



ID FUTURE STARS - 01:35

I was taught my. My dog rings the bell when he has to go pee. And normally he doesn't do it that often. I'm like, okay, so. So I did it. Oh, my God. He peed for like 10 minutes. I'm like, it's a good thing I did that because he'd have been ringing like crazy because he's trained. He rings the bell when he wants water. He rings the bell and he needs to go out.



rick singer - 01:53

Moose has got going on, huh?



ID FUTURE STARS - 01:55

Oh, yeah. This dog. I. Sometimes my kids just do the tricks in front of people. Oh, my God. And everybody start crowding around and clapping and stuff. I'm like, oh, my God. Like, if you need attention, get a dog.



rick singer - 02:08

There you go. That's true. You can get. You get more ladies than you've ever before.



ID FUTURE STARS - 02:14

Yeah. And mooses are one of those dogs that attracts them. So it's like so easy for him.



rick singer - 02:19

Yeah.



ID FUTURE STARS - 02:20

Just walk down the street and get all the attention he wants. Anytime he wants it, he loves it. He loves people.



rick singer - 02:27

That's awesome.



ID FUTURE STARS - 02:28

But he won't jump on them. He's training all that. But sometimes they'll, you know, entice him with a treat and he'll. I mean, I tell them, I said, if you do that got in your hand, because I don't let them feed. Obviously I'll give them a treat to give him. Right?



rick singer - 02:43

Sure.



ID FUTURE STARS - 02:43

I don't know let anybody feed my dog that I don't know. But I would give the treat to him. And I'll say, now, you gotta understand, if you. If you don't do the right thing, he. He will jump on you because he's used to, you know, most people, and he won't hurt you, but he's just gonna. He's gonna put his paw. You know, some people are skittish with dogs.



rick singer - 03:01

Sure.



ID FUTURE STARS - 03:02

You know, I had a lady. I don't like dogs, but your dog looks so cute. Can I just please pet him? But I don't know how. I said, moose, down. Moose went down. I said, down, right? And he put his head down and just went real silent. And I said, go behind him. But then come from the. You don't ever approach dog from behind. It'll never type them. Everybody wants to pet him on the head. No, don't ever pet him on the head.



rick singer - 03:26

So.



ID FUTURE STARS - 03:27

So anyway, I know Moose just went, oh, he loved her to death. She started crying. She goes, I thought I'd never be able to pet a dog before I died. Now I want a dog. I said, well, you're gonna have trained. You can't just get any dog now. They're not gonna all be like that, by the way. There's no bad. There's no bad dogs. There's only bad owners. Okay.



rick singer - 03:46

Yes. Yes. Good way to look at it, period.



ID FUTURE STARS - 03:49

Well, that's a true story. Any dog trainer or anybody that has a dog that really understands how to take care of them and be obedient. No, I'll tell you that there's no bad dog. It's the owner. Right. They don't get past. I can't remember, like I think the fourth grade or something. Like they're not very old. He'll never get past that mental of a six or seven year old. Right.



rick singer - 04:13

Is Bailey coming on this call?



ID FUTURE STARS - 04:16

Yeah, I just texted her. I haven't heard anything yet. They had a. They were running in between an event for their kids, so they wanted to make sure they had enough time. So they might have got stuck or something.



rick singer - 04:27

So there's a lot of traffic there.



ID FUTURE STARS - 04:30

Yeah, exactly. So they just wanted to push it a little bit. Field trip. Joshua had a field trip until 5:45. So they might have been running late. Yeah, we'll give them that and get settled. Just trying to build a little discipline in the beta. She thinks she can just meet with me anytime. The kind of time I can't put that time into. Time that damn. I put more. I put more into getting tanked. And she'll ever do. I think that thing was ever going to end anyway. That's just a smidgen of it. But she's like all of a sudden, can we meet? I'm like, no, babe, I can't just stop everything I'm doing right. You want to meet up? Call. I said no. I got meetings and I pushed this out an hour to push a lot of around, so. No, no.



rick singer - 05:17

Yeah. No.



ID FUTURE STARS - 05:18

I just give a little discipline. But I mean she's got a lot of stuff going on, so I just. I. Drabs.



rick singer - 05:27

But she. She. She probably needs to go to the wizard and get a little confidence.



ID FUTURE STARS - 05:33

She's just. She's. She's. She's. She's young and so her. She's. She's chasing shoddy objects still.



rick singer - 05:39

Yeah, yeah, she's.



ID FUTURE STARS - 05:42

What she's doing. She just gotta. She just gets a little sidetracked about things she shouldn't worry about, especially her picture on the website like that. I'm like, really? You want to be on the front page? I could put you on the whole damn page. I just spat your face all over the whole Thing. What do you want me to do? I can make it. I can make it a tribute to you if you want. If that'll bring you whatever I need for you to do, then what do you want? Yes, that's simple. What else you want? I always say, just tell me what you need to be success. What you need for me and I'll get it for you. I'll. I'll uncover a mountain to find it for you. But you got to tell me.



rick singer - 06:23

Yeah, exactly.



