

#115 – Business Mentors, Books and Podcasts We Get Inspiration From

Andrew: In today's podcast we're talking about the tools, the resources and the people that we have been learning from. Hey everybody, welcome to the Autopilot Your Business Podcast. This is Andrew McCauley. Welcome to episode number 115. Today we're going to dig in our little toolkit. We're going to open up our bag and we are going to share with you guys what tools we've been using, what resources that we like to dig into and also which people have we been following so that we can learn as we grow. Some of those people may surprise you.

Of course I have not been doing this alone; I've been doing it with Heather Porter. Hello H.

Heather: Hello Andrew and hello everybody. Thank you so much for joining us and welcome back.

Andrew: Hey his is going to be a fun episode because you and I live on the other side of the world to each other and we talk every day and we share stuff, but sometimes there's tools that you might think I know about and there's tools that I might think you about and sometimes we get a revelation on this podcast; I'm like -- huh --

Heather: Totally.

Andrew: -- you're using that? I didn't know you were using that or what's that one, I've never heard of it? So I love this podcast more because I learn from it as well.

Heather: I know, that's exactly why I wanted to do it actually, secretly.

Andrew: Secretly, tell me. This is your way of saying here's what I'm using and you'd better better start using them.

Heather: Or give me ideas.

Andrew: Yes, or give you ideas. Yeah.

So we're going to share some of these cool things and some of the people too that we've been learning about because, we both get influence from different areas and different people and different ways. It's always good to share that. I love listening to other people's tools. There's a number of podcasts, which we'll talk about later that I listen to -- they have a tool of the week; I love that segment; it's a 3 minute segment but I'm like -- cool what's this discovery? I want to go and check it out. So, I love these sorts of podcasts

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because it shows me new stuff and I'm hoping that it can you listeners some new stuff as well.

Heather: Absolutely. I know this episode's all about what we're learning right now, big picture. But what are some little mini cool things maybe that you came across in the last week.

Andrew: Well, I'll tell you one thing I discovered. We look at our stats and analytics on all sorts of places that we put our content on and obviously one of them is our podcast. I checked our stats and I discovered that not only have we been downloaded in 97 countries but we've also been downloaded in the military camps in the Middle East, the American Military Camps in the Middle East which I thought was pretty cool.

Heather: That is so cool, oh my gosh you guys, if you're listening, huge shout out to you; that's amazing that you're sitting there listening to us. Wow.

Andrew: I know, I know. So it was pretty touching. That was what I discovered this week; it was fun.

Heather: Wow, cool.

Another thing is -- I know you've been a big fan of this since it launched, some might say an early adopter -- Periscope has had its one year old birthday and as a celebration -- or I guess more so let's just look at the stats -- it's amazing. 200 million live broadcasts over the last year since it was started and what that equates to, so you guys can really think about this is that 110 years of video is watched live, not recorded, live, every single day. 110 years worth of video.

Andrew: 110 years worth of video. That's a pretty amazing stat. That sort of tells you... That's just one app; there's a number of other apps out there. We're not talking about live video streaming as an event, we're talking about one specific app and that's 110 years on that one specific app.

Heather: It's amazing, it's amazing. I think, again, you and I have said this before but people want real and I know we talked about this on our Instagram episode that's a few episodes before this about that whole #unfiltered thing got so big. Live streaming is as real as it gets, right?

Andrew: It's the reality TV of the current generation.

Heather: Yes, it's pretty cool.

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So what are we going to talk about? Gosh we have apps; we have books; we have podcasts, websites, people. We have all sorts of things we are learning from. Do you just want to... How do you want to handle this? Do we want to rapid fire? Do we want to stick with one?

Andrew: Let's just do a platform, so let's say websites or people and we'll just name off a couple that come to our head and go from there and maybe if we can share some links or whatever we can do that too. If you don't get them on listening to this you can go and check us out on aybpodcast.com; this is episode 115.

