

## Casey Baugh's Notes:

He promises not to waste our time or his own.

5:50- pre-workout, guided meditation every morning, gratitude, people he cared about, goals, things he's proud of, accomplishment

Who am I - listed 40 things wow!

Father of 5

Husband

Entrepreneur

Financially Independent

Abundant mindset and beliefs

Very Grateful person and express gratitude for all things

Questions Casey Asks Himself Regularly:

\*What are my biggest opportunities

\*What makes me happy?

What his daily routine was today before coming to Lake Powell & join us:

Woke up at 5:30 am

Worked out

Cold plunge, showered, hopped on his jet to be here with us today on his own dime \$7-9k to pay it forward.

Credit once spiritual and physical

Casey Honored Jimmy & all of the Watt Brothers because we've been vulnerable, uncomfortable which most won't do, but the few people that do, if applied, end up living a special & abundant life.

-He was very impressed that the Watt brothers have invested in us and wrote the check and have carved out the time to show up & be a priority for themselves.

-he's worked hard to create a life by his own design. Surrounded himself by the people he aspired to be like.

Your net worth is equivalent to your network. Wealth creation is mental 1st before it manifests in the real world.

Net worth now \$175,000,000

In 2007, he had a lot of houses, a great job, and lost

I didn't know what I didn't know.

Invested all his money with a mentor-type guy whom he really looked up to. He asked to borrow his last \$100k and lost it/stole it. Devastating blow.

Realizations Casey had very early in his career- his resources and initiative- hustler and he believed in those skills! Todd Peterson believed in him at age 24, more than Casey even believed in himself!

Business is a spiritual game! It's about touching lives and creating value, money will never be a problem and abundance will always find you.

He knows there's something in the universe that rewards generosity. The wealthiest are always the most generous.

He left his wife and fam in Utah, and burnt his backup plans and boats. to aZ,

\$670k in the first summer. Being a hustler and being all in.

He would take his accounts and savings to zero and invest it and kept compounding it and building it

In a reticular activating system, so much noise, and stimulation distract us all the time.

When u think about things, you open your eyes and start seeing them. He set Huge goals that helped elevate him to become the person he had to become to acquire and accomplish his goals...

Went to the gym, and a friend told him about an equity opportunity from a guy's business. He had \$400k in his bank account at the time. He could buy in at 1/3rd-1/4th of the value and the best opportunity he had seen in his entire life.. He needed money! He asked the guy who was selling his business/equity, and the guy said he would but at 24% interest! But, because he was buying it for 1/3rd the value, he was going to do it.

Back in the gym

Blackstone bought the company and Casey made \$8 million bucks..

\*Casey wrote a check for \$5 mill today for another great real estate deal.

\*Wealthy never comes by accident

\*Be around like-minded people who support you in your dreams and celebrate your success. They also help you level up.

He believes he truly got lucky but wouldn't do that deal again. Now he has a process and 5 principles that he guarantees if we do these things we will become wealthy!

1. Compounding- let it roll, don't touch it and you will become wealthy. We all have an app that calculates compounding interest and projections. (You have to own assets- the tax code is actually built for us to pay a lot of taxes, not to help people get wealthy. The most prestigious professions.
2. Don't lose money- warren buffet has two rules, invest you're \$\$ & don't lose money and don't forget- Name of biography- buffet- "snowball" he got wealthy because he was first born in America, a hustler can always make \$\$ here. Compounding Interest is the key. (Casey won't do a deal
3. Take A symmetric risk- if you left ur cash in a bank account for the past 2 years, it's now worth 20% less. You have to invest and buy assets. What's the percentage you will going to lose \$\$ . What the upside possibilities For example - if u go to Vegas and u land on black, u lose \$100. If u land on red, u win 100%. That's a bad risk!  
97% you cant lose, 3% risk of losing but the 97% odds when you win has a 3-5 x multiplier on returned investment.

Doing a deal 2.7-3x investment return (8%) return cash on cash and will never lose money- sees zero risk and he will do that 100% of the time.

How am I going to lose? What's the upside.. you have to say no and pass if there's ever too much risk or downside.

1. Diversify. Wealth is created and maintained through diversifying. You Don't want to ever be dependent on 1 trade. Example of Jet Blue owner who was worth a Billion but only had a 10% profit margin. When things hit hard, he had no other option than to sell his stock at the lowest price ever.

But he learned and prepared for another similar opportunity that came around and he pounced and Casey and others were asked to join as well. They killed it!

Most of the wealth is created in the downturns! If ur in software and tech- you've lost 85% of your value.

Diversify- real estate, software, energy, etc.