ID FUTURE STARS - 06:24

Give me a hint. I just need the numbers confirmed. That's what I need from her most. I've already told her that.



rick singer - 06:39

Yeah, I got to get this thing solid before somebody else takes the space.



ID FUTURE STARS - 06:46

I'm compiling numbers from multiple sources to get one number, but I need hers to complete it so then I can look at the pricing because it's really just about that pro forma where you saw it.



Joshua Huang - 07:00

Right.



ID FUTURE STARS - 07:01

I don't think it's going to take nowhere near that much. But I want to put the kitchen sink in and I know what the threshold is for break even. That's what I was really doing that for. To see what does it take to break even. And if you do it. No, but the thing is. Yeah, you're right. But you just got to realize your threshold for how many students. Otherwise you're going to have to charge more. And I don't want to get into that because charging to if we can, if we get the right number of students coming out of the gate with the right volume, then the, you know, it's worth Everybody's time. It's six to \$10 million plus. So it's worth everybody's time even to selling it at 20 to 30 if the volume's there.



ID FUTURE STARS - 07:42

But I got to get that committed because then you get a huge compounding interest in the scale there with you get to, you know, serve it to three times as many people. So I mean, yeah, I'd be all over that. I mean, I'm all over it because I think one it's repeatable and scalable to gives us even if half of them don't sign up. We've got access to families that are at least looking at us now.



rick singer - 08:10

Yeah, they heard of us. Exactly. Yeah.



ID FUTURE STARS - 08:18

That's where we're. That's some of the marketing stuff we're doing. Some of the creative stuff is now more about reaching out to these groups and meeting with them face to face or doing it virtually in this case face to face. Because the country the next few weeks. But yeah, planting those seeds and then letting them go off like this investment group. He's meeting with them on Thursday, tomorrow. I was supposed to, but obviously I'm not there yet. So he's meeting with them ahead of time, that I'll meet with them next week. So I already know kind of what's going on. So that's a similar group, the one, the investment bankers in China. Oh, it's only five after. I keep thinking that it's like 20 after.



ID FUTURE STARS - 09:06

So once I've got that in motion, then I can, you know, just make sure that we drive it and those people actually commit and sign up and all that. But that's a whole. That's at least it'll be now. Judges are fighting with each other.



rick singer - 09:39

Yeah. You can go pick your judge and say, I want you to make a decision on something there. She needs to be like, yes.



ID FUTURE STARS - 09:55

They all need to have their. I always said that the. They should have their domain of expertise and they should rule in that area and come together for consensus at the end, but already have everything kind of locked in. And then they're just ruling on an opinion, not ruling on doing their own investigation and meeting for countless. Whatever. Because they're all educated on a lot of this stuff anyway. They're just, you know, they're forming their opinion that they're. They're forming data to form an opinion. And hell, who can't do that today's technology and other things without having to sit in a room months at a time and years. Look how many cases are backed up on the docket right now. Oh, yeah, I can't even.



rick singer - 10:33

I know.



ID FUTURE STARS - 10:34

They need to compartmentalize things more.



rick singer - 10:38

Well, they keep throwing stuff, keeps everything, you know, nobody wants to make a decision. So just throw it at the judges. Just keep throwing it at the judges.



ID FUTURE STARS - 10:49

Working the system. You're not letting the process work. Everybody trying to change, but it's just like this. Everything. Everybody interprets the law the way they want and applies it. And until that is, somehow loopholes are changing the justice system, which I don't see that happen anytime soon.



rick singer - 11:14

No, there isn't.



ID FUTURE STARS - 11:16

I just think our country right now shifts with the winds. Every administration shifts now, like opinion. Everything shifts now with everything is so tied to politics, it's so wrapped up in. We have literally become the industrialized machine of fintech. We're just moving money around and what's happening is. And people don't realize this is. But the people that have some knowledge and intelligence around technology and AI and how to use it, they're the ones that are going to excel and push out beyond the masses of people that don't. And that's where we're going to see what people are calling recession type stuff happening. I think we're going to see it in those sectors where those people can't catch up and there are fewer people doing more work. So in other words, the educated people are going to be

managing and supervising.



ID FUTURE STARS - 12:26

I know it sounds crazy, AI agents versus physical human beings. And I just heard three guys talk about it. Reed Hoffman was one of them the other day. I'm like, damn, it sounds like I'm talking to me. Because everybody understands this. That's where it's going.



rick singer - 12:39

And yeah, but I back to what you made a very astute comment when were talking earlier about. AI will never be able to include the emotion.



ID FUTURE STARS - 12:53

No. Or the creative side to a certain level because you can always tell video that's AI. I mean, I don't care how good the technology gets. It's just there's going to be a non human element to that for some time until, well, quantum computing or something could change that whole dynamic because it could change the whole speed of light theory and a bunch of other that we don't understand. So anyway, long story short, that's a whole different thing. But what I'm saying is it's all going there. So you have to look at that holistically. Right? You can't just look at the vacuum and say it's just AI. No, you gotta look at technology as a whole. We're solving problems with our health. People are going to live longer. What are we going to do with the resources?