Heather: Yeah, actually guys, I'm going to recommend that all you guys go to aybpodcast.com, episode 115 because you'll have all the links to all the things that we're talking about and it's going to be really easy way for you to just click and see everything. Plus you can even download a PDF of everything from there too. I don't know about you Andrew, but whenever I listen to podcasts or business experts, anybody that I'm kind of learning from, I love to actually look into what they're learning from as well, I think it's a jackpot of value.

Andrew: By the way, if you haven't been to that web page that we've got, we've changed a little bit. Now what we're doing is giving you a bit of a run down, not a long lengthy summary, but just a short summary. We're also giving you an indication of where in the podcast we're talking about certain items. So Heather painstakingly goes through and says -- at the 4 minute mark we're talking about this particular topic; at minute 16 we're talking about this topic. So if you want to go back and check out what we're talking about you can quickly look at the time stamp to see where everything is. As Heather says, if you want to download the transcript we've also got the transcript of that there as well.

Heather: Very nice.

Alright. You choose, which platform are we going with first?

Andrew: Let's talk about people first.

Heather: OK, cool, you start.

Andrew: People. OK. Here's a couple of people that I have been learning from. One of them is a guy called Grant Cardone. He's written a book called "The 10X Rule" and it's all about how you need to 10X everything you're doing in order to stand out in today's society. So whether you think you're doing enough work, you're not. You know you've got to ramp up by 10X. It makes sense what he

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talks about; it's a very interesting book. He's also got a podcast which I'm starting to listen to. In fact I think he has a number of podcasts. I'm just starting to listen to him on his podcasts but I've just finished the 10X book and found it very fascinating. I really like what he's done and he's got an interesting style about him, so he's one person I've been checking out lately.

Heather: Cool. I'm wondering if... I haven't heard about him, so thank you. That's a good little one for me to check out. I bet you've heard of this next one which I am checking out. I want to pre-frame this by saying to everybody that, at least for me, because maybe I'm just a crazy Gemini like you are, but I change often, so my resources and things that I'm learning quite quickly change after a few months, sometimes a year. So right now I'm totally into Gary Vaynerchuk.

Andrew: Got him on my list here.

Heather: I knew you would. You know why? Gary is... I remember I first came across him. I think it was in Twitter Power which was a book which was written by a guy name Joel Comm, which got me started on Twitter back in 2009, something like that.

Andrew: Came out in 2009, yes.

Heather: I read that book as soon as it came out. That's when I started getting into Twitter and he talked about this guy, Gary Vaynerchuk, who had this thing called "Wine Library TV" and that's how I first heard of Gary. Then Gary sold that company. He basically made drinking wine or reviewing wine for the normal person. Now he's all about GaryVee at #AskGaryVee and we'll go into some of those podcasts in a second.

I'm learning from him and here's why. He has a very sort of common sense, "non-hypey" approach to online marketing and social media whereas everybody's like "oh you should be doing this" he's just very common sense about it and he likes to chuck in a few swear words as well and he's like -- Well is it working? Don't use it then. Why are you using it? Or improve yourself on it. Kinda like that whole 10X concept. So Gary Vee is one of my people right now I'm checking out.

Andrew: He had a great book -- Right, right...

Heather: Jab jab...

Andrew: "Jab Jab Jab Right Hook" and then his latest book... what's his latest book that's just come out?

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Heather: "#AskGaryVee"

Andrew: It is "#AskGaryVee." Yeah right. Yes, he's all over the place right now and love him, love his attitude.

Heather: It's good. OK, who else?