Every decade, 10 years, dollars will rain from the sky and anyone who has made it big in real estate or other areas, make all your \$ in the downturn!

The hottest hedge fund- \$90 billion- tiger hedge fund- but they have lost 50% of their value- they didn't allow investors with less than \$100 mill.

There are seasons, you have to plan, prepare, save and get ready to pounce!!

Last principle-

1. Tax Efficiency! Our biggest expense is taxes. Find the best tax team, advisors and get creative and execute a plan to strategically save.

The oil & Gas industry got killed the past 10 years. Recently Casey applied his 5 principles on a recent oil & gas investment. (A company acquired got leases on land and had to drill or lose the lease. Then covid hits and no more drilling. A group came in and they partnered. At the time oil was \$17.50 and Casey did the deal and oil went to \$115. 85% of all ordinary income was able to be written off with tax strategy. Sometimes you hit Home-runs- he made 7-8 x. Since then, they've done \$120 million in oil and gas. One of the best industries for income tax write-offs.

Investing, how do I get in, then get out at little to no risk, so i can play on the house's money, like Vegas.

In wrapping up, for the 21yr old, if you don't lose your money, you can't help but be wealthy if you also leave it in the compound. It's never too late even if you are 55.

True wealth for Casey, is how much \$ do I have on a monthly basis that replaces itself every month! When it's big, diversified and dependable, you can do a lot of things.

They were in Europe for 5 weeks when Jimmy reached out! They spent \$600k on the best trip ever! But when he got home, his balance sheet actually increased. He agreed to come to Lake Powell because he respects Jimmy and is at a place in his life, where he gets to do life the way he wants and is passionate at giving back and helping others by sharing his incredible story! He's very selective and says no A lot, but jumped at this opportunity with Jimmy and us.

Concluding Belief: We were all put on this earth for a reason, and by becoming financially independent, he has been able to help a lot of people and fulfill what he believes he was put on this earth to do!

Casey's Challenge to us- Look at your bank account today as well as your 1099 TODAY! If your font like the numbers you see today, then it's time to make the decision to change!!

He has spent Hundreds of Thousands investing in himself. Just paid \$150k for a Harvard program to be in a group of business owners that have a minimum of \$10 mill a month or year.

Does he give the example of "how many hours does it take to become a pro athlete or concert pianist"? 10,000+++

Kevin asked how much should we have in our bank account in comparison to our balance sheet if assets. Casey said he only has \$2million now which he feels is way too low compared to his balance sheet! He is going to focus on that & bring that # up to 12-15% of his assets, in hard cold liquid cash or investments.

He has read countless books! A handful that really motivates him Tony Robbins, rich dad poor dad, Atlas is an all-time favorite, 1700 pages- are you a producer in this world or take more out than you give! It shook him. He doesn't read as much. He listens to audiobooks mostly now! We have resources now that never existed. You can either hop online to view porn, or you can go to youtube and learn anything you want including every class taught at Harvard for free!

Question: Jeff Daniels, how important is bringing your wife along on this journey & decisions on investments. So important. His wife runs the family enterprise and holds the fort down with 5 kids. Give your wife as much info as she wants whenever she wants it.

Why buy a private plane? Why does Casey Golf so much? Every CEO in the world is willing to come and listen for the private jet & golf! The best way he's found to get in front of busy people and get big deals done is by making connections that would otherwise never be possible!

Jimmy inserts his experience and passion for the same principal but at Lake Powell. "I've done more big deals & sold more homes on the beaches of Lake Powell than anywhere else".

Drew Reilly's question: how have you found a balance between family & business Spent time, money, and emotional energy. He read this book at 28 after he just made \$8 mill. Perfect timing, he applied the principles.

He listed everything he valued.

He listed 3 categories- time, \$, and emotional energy and started taking inventory & making the changes necessary to his life in alignment with his actions with the newfound values he listed.

Flew out with his parents for an east coast Red Sox game. Father a few years later, had to get his leg amputated. (Emotionally Describes) Take action, he values his

family and his kids are close and diverse with life perspectives learning about other cultures and people. He wants his family to experience some struggles and be in uncomfortable situations so they can work through life's challenges to become more grounded.

There's no replacement for being emotionally & physically PRESENT! He strives to always stay in alignment with those 3 key principles.

Jeff Hicks ?:

How did you fall in love with Golf- he always loved everything about Golf, except Golf itself.. he's glad he got the bug late as it's very time-consuming and can become an addiction. He is strategic with whom he golfs and very deliberate. He has about a 14 handicap but has used golf as a HUGE catalyst to form key relationships and build, and improve life.

He has a very specific process and daily regimen from the time he goes to bed, the time he invests in himself and his family & has learned to replicate it with precision.