ID FUTURE STARS - 13:32

Because we got more people on this planet and we got, we're going to have more people that don't have the skill sets to survive on this planet. And by the way, Melinda Gates said this in an interview one time. She says it all the time. She said, you know what? I learned this. It took me a long time. Not everybody's cut out for this world. And I know that sounds harsh, but it's actually the reality of life. Not everybody's cut out for this world. Not everybody's cut out naked. Not everybody's cut out to be in society participating and doing it. Not everybody can. A lot can't. They just, they can. And that's what leads to all these problems called mental illness. It's really a fact that they just can't get out of their life situation. They've got debt, they got bills. Right.



ID FUTURE STARS - 14:18

They can't pay for them. They got, then they had kids because everybody said you should have kids.



rick singer - 14:24

Yeah. They're gonna do an exclusive interview with Elon Oneon one on Fox right now, today. Or I guess he's doing it.



ID FUTURE STARS - 14:39

Oh, yeah. All right. Bailey said that she's joining. I'm just wondering if the parents are with her because I'm just. They're not on here yet, but she might be waiting on them. I'll find out when she joins.



rick singer - 14:50

Okay. Right there. She just joined.



ID FUTURE STARS - 15:01

Yeah, I think she's on the phone. She might be talking to him.



rick singer - 15:04

Hello?



Bailey Li - 15:05

Chris.



ID FUTURE STARS - 15:05

Hello, how are you?



Bailey Li - 15:07

Yeah, I'm doing well. So are we done with Josh?



ID FUTURE STARS - 15:11

No, he's not.



Bailey Li - 15:15

Oh, he hasn't logged in yet?



ID FUTURE STARS - 15:18

No, not yet. No, I'm still waiting.



Bailey Li - 15:20

Okay, let me follow up. One sec.



ID FUTURE STARS - 15:22

Yeah, and no rush. I know they were running after a field.



Bailey Li - 15:26

Okay.



ID FUTURE STARS - 15:27

You know we can accommodate. I have a hard stop at 10 though. I have to go actually I need to go at 9:50. Are you off to 650? Well, I got another call and I gotta get in between there. I gotta at least grab a, a protein shake or something.



rick singer - 15:47

Okay.



ID FUTURE STARS - 15:48

I ate earlier and it's not. I'm on a fasting cycle, Asian time. And if that's. That's 16 hours. That's what I try to do every day. And anyway when it check my sleep cycle changes and it throws, it throws what I eat. So I ate breakfast today at 4:00.



rick singer - 16:10

Got it. Why don't you. I used to. Because I gone all the time. I would just when I got there automatically just get on their time zone for the first day. So like I go india at midnight.



ID FUTURE STARS - 16:27

Yeah.



rick singer - 16:27

They take me to my house, get there at 6 and wake up at 6, have the car pick me up at 6 and go work out. Like now I'm back on my time, their time.



ID FUTURE STARS - 16:37

Well, what I do is slightly different. I've done this so many times. Like I've wanted because I used to do trips where I only went for four or five days in Malaysia. It's a long way to go for four or five days and trying to come back from la. But I used to do it a lot. So what I would do is I would time it to when am I landing, what time am I landing? And so that I. The week before I get myself on a cycle where whatever time that is the time I'm going to be accustomed to. So for this case, I land at 5 o'clock in the morning. So when I land there at 5:00 in the morning, it's going to feel like 5:00 in the morning to me.



ID FUTURE STARS - 17:09

And I'm going to be totally ready to go because I'm already tuned into when I get there. Even if I have a delay or two still it's going to be, you know, a few hours off. It's not going to be because I'm losing the whole day. Right. So I found out that works for me Now I used to do all what you're talking about but sometimes I didn't have a time to do it right. 4 hour 4 days is not a time to get. Because you know what happened the first time I did that way you're talking about I was there and good for two days. Then all of a sudden the third day I crashed and hard. I usually don't crash. I don't take naps. I'm not a nap person. The other day I'm not that guy and not there's anything wrong with.



ID FUTURE STARS - 17:50

I'm tired. Obviously I will but that's rare. Yeah, I mean that's what I'm doing now. And it works because when I get there I will just as if I'm. I'm just in a different place but I'm on the same time. She just dropped. She's probably get a hold of. So yeah, it works for me. It seems to anyway. But especially since I'm going for this long, I'm not really worried about it. Three or four weeks because that's plenty of time to get into anything. Some people don't even. Don't even do anything. They just bounce between them.



rick singer - 18:33

Yeah, I just. I just get there and go.



ID FUTURE STARS - 18:37

I mean I can do it. Don't bother me. I just prefer to do it this way because now that I know what's optimal for me and it's just changing the week before I go. That's simple, right? No, that's just.



rick singer - 19:55

There's Josh.



Joshua Huang - 19:59

Sorry, I had to.



rick singer - 20:01

Josh, how are you?