Andrew: I'm going to say... I've said this one a bunch of times and we talk about Ryan Deiss a lot but Digital Marketer as a business has grown and evolved a lot. But you know who I do want to give a shout out to and I'm learning a lot from, is the team behind Ryan. There's people that run a lot of his weekly trainings, his other webinars and that sort of stuff. These are the guys which I think are just really on to it because they're the one in the trenches learning what's happening right now. So people like Russ Henneberry, Richard Lynn, Molly Pittman, Roland Frasier, all those guys are just giving a lot of great content out there and I love listening to their stuff because they've always got stuff that's on the mark. Of course Ryan's still there and running it and overseeing it but these guys I think are in the trenches and I finding really good stuff that they're coming up with.

Heather: You brought up a really good point actually, where there's a good brand also the team is just as vital and if not sometimes more talented. Obviously that's a big part of growing a business, you always want to try and find people that are more talented than you in certain areas. Cool. Like that.

Alright, so who else. Let's talk about Russell Brunson from my perspective. He's the Founder/CEO of ClickFunnels, which is a software. I'm listening to him because much like Gary Vee, he's not in your face like Gary in that way, but he's very chilled out, he's a family man and he's very just, real. He talks about business hardships, about burnout, about all sorts of things that are very, very real. So you're not only hearing about marketing tips but you're also definitely hearing about the man and what it's like to grow a business, have a family, multitask, in this crazy world that we live in.

Andrew: Yes. He's very good; he's very sweet. He's been around a long time as well in this space which is good because I think it needs that. We see a lot of people coming in and one hit wonders sort of thing and then they disappear. I think the people that have been around the longest obviously tend to have a lot more grounding and they're not that flyby cheap guru-looking sort of person. I think that's what's going to stand out coming up.

Heather: Yes. Totally agree. Be real people. Alright. Do you have any more?

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Andrew: I got one more I want to share who I'm finding I'm really getting into his stuff although it's a little on the techie side for most people or a lot of people. That's a guy called Rand Fishkin. He created Moz, the Moz blog. Moz is very deep into what's going on in the web, analytics, the state of all the stuff that's going on. This guy here, very well connected sort of person, very, very smart. He does a blog every week he calls it the "Whiteboard Fridays" and he sits in front of his whiteboard and he explains stuff -- how links are going or what's happening with Google or how things need to work. If you're into that sort of stuff he's very, very clever guy and finger on the pulse big time.

Heather: Alright well speaking of clever guys and thanks for the intro to him, there is another guy that I'm following right now called Noah Kagan from the blog OKDork.com. Have you heard of him?

Andrew: Yes. Noah Kagan.

Heather: I like him because he's very very generous with his information. He's definitely a little bit more advanced which I am appreciating very much. As far as Gary Vaynerchuk and some of these guys, I'm learning things about more business and mindset and kind of how to behave, whereas this guy's more teaching me some of the deeper level stuff, actually the how to's and more of the tech side in marketing thinking. So there you go. There's more but I think we'll reserve them for some of the other platforms we're going to talk about.

Andrew: OK good. Let's move on.

Heather: So which one do we want to cover next? How about books?

Andrew: Books, we can do books, we can do books, yes.

Heather: Are you reading books Andrew?

Andrew: Yes, I am reading books actually, Heather, and one of the books that I am reading is all about cleaning. How to keep your place, your space, your room clean.

Heather: Riveting.

Andrew: Well you know what I think so too.

Heather: No... Fill me in.

Andrew: I'm going to put the link in the show notes. This is book is from a Japanese

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lady who -- she shows people and consults to people on how to keep clean and she's sold out six months in advance; she cannot fit more people in. But what it's all about it's not just cleaning but it's a mindset about why you're not cleaning your place and why you're not cleaning your space. I am sitting here right now in front of a beautifully clean polished desk, have not had this for six months and it feels great. I've got a little pot plant on my desk; I've got everything cleaned up and I'm feeling good; I'm feeling I can get a lot of things done. Sounds funny but that's what I'm reading right now, I just finished the 10X book as I said, so I just picked this one up and I thought "wow this is fascinating." I'm really enjoying it, crazily enough.

Heather: That's cool. Totally interesting.

