been able to cultivate my long-term investing, kind of strategy a little earlier career were better off probably, and you know, you're now 51 Like, you know, can I think what's my time right now? Just even the poor can be in Puerto Rico. But yeah, so you know, as a young guy, I was like, Yeah, whatever. But the ones that got it, the ones that understand that do really well, you know, really, really well rewarded. So. And I would really, I know, there's probably a lot of traders out there and your audience that day traders and I'm not knocking day trading, but try and maybe figure out a, you know, a percent your portfolio of four or 5345 stocks that you put away and just never forget, forget about that we've done analysis on and we'll come up with. Yeah, that are really important points that I want to kind of bring you out there. Just from my experiences and my failures in applying. I was really

Dave 29:04

Yeah, that's really good stuff. So I have a question for you. We're talking about kind of the rainy day bucket fun. Where do you put that kind of money? Do you put that in a savings account? Do you put that in, you know, money market accounts? Like what do you do with that kind of money when you need it to either invest in the stock market or to pay expenses? Or if that tax bill is bigger than you expected?

Maj 29:28

Yes, it's in a very safe money market kind of, you know, no risk, you know, that's easily accessible. Yeah. My goal that money isn't to make money on it. It's to actually protect me in, you know, be a hedge against

my stupidity at some point, right. Today, I mean, we're going right now, right in the tax time is coming in April, right. You know, the last couple of months, three months, the year of last year, were tough and then this year. A lot of us are gonna be The people process?

Dave 30:04

Yeah, yeah, for sure. That's an interesting question because that's something that we get asked a lot is What do we do with, you know, excess cash or money that we're not ready to invest? Where do we put it kind of thing? And so I'm always curious to hear what other people do to kind of help balance out what the best ideas are for all that stuff. Make sure it's there. Yes,

Maj 30:27

it's only there for that particular use. Don't go, you know, security, you know, use some other things. Here for

Dave 30:35

Yeah, exactly. Yeah, we've, we've had some people along the way when the market was doing really well, you know, asking us if we should, you know, they want to buy a house. And instead of putting the money in a savings account to save for the house, they want to put it in the market and try to make money on, you know, their down payment before they turn around, do it. You know, Andrew and I have been warning them along the way that that's probably not the best decision because you don't know when something like right now happens. And now, all of a sudden, your \$10,000 downpayment is at \$4,000. And what do you do? You know, you can't get you can't go buy the house?

Maj 31:10

Yes, absolutely. Yeah, that's good advice.

Andrew 31:14

So this has been a lot of fun, Maj. Really appreciate you coming on and joining us. I do want to highlight one last point you made you say here to find a mentor. So maybe what did that mean for you? And maybe how can people apply that? As they're on their own journey to learning more about investing?

Maj 31:35

Right? Well, for me, my mentor was, you know, Peter, Peter, and my dad; those are the two kinds of things that my dad really got me into investing; he gave me the book to read. And my dad was not your classical investor. And he would invest in well-known companies recognizable companies, but he will also invest in smaller company nano caps. Yeah. And that's was how I first started, like, getting involved in that whole kind of area. So between him and you know, and the mentor could be, you know, someone you know, right, it could be, it could be a book could be someone that you connect with, right.

But then we have Twitter, and everything you have a grill amount of people you can draw to. And you know, the metrics have to mean you're sitting with that person being taught all the best, right? You can be someone you connect with, in the way they invest in the way they write and the way they you know, now this company, that's what I encourage you to do. Don't be afraid to ask somebody, Hey, will you teach me to invest or whatever, you'll ever give me a few tips. If you're young, just most people want to share that with

you. I mean, it feels good to share that wealth. Spread and spread the good word. Yeah, but um, it's, you know, it's no, I don't God, a lot of you know, one on one consultations with our members, we don't have this thing where you enjoy, and it's just one time you can talk whenever you want.

Do you want to run with us? And we'll go through our way we invest. But don't be afraid to ask, you know, don't be afraid to look for mentors who do not like less of a person because you're looking for someone else to help you get better when you're doing that all.

Andrew 33:00

That's awesome. I really like that mentorship idea. So what's the best way for people to learn more about you, everything you got going on at GEO?

Maj 33:08

Yeah. So you can come to GeoInvesting.com. And you can follow over on forums, to you know, give us your email stuff as we're getting some information about what we do. We have a contact form, and you can fill out geoinvesting.com. Also, you can send me an email at maj@geoinvesting.com. Call me at 267-3263. You want to talk stock. And on Twitter It's [@majgeoinvesting](https://twitter.com/majgeoinvesting). And you can follow the listing at [GeoInvesting](http://GeoInvesting.com). And you know what, we're doing a lot of really cool stuff. Now management interviews a lot more than we're getting fireside chats, what we call tier one, quality now companies which meet a template criteria list. So we're getting really tight on our quality, and we have a lot of fun with them. And we're meeting some gray CEOs, even some great stories.

And as we're now going into this new era of investing, I say hopefully, where it's all about stock picking no more. So just buying things blindly. Stock picking is an art. And if you're gonna be a great stock picker, interviewing management is really key. Can you locate it in an extra Alpha we'll talk about. So I encourage everyone to like, you know, if we have if you want to see some samples of that, you know, just email us maybe I'll give you some samples you can share with your followers, guys. That'd be great. Yeah, give you a taste of what we're doing.

Dave 34:30

Yeah, that'd be great. I'd love that. Cool. All right. That's

Maj 34:35

awesome guitar to do. Yeah,

Dave 34:37

that would be fun. I would love that. That would be awesome. I would love to do some jamming. I missed that very much. We really, really appreciate your time today. This was awesome was very educational. And I learned a lot. I know our listeners will as well. There's a lot of fun, and I enjoyed our conversation and especially about the blues course. And so, without any further ado, I'll go ahead and sign us off; you guys go out there and invest with a margin of safety. Emphasis on the safety. Have a great week. We'll talk to you all next week

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