Joshua Huang - 20:03

Hello, can you hear me?



rick singer - 20:06

We can hear you fine. We just need to get your video on.



Joshua Huang - 20:09

Yep. I have to turn on the camera. Sorry.



rick singer - 20:12

That's okay. You like to be called Joshua or Josh?



ID FUTURE STARS - 20:26

There we go. There we go.



rick singer - 20:29

So. So Joshua, do you like to be called Josh or Joshua?



Joshua Huang - 20:33

Either is fine.



rick singer - 20:35

Okay. What do they call you in school?



Joshua Huang - 20:38

Both.



Bailey Li - 20:39

Okay.



rick singer - 20:40

Okay. Kind of feel field trip you coming from?



Joshua Huang - 20:45

So we. My school visited a ranch and it was pretty far. It was like an hour drive. They like focus.



rick singer - 20:57

Did you go our drive south or did you go north?



Joshua Huang - 21:01

I'm not sure. I.



rick singer - 21:05

Were you in.



Joshua Huang - 21:07

Excuse me?



rick singer - 21:08

What town did you go to?



Joshua Huang - 21:10

I'm not sure.



rick singer - 21:12

Okay, you probably went south.



Joshua Huang - 21:16

Yeah. Okay.



Bailey Li - 21:18

Okay.



rick singer - 21:19

So what'd you do at the ranch?



Joshua Huang - 21:22

We learned about their kind of farming system. They focused a lot about a sustainable like agricultural methods. They have, they only grow like, they only like raise like grass fed lambs, like sheep and cattles. Like overall the farm is like super sustainable. And were just learning about like kind of their way of doing their things.



rick singer - 21:57

Was it a huge farm or was it a medium sized farm?



Joshua Huang - 22:04

Oh, it was a pretty big farm. It was like 7,500 like acres.



rick singer - 22:10

Okay, so it was this, is this part of your immersion stuff or is this just a field trip based one of your classes?



Joshua Huang - 22:22

It is. I believe it's just one like a field trip based on my biochem classes.



rick singer - 22:29

Okay.



Bailey Li - 22:30

Okay.



rick singer - 22:31

So do you mind if I ask a bunch of questions?



Joshua Huang - 22:35

Oh, sure, go ahead.



rick singer - 22:37

Okay. Did you, did you go to Hellbrook since before you started high school?



Joshua Huang - 22:46

Yes, I started since fifth grade.



rick singer - 22:49

Okay, so you did fifth grade all the way through. Okay. So your class right now, how many are in your graduating class right now?



Joshua Huang - 23:01

My classmates are. What do you mean?



rick singer - 23:03

Yeah, how many? So when you graduate your class right now you're in a ninth grade class. How many are in class?



Joshua Huang - 23:12

I would say around 10 to 15.



rick singer - 23:18

So that's the total ninth grade. 10, 15 kids?



Joshua Huang - 23:23

Well, 10 to 15 kids from Hillbrook and then the rest are from other schools.



rick singer - 23:29

Okay, good. So how many are in that ninth grade class with you that'll graduate with you?



Joshua Huang - 23:36

I'd say at least 30.



Bailey Li - 23:39

Okay.



rick singer - 23:40

Okay. And I'll explain why I'm asking in just a little bit. So based on what I know about your area and your school is there, why you got to pick Hillbrook over like Los Gatos higher? You just wanted to go to a smaller school or you didn't go to Harker. Did you look at any say at Hillbrook?



Joshua Huang - 24:09

I did look at some other places but of like at the end I really liked the things Hillbrook focused on. They, they like unless unlike other schools, they do a lot. For example, things like sustainability like. Yeah, like it's like a super big like aspects of their education.



rick singer - 24:37

Have you guys, have you guys gone to the new sustainability school at Stanford? John and Ann DOR School of Sustainability at Stanford?



Joshua Huang - 24:49

I don't think so.



rick singer - 24:51

Okay. The reason why I ask it, John and Ann, I had their two daughters as clients and they Just stamped a billion dollars to open the sustainability school. So because your school is so climate crisis based, I figure you guys will spend a lot of time in Palo Alto going through. And some of their instructors teach you guys.



Joshua Huang - 25:20

Mm.



rick singer - 25:22

Because isn't that pretty much a. The biggest focus at your school is the climate and the sustainability of the crisis.



Joshua Huang - 25:31

They do focus a lot on climate, but it's not like purely on climate. It's also like everything else. Like for example, like the SDGs, the Sustainable Development Goals, which is like zero hunger, no poverty and like so it's more like grounded.



rick singer - 25:50

Are they doing anything for homeless in San Jose or by where you live?



Joshua Huang - 25:57

Oh, yeah, we actually do a lot of those things. We've been to a kind of like a food giveaway building near the City hall of San Jose. We've also. Yeah. Like a food bank pretty much. We've also like had volunteering works around food banks. So we've had a lot of exposure to that.



rick singer - 26:26

Has San Jose built any sustainable housing for the homeless?