Andrew: Something different and as I said I'll put the links in here but it's really, really different. What about you, what are you reading?

Heather: I have them on my desk, literally next to me. So the first thing I'm going to say that I've read literally in the last 24 hours is something that sits on my desk all the time and its called "Power Words" by John Carlton and it's not necessarily a book per se but what it is is it's just a brochure, a printed out brochure of all these random words, copyrighting words. Why I used it is because I was writing copy and it's better for me than a thesaurus. Because you don't know what you don't know, or get in that mind funk when you're like -- aw, I just want to have a funky word -- but you can't even go to the thesaurus to type it in because you can't even think of a word.

Andrew: Yes.

Heather: So, literally it's just words and words of coolness that you can get inspiration from for copy. So that's one of my stationary sort of book, brochure things that I have.

Andrew: Aha.

Heather: What else. Are you reading anything else?

Andrew: Yeah yeah, I've got one other one that I have been and I use this every day like your word book but it's called "The Miracle Morning."

Heather: OK.

Andrew: "The Miracle Morning" and it's by a guy called Hal Elrod. It's basically a bit of a step by step what you need to do in the morning when you get up before 8 AM. Just do a couple of little things like -- bit of meditation, a bit of journal

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writing, a bit visualization, a bit of silence, breathing sort of thing. He says if you do this every day, all of a sudden your world changes. I know people that have already done this and have been doing it and just live it. People are getting up at 4:30, 5:00 in the morning, bouncing out of bed, so excited about their day, because they're getting so much done before even everyone else has woken up. They have a brand new life almost, which is phenomenal. I highly recommend "The Miracle Morning" by Hal Elrod.

Heather: Cool, OK. I wish I had something that was more exciting so here's my next one, that I've just started diving into. It's more of a journal than a book but I'll still talk about it anyway. It's called "The Freedom Journal" by John Lee Dumas and it's accomplish your goal in 100 days. He did a crowdfunding campaign recently and killed it. I don't even know how much money he raised, like half a million dollars or something.

Andrew: So you've got this book?

Heather: I did, I ended up getting it.

Andrew: You never told me that.

Heather: Well that's why I'm having this podcast.

Andrew: What do you think of it? Obviously you're talking about it. How good is it.

Heather: I'm pretty impressed by what he's put together. First of all it's all gold leaf and all that sort of stuff, looks pretty good. Have you seen a copy yet?

Andrew: Yes, I've seen what it looks like because he asked me to actually help him to promote it.

Heather: Ah, love it. Yes. You know why I did it? I did it as an exercise to see, I just was trying to learn about crowdfunding so that's why I actually became one of the funders. But the book itself is really good. It's basically literally written day by day for 100 days on how to actually achieve a goal. He has an app that comes with it, a private Facebook group. It's good. I'm a big believer from coming from the personal development industry, I hear the word "manifesting" for me means hard work, hustle and taking steps, whereas a lot of people, they get very jaded because they're thinking, "oh I'm vibrating at the right level" and... I think all that's important but that's why I like this journal because it's very much about clarity focus and every day taking baby steps toward something.

Andrew: To me the word "manifesting" means "I'm going to shirk my responsibilities

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and I'm going to sit there and hope." I only say that --

Heather: I'm glad you are.

Andrew: -- I don't want to be bitchy but... You know what, I guess you and I both come from that whole customer development space.

Heather: Yes.

Andrew: We've seen and we know people that will come out and say -- oh, I'm manifesting this, this, this and this -- and at the end of the day it's a crock of shit because they're not really doing it; they're using the words to disguise their lack of actual effort. I think what I like about "Miracle Morning" and what I like about John Lee Dumas's Journal is that it's not just hope and giggles. It's based on stuff that you still have to do. Right. You still have to do things. In "Miracle Morning" you still have to do things.

Heather: Totally.