Joshua Huang - 26:34

I believe there's a project going on that I didn't learn a lot about that yet, but I'm sure some other people in my school knows a lot more than I do because it's.



rick singer - 26:47

It's on your guys curriculum to learn going forward. I didn't know if you guys been there already.



Joshua Huang - 27:01

I'm not entirely sure.



rick singer - 27:03

Okay, so tell me what you do when you're at school. What do you do for fun?



Joshua Huang - 27:10

For fun? I like to play sports.



rick singer - 27:17

Excuse me, what do you play?



Joshua Huang - 27:20

I play basketball. I am playing volleyball right now. I've done cross country so far. So those are the three seasons.



rick singer - 27:32

Are you playing for your school or are you playing in the Asian leagues in the Bay Area?



Joshua Huang - 27:38

I am playing volleyball for school and basketball. You.



rick singer - 27:43

Do you play in the Asian leagues?



Joshua Huang - 27:46

No, I play AAU for club basketball.



rick singer - 27:52

Who's your. Who, who's your club team?



Joshua Huang - 27:55

Fierce basketball.



Bailey Li - 27:57

Okay.



rick singer - 27:58

Is that just Los Gatos Mostly.



Joshua Huang - 28:01

It's mostly around Santa Clara.



rick singer - 28:05

Okay.



Joshua Huang - 28:06

Yeah.



rick singer - 28:07

And do you, are you playing team at your school?



Joshua Huang - 28:12

Yes, I do.



Bailey Li - 28:13

Okay.



rick singer - 28:15

And how's volleyball going?



Joshua Huang - 28:17

It's pretty good. Most of the players are relatively new, so I mean it's not. It's super interesting. And you know, the coaches taught me a lot of things, a lot of techniques, correcting forms and everything. So it was pretty worth my time.



rick singer - 28:37

What do you play? You play setter? DS you play outside hitter? What are you?



Joshua Huang - 28:43

I'm mostly out. Outside hitter? Yeah.



Bailey Li - 28:45

Okay.



rick singer - 28:48

How, how big are you?



Joshua Huang - 28:53

I'm not sure. But I could be around, like, five, 11. Six foot. Six feet.

rick singer - 28:58



Is that what you are right now?



Joshua Huang - 29:00

I think so, yes.



rick singer - 29:02

Okay. You got good size. Good size for a ninth grader. How big is. How big is your mom and dad?



Joshua Huang - 29:09

My mom, I'm not entirely sure how tall my mom is, but my dad is, like, a little shorter than me, so I'd say 5, 10.



rick singer - 29:21

Okay.



Bailey Li - 29:22

Okay.



rick singer - 29:23

Do you have brothers and sisters?



Joshua Huang - 29:25

Yes.



rick singer - 29:27

How old are they? And are you the oldest?



Joshua Huang - 29:32

Yeah, I am the oldest. So I have four siblings. One's in eighth grade, one's in fifth grade, one is in fourth grade, and the last one is, like, pre jk.



Bailey Li - 29:48

Okay.



rick singer - 29:49

You got a busy household.



Joshua Huang - 29:51

Yeah.



rick singer - 29:53

Is your mom driving everybody everywhere?



Joshua Huang - 29:56

No, we have, like. We hire some, like, people to drive people like my siblings around. When my mom have to, like, do other things or when they're just too many things going around, my mom sends one and the driver sends the other.

Bailey Li - 30:13



Okay.



rick singer - 30:14

Because. Yeah. You got a lot of things going on at your house.



Joshua Huang - 30:17

Yeah, it's pretty busy.



rick singer - 30:19

Absolutely. Absolutely. So tell me how this school year has gone. How did the first semester go for you, and how is the second semester going? I know you guys are on a block schedule. So was your first semester block?



Joshua Huang - 30:37

I think overall it was pretty good. It's like a introduction to high school. The pacing definitely feels a lot more different than middle school, so I think it was kind of. Yeah, well, yeah, I. You could say that. It's also just generally a lot more work, I'd say.



rick singer - 31:06

What. What are your best. What's your best subject or best subjects?



Joshua Huang - 31:11

Oh, I'm pretty sure my best subjects are biochem. Wait. Yeah. Biochem, Spanish, and math, I believe, are the three.



rick singer - 31:27

So you're in math two?



Joshua Huang - 31:30

Yes.



rick singer - 31:31

And what do you. What are you guys studying in math 2? Or have you already done algebra 1 in geometry in middle school, or what are you in now?



Joshua Huang - 31:40

Yes, I've already done algebra and geometry in middle school. Right now we've done logarithm. We're currently studying trigonometry. Okay, and we've done. What else? Yeah, I think at the beginning of the year, it was kind of like just a tad bit of review over algebra. And then we did some geometry as well, and then we did some logarithms. And, yeah, currently we're doing trigonometry.



rick singer - 32:22

And it looks like you're a year ahead in Spanish, Is that right?



Joshua Huang - 32:30

I'm not sure. But you're.



rick singer - 32:32

You're in Spanish too, right?