Andrew: -- You can't just manifest it. A lot of people take the word "manifesting" and think "I'm going to sit here cross-legged and look up in the sky and I'm going to think about something that's going to happen" -- that's "manifesting." To me that's just like -- oh really? Really? So I get jaded with that word to be honest with you.

Heather: Well I was trying to say it in kind of probably a nicer way but I totally agree with what exactly you said. I'm glad that you said that. I think you'll notice, guys, from the stuff we're sharing with you, there's already a theme playing through here, which is -- everything we're sharing with you is actually "doing." It's work, doing; putting things together, it's connecting with people that have been there done that.

Andrew: I don't want people to think I'm dissing on manifesting because I believe the concept, I totally believe the concept. Just that word; you know some words just grate on you. If you called it another word that has the same meaning then that's great. Just, that word is being flung around too easily for too long, in my world, in your space as well.

Heather: Yes. That's why I bought it up. I opened a can of worms. I love it. What else. Are you reading any other books.

Andrew: No, I'm not at the minute. I've got others on my list, I just haven't got there yet.

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Heather: The other one that is sitting next to me right now that I'm still flipping through is... I'm back to the guy was saying I'm learning from right now, Russell Brunson. His book "DotComSecrets." It's like a bible of funnels, that's all it is. You read it, you're learning about funnels, which I already know a great deal about but here's why I like it and use it, is you flick back through it and he has scripts and diagrams and stuff. So it's one of those things like "Power Words" that sits next to me where I'm like "oh what was that again, can I get an idea from this," and I just go and revisit it. There's more; there's plenty more on my Kindle. But those are the ones I'm staring at right now, so I thought that's the most important to talk about.

Andrew: Yes.

Heather: So, OK. Are you ready to move on to the next one?

Andrew: Yeah, let's go.

Heather: Podcasts.

Andrew: I've got 4 that I'm going to talk about.

Heather: OK, which one first?

Andrew: The first one is called "Missing Link." It's basically a podcast predominantly about LinkedIn. This is a Rainmaker podcast, so it's put out by the guys at Rainmaker. There's two guys -- a guy and a girl -- who do the podcast and they just talk about LinkedIn stuff and things that you should do and shouldn't do and they're keeping up to date with the changes that have happened with LinkedIn. The reason that I keep on their podcast is because - - and I can't remember how I did this -- but they have an SMS that comes out to me every time there's a new episode and when it comes out I don't listen to it straight away, I don't click on the link but it reminds me that they're there. Otherwise I would forget. Of course I've subscribed to it so it pops up in my iTunes feed anyway. But it just reminds me that they've got another podcast and they'll often say what the topic is and if it's something really interesting I'll say "you know what, I'm going to make sure I listen to that today." So, Missing Link, they've got a great group on LinkedIn of course. It's interactive so people can jump in and talk about the podcast and the show itself. I like that one for that reason.

Heather: Very nice. So I am willing to bet that you also listen to, maybe, the AskGaryVee show?

Andrew: I do, but I have not got that on my list.

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Heather: OK well I do. I change my podcasts quite often. I kind of do a binge and I listen to a few episodes and then I'll jump on to another one and then check that one out; maybe jump back couple months later to the other one before. So I'm listening to 3 and that's one of them right now, is the AskGaryVee show. I don't listen to all of them because I don't have time but I just will go in there and listen to the latest one when I have a moment.

Andrew: Yes.

Heather: What else.

Andrew: I spoke about this last week, it's Serial, podcast Serial. Which is the most downloaded podcast in the world I believe. It just finished season 2, so that wraps up that topic. But Serial the podcast is one story told one piece at a time every week. It's based on a real story, these guys really dig in. They're like reporters on a cold case, or a case that's happening. They'll go and interview everybody they can and they'll go and reconstruct the crime scene or whatever it may be. Just a different take on the usual me learning, learning, learning stuff on these podcasts. Sometimes it's good to take a break and just listen to stuff without having to learn it, just listen. I really enjoyed that time just listening to that podcast.

Heather: Love it. Alright I'm a nerd, clearly, because I'm going to talk about one I learn from and it's called... It's almost like do I talk about this because I don't know if they're going to continue on with it. But I will because I think these 4 episodes they put out are like gold.

Andrew: Which one?

Heather: It's called "Sales for Profit" and it's a podcast that is, there's two hosts on it, similar to how we operate. Greg Cassar and John Dwyer. So these are two Aussies and Greg Cassar... I remember having a call with him back four years ago when I was in Hawaii with my sisters and he was mentoring you and I about Facebook Ads, like back in the day.

Andrew: Yes.

Heather: He has a company called The Collective which is pretty good; they do internet marketing as well. John Dwyer is sort of a champion here in Australia, working with the big corporates with advertising and copy. So the two of them basically put out four episodes so far, last updated in March 2016. I thought they were incredible. So boys, if you're listening and you do get this shout out that we're giving you from Twitter -- continue on please.

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Andrew: I'll go and check it out, good one. "Sales for Profit" right?

Heather: "Sales For Profit" and just the four episodes they put out are gold for every business owner. Four episodes. You will listen to these and you will totally think differently about your business. Trust me.

Andrew: Good, good, good.

Heather: Alright what else?

Andrew: My other one is -- I've got a couple of others -- but one of them is called Perpetual Traffic and this is put out, it's actually by a digital marketer but there's a couple of people on there that -- it's not Ryan Deiss, it's Molly Pittman and a couple of other people on there -- but they basically go through all sorts of... It's a bit more higher level online marketing stuff but it's very cool, very interesting what they go through, very analytical. And as part of the nerd process that I'm going through that's exactly what it is. So, Perpetual Traffic by Digital Marketer.

Heather: OK, so I have another one that I just started checking out called Youpreneur.fm which is with Chris Ducker. I like his rebrand; I think it's a rebrand. He used to do an outsourcing agency; I think he still does in the Philippines. But his new brand Youpreneur -- catchy, good little name to it. So I started listening to that. Have you heard his yet?

Andrew: I know Chris Ducker; I haven't heard that. He wrote a book called "Youpreneur" as well I believe.

Heather: Yes, it's sort of his whole brand right now. It's pretty groovy for entrepreneurs. He does interviews interesting people and yes, Gary Vaynerchuk was one of them and that's what got me on to it. I somehow saw Gary talking about it or one of those things and I was lured in. I have two more that I want to talk about.

Andrew: I got one more.

Heather: You go.

Andrew: Social Media Marketing podcast by Michael Stelzner, I always find interesting. He does interviews with people. He doesn't be the expert per se, it's usually an interview with a guest on some sort of topic. Every Friday I think it's released. I always find some valuable stuff in those. That the podcast also that I like, the little tools that they discover during the week too. So that's

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been a great little podcast for me too over the last couple of years.

Heather: Is it the Social Media Examiner show? Is that the one?

Andrew: Yes, yes.

Heather: Got it, from the blog. Cool, I was just making sure. I haven't listened to those guys in a while. Andrew, you're screwing me over because now I'm suddenly thinking great I have to add some more podcasts into my mix.

Andrew: Do you know my biggest problem with listening to podcasts is? I don't drive very much any more. I don't drive very far.

Heather: That's my problem.

Andrew: You know in the old days when I used to drive or on a plane and I'm traveling. I've got places to listen to podcasts but I just don't have... It's an excuse I could go and do the dishes and I have been lately. But still, I've got little kids; they want to talk to me every 5 seconds. I've got to stop my podcast, stop, start, stop, start. When I'm driving I love it; when I'm traveling I love it. I wish I could drive... Maybe I'm just going to go driving, just driving to listen to podcasts.

Heather: Well I have to go into the city today for an appointment on the bus and I always get excited because I'm like cool I can listen to podcasts.