Joshua Huang - 32:34

Yeah.



rick singer - 32:36

So based on your school, they start people in Spanish on, I'm sure because you grade. Oh, I see you already got ahead. So you're in Spanish too, already.



Joshua Huang - 32:48

Yeah.



Bailey Li - 32:49

Okay.



rick singer - 32:50

All right. Because your school has a, A framework that everybody kind of moves along much, doing the same stuff, except for Spanish and math. So let's say there's 30 kids in your class. If you looked at your class, how many kids are as strong as you or better than you.



Joshua Huang - 33:21

In terms of grades, academically?



rick singer - 33:25

Just overall, because. Because you're pretty much in the same classes with most everybody.



Joshua Huang - 33:34

I'm not sure, but same May.



ID FUTURE STARS - 33:46

Five.



Joshua Huang - 33:46

Or a little more than that.



rick singer - 33:49

Okay, and are these five kids that you went to Hellbrook with through fifth grade?



Joshua Huang - 33:59

No, I don't think so.



rick singer - 34:01

Okay, some of them came from other places and then they joined in high school?



Joshua Huang - 34:06

Yes.



Bailey Li - 34:07

Okay.



rick singer - 34:08

Okay, good. Okay, that's good to know. What do you normally do in the summertime?



Joshua Huang - 34:16

Summertime I do. It's mostly just summer programs and maybe here or there, like some sports camp.



rick singer - 34:30

And do you have plans for this summer already?



Joshua Huang - 34:36

Yes. So I am planning to join a pre college course for Brown University around July, and I signed up for one at Stanford. Pre college yet program.



rick singer - 34:58

So how many weeks are each one?



Joshua Huang - 35:03

I believe around four weeks for each one.



rick singer - 35:09

Okay, so you're gonna go to Brown and you're gonna go to Stanford?



Joshua Huang - 35:13

Yeah.



rick singer - 35:14

Have you visited a bunch of schools or what schools have you visited already?



Joshua Huang - 35:20

So I've visited. I've been to. Yeah, I've been to Stanford. I've gone to Duke. What else? I think that's pretty much it. So, yeah, I definitely feel like I need to visit more schools.



rick singer - 35:42

So. So when you went to Stanford, do you. Because obviously you live so close, it's so drivable. You do a formal visit to Stanford or did you just go and walk around the campus with family?



Joshua Huang - 36:01

Yeah, it was kind of like a walk around with the family. It wasn't like a formal thing.



rick singer - 36:05

Okay, and how about. Did you do a summer program there?



Joshua Huang - 36:09

Yeah, I did a summer program for two, three weeks there.



rick singer - 36:15

And what'd you think of it?



Joshua Huang - 36:17

I think it was a pretty good program. I did learn a lot about it. They have a nice campus and it's pretty, isn't it? Yeah, I think it's pretty good. Yeah, it's pretty nice campus.



rick singer - 36:28

It's pretty gothic.



Joshua Huang - 36:30

Yeah, they have a really big cathedral.



rick singer - 36:36

Absolutely. A little different than Stanford is, huh? Yeah, Stanford's campus is pretty large, isn't it?



Joshua Huang - 36:45

Yeah, the buildings are pretty scattered. And then there's just a lot of, like, just ground and feel like there's a lot of places for their students to just kind of walk around and, you know, take. Yeah, Just kind of to relax, you know.



rick singer - 37:03

It's the largest campus in America.



Joshua Huang - 37:06

That's. I didn't know that, but I can see why.



rick singer - 37:10

So you obviously have driven on the 210, right, the highway right by your house.



Joshua Huang - 37:18

Yes.



rick singer - 37:19

So on Stanford, so, you know Stanford's one side of the road, right? Stanford's actually on the other side of the road where there's nothing all the way. All the way to the other side of the mountain.



Joshua Huang - 37:35

Oh, wow.



rick singer - 37:38

That's how big it is.



Joshua Huang - 37:39

Yeah.



rick singer - 37:43

Right. You wouldn't even know that, would you?



Joshua Huang - 37:45

Yeah, I did not know that.



rick singer - 37:47

That's huge. It's a monster. So tell me, do you have some aspirations for what you want to be or any career stuff that you find interesting?



Joshua Huang - 38:05

Right now, it's not super concrete, but I, I, you can say I have, like, a few, like, majors that I might want to, like, study.



rick singer - 38:18

Okay, what would those be?



Joshua Huang - 38:22

So, one would be finance. I think finance is just, you know, it's important. Like, it doesn't really matter what job you have. Like, in the end, you have to, like, manage your own money.



rick singer - 38:35

That's brilliant. Brilliant. That's a great statement for you. Great statement. So you got finance. Anything else?



Joshua Huang - 38:45

I think engineering would be a pretty interesting one, too, just to, like, design your own thing. Like, for example, maybe like a product or just tool. I think it's good to exercise, like, critical thinking.



rick singer - 39:06

Okay, so what do your mom and dad do? Are they in either one of those fields?



Joshua Huang - 39:14

Well, my dad is in the architectural design field, so I think engineering has, like, a little part to do with it.



rick singer - 39:23

Yes.