Andrew: Just so people know if you're ever going to the city of Sydney, apart from costing a \$100 a minute to park your car, it's a lot easier to get a bus in there than it is to drive. FYI.

Heather: Totally, as you know.

Now one of the other ones... I just kind of came back into my swing. I listened to it a while ago, it's coming back in, is "The Smart Passive Income" podcast with Pat Flynn. That's another one I've just started looking at. Then, I know that's it for yours, so I'm going to jump in with my last one because I think it's a good segue.

Gosh, I'm definitely in trends. I definitely listen to people binge crazy and this other guy I've talked about already, Russell Brunson, so I listen to his podcast. This is why I'm bringing him up. Because I actually think it's an idea for a lot of us business owners. He does two types of podcasts. He does one that's on iTunes that I listen to called "Marketing In Your Car." He basically records his podcasts while he's driving to his office in his car; it's about 10

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minutes long. Everything from stories about wrestling because he's an ex-wrestler to his family to business and running click funnels. This is the segue - He also does another show and because he's busy and he creates content in a way that makes sense for him, his other show is a Periscope show and it's called "The Marketing Quickie" show. It's literally delivered on Periscope. I have Periscope and I have push notifications and whenever I'm able to, he'll do a quick 5 minute Marketing Quickie show on Periscope and I'll jump in to watch that.

Andrew: Yes. I started doing something like that and I just ran out of time. I will get back to it I promise.

Heather: It would, Andrew it would make a lot of sense for you because you're good at that Periscope thing and I know you've been a fan from day one.

Andrew: I will, I will. I think when a few things have settled down I'm going to jump back into that little thing and do some more of that, but it's coming, it's coming. Stay tuned.

Heather: Love it. OK, so what have we covered? We've covered books, we've covered podcasts, we've covered...

Andrew: I think we're almost to the top of the half hour because we've covered people, podcasts and we've covered books. I don't think we have time to go into other stuff because that could open up another can of worms and we could just be here for another hour.

Heather: We'll do an App episode later.

Andrew: Yes, I think so.

Heather: Is there any other person or resource that you haven't mentioned where you just feel like you need to mention them?

Andrew: No I think I've covered them because I wrote them all down before at the start. No, how about you?

Heather: No that's it. To be really honest I'm staring at my phone; I'm staring at the books on my desk; those are the things that personally I am listening to, using or consuming right now. I know that will change in another month. So for right now that's a good snapshot.

Andrew: That's the cool thing is, it'll change and as you go and sometimes you'll catch up to the content they've delivered. So it's one of those things like Serial, I

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won't listen to Serial now for another probably 3 or 4 months because they're not going to produce another episode. So I'm done with that one, done. I'm done. So now I've got some more space to open up for something else, so yeah.

Heather: Cool, well guys, I hope you got a little bit of insight into our twisted brains, especially now that you know our stance on manifesting. Hopefully we didn't offend too many of your guys with those comments.

Andrew: You know what if you've got a podcast that you want to recommend or a book or anything like that, please put them in the comments below because we'd love to hear those. Put them in there and we'd love to be able to check out more different podcasts. It's often usually word of mouth and people's referrals that finds us those podcasts.

Heather: Yes, exactly, love it and thanks for all of you that comment. Thanks for all of you that respond to our emails because if you do want to get reminders of emails, you can sign up at autopilotyourbusiness.com. We send out emails to everybody when we have a new podcast that comes out. So sign up if you don't ever want to miss a beat, if you don't have your push notifications turned on on your iTunes on your phone. But thanks to all you that respond and let us know what you think; we get those emails so hit reply when we send them out and let us know. Leave a review and we love love love hearing from you guys. It means a lot to us.

Andrew: Yes. Right H, thank you very much, that was good.

Heather: Thank you.

Andrew: Love to see you all again on the next episode. See you later.

Heather: Bye guys.

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