Joshua Huang - 39:25

I'm not entirely sure what my mom studied, though.



Bailey Li - 39:29

Okay.



rick singer - 39:30

Did they study in the US or in China?



Joshua Huang - 39:35

England, which I don't know what college they went to.



Bailey Li - 39:40

Okay. Okay.



rick singer - 39:44

Awesome. So has anybody explained to you the process of getting into college?



Joshua Huang - 39:55

Not. No, not really.



rick singer - 39:57

Okay, do you mind if I take a moment to kind of give you how, since you're an athlete. Right. I'm going to teach you how the game of getting in the college is. Okay, sure. All right, so to go to all schools except the University of California system, exclude Berkeley, ucla, San Diego, all the UC schools, take them out of the mix. Okay.



Joshua Huang - 40:36

Okay.



rick singer - 40:37

I'm going to teach you what it takes to get into everybody else but the University of California. Okay. All right. So number one, that all colleges care most about is the rigor that you take at your school. So that means the difficulty of your classes and what is being offered. So at your school, you are almost being told what you're going to take because your classes have already been formatted from 9th through 12th grade school. What you get to decide a lot of it is your immersion stuff and your extra classes you want to take. Okay? So the number one factor will be that rigor. Number two, and so you know your school set up your program to have maximum rigor, okay? So even though you all are taking pretty much the same thing, they made it so that it's very rigorous, okay?



rick singer - 42:06

So, so you don't lose anything against anybody else at another school, okay? Number two, most important thing is your brand or your story. What is Joshua? Who is. Why should we take him at our school? What does he bring to our class that makes him attractive for us to accept this young man. So if I asked you today to give me a sentence or two of if you had to sell yourself to me, the admissions officer at Stanford, what would you say? And I said to you, so, Joshua, tell me who you really are, what would you say?



Joshua Huang - 43:03

That's a good question.



rick singer - 43:08

So how about this?



Joshua Huang - 43:11

Sure.



rick singer - 43:11

I won't, I won't make you say it, but I want you to start thinking about it because that's we need to do together is build that story so that all the colleges. Oh, wow. Joshua is this guy or that guy. And carrot, let's say it's finance. What is Joshua done in the financial world? What is Joshua done? Maybe integrating the financial world with the climate and sustainability crisis. Right. How do you integrate both? Because you're learning so much about it, right? So you get to decide whatever your passion is and we will create that first story for you, okay? So that's the second most important thing. The third most important thing is your class rank. Where do you rank? And that's why I asked you where you thought you were amongst the 30 in your class. So your school will not publicly rank.



rick singer - 44:34

So nobody's gonna walk around school saying, I'm number one, number two, number five, number ten. You're small to do that. That would cause way too much chaos. But they will let these know how everybody's ranked, but not the public, okay? So that's the role. The fourth most important thing are your grades, okay? So getting A's, an A minus, an A or an A plus are all the same. You cannot get a B plus. So we have a philosophy that you can never ever get A plus on your report card. You can only get A minus. Why would I say that?



Joshua Huang - 45:32

Because since A minus and A's don't matter, you're putting more work for yourself instead of focusing on other classes which may not be at an A yet.



rick singer - 45:48

That's brilliant. So you're exactly right. An A minus for four points. An A counts as four points plus counts as four points. If you had a B plus, how many points would you get?



Joshua Huang - 46:05

Three.



rick singer - 46:08

Now, your school may give you 3.5, but the colleges, everything is either a 1, 2, 3, 4, and that's it.



Joshua Huang - 46:19

Okay.



rick singer - 46:20

So your school may give you a 3.5 because they're trying to figure out class rank. Right. But the colleges, when they recalculate your gpa, your B plus is the same as a B minus. So if you're going to get a B plus, you got to do whatever you can to get the A minus.



Joshua Huang - 46:45

Okay?



rick singer - 46:47

Okay. So that was a brilliant answer that you gave as well. The fifth most important thing is going to be your test scores, your SAT or act. Did you guys. In October, did you guys take the PSAT at your school or the plant test?



Joshua Huang - 47:09

The ninth graders didn't. I am not sure. I think they did.



rick singer - 47:16

Yeah, the 10th graders did. I didn't know if they gave you the test as well. Okay, so your test scores are going to be really important because. And it's the fifth most important thing. Okay, then there are two tiebreakers. The first tiebreaker is your personal statement. This is your essay about your brand. You're going to tell a story about who you are and why a college should take you. The second tiebreaker is going to be your teacher recommendations. So getting to know your teachers, which you should your school for sure is really important. You're going to get your recommendations from your 11th grade teach. Okay? So get to know your teachers really well, so they excellent recommendations for you.



Joshua Huang - 48:20

Okay.



rick singer - 48:21

So to get in. Why do you think rigor and your brand are most important?



Joshua Huang - 48:33

Because they tell them the most about who I am.



rick singer - 48:38

Exactly. Exactly. They want to make sure that you have been competitive in those difficult courses. Because my guess is you have a desire to go to the best schools. So you have to have taken the best classes to be able to compete. So I'm sure in your area you've heard of Gunn High School.



Joshua Huang - 49:04

I think so. Yeah.



rick singer - 49:07

So Gun and Palo Alto are by far the best two schools in the Bay Area because they have the most kids who are super competitive in public schools. So at those schools, the average kid is taking 12 AP classes. Your school's not offering that, so you don't get judged on what you don't offer. So you're fine, okay? But they have to know rigor and your story, because you're competing again. Parker kids, Mountain View kids, Palo Alto kids, Los Altos kids, all the area you're competing against. So that's why they need to know why they should take you over somebody else. The last rank plays a significant role because my guess, at your school, most everybody's gonna apply the exact same schools, right? Y'all live in the. In. You live in the shadow of Stanford. Going to apply to Stanford?



rick singer - 50:27

Are you going to apply to Stanford?



Joshua Huang - 50:32

Maybe.



rick singer - 50:35

Most likely, right? So my point, though, is how do you stand against the rest of your class? And your class rank will tell. So you don't want to be overly competitive, but you want to be really serious about your grades. Okay? It's really important. So that's the criteria. Let's say you wanted to go to the University of California system. Let's say you wanted to go to Berkeley or UCLA or San Diego, any of those. They work on a point system. There's 8,000 points. They only count your grades in 10th and 11th grade. That's it. They don't count 9th grades. They don't count 12th grades. They count the classes, but they don't count your grade points. Okay? The reason why. The reason why they don't is they want to make it fair for everybody.



rick singer - 51:49

Because in the state of California, there are a lot of schools that don't start high school till 10th grade. Middle school in some parts of the state are sixth through ninth. So they got to make it even, right? So the University of California counts 4,000 points for your GPA and 4,000 points for your SATs, your personal brand, and all your activities that you've been involved in. That's leadership, that's sports, that's service, all the things you're already doing. So you get 4,000 points for one, 4,000 points for the other. Add them together. If you meet the point threshold, then you're in the game to get in. Does that make sense? Notice that's very different than all the other schools, right? So now you know the games are being played, and it'd be up to you to decide how you want to play and.



rick singer - 53:02

And what you want to do to win. My job is to help you win this game. My job is to help you find the school really want to go to and then help you get in there. Does that make sense? Okay. Do you have any questions so far?



Joshua Huang - 53:26

No, I think. Yeah, but I have been learning a lot of things from you, so thank you for that.



rick singer - 53:35

Absolutely. My job is to answer all your questions. So like you told me in an aaut, yes, one day I want you to go and watch my aaut. I own a team in Oakland called the Oakland Soldiers.



Joshua Huang - 53:57

Nice.



rick singer - 54:00

We have 12 NBA players in the NBA right now that played for us in high school, including one that played last night for the Nuggets, who lives. Who grew up near you named Aaron Gordon. Do you know who Aaron Gordon is? Who's he play for?



Joshua Huang - 54:23

Nuggets.



rick singer - 54:25

Absolutely. Are you gonna tell me you're a Warrior fan? Yes, absolutely. Right. Do you think that fish tired.



Joshua Huang - 54:37

Excuse me?



rick singer - 54:39

Do you think that Steph is tired right now?



Joshua Huang - 54:47

I'll have to think about it because.



rick singer - 54:50

They're gonna give him a couple days off because he really had last night.



Joshua Huang - 54:55

Oh, I haven't been watching lately, but yeah.



rick singer - 55:00

What do you. Are you a 49er fan too?



Joshua Huang - 55:04

No, I don't watch football.



rick singer - 55:06

Okay.



Joshua Huang - 55:08

Yeah, just basketball.



rick singer - 55:10

Okay. And what do you. Do you watch. You watch TV at home? Do you watch sports? Are you. What do you got. What do you do? Do you read a lot?



Joshua Huang - 55:22

Yeah, I read books. I don't usually watch too much tv.



rick singer - 55:27

Okay.



Joshua Huang - 55:28

It's usually just homework and then books and then if I have, like, time and then like, I really don't have anything to do some video games with my friends or, you know, just work out or just relax. Yeah.



rick singer - 55:42

What's your. What's your favorite video game?



Joshua Huang - 55:47

I don't really have one in mind. It really depends on the day. Kind of feel like the mood or just what I want to play, so.



Bailey Li - 56:01

Okay.



rick singer - 56:02

Okay. And what's your workouts like? Do you have a bucket at your house, do that?



Joshua Huang - 56:08

No, I don't have any equipment, so it's all mostly body weight. I tried to kind of just like exercise everything on my body.



rick singer - 56:20

So do you do push ups and sit ups and stuff like that?



Joshua Huang - 56:24

Yeah, yeah.



rick singer - 56:26

Do you like. Do you like to run or no, you don't like to run?



Joshua Huang - 56:30

I've ran, so I was on the cross country team and I also. So I did a half marathon and my dad likes to run, so that's mainly why I did a lot of running.



Bailey Li - 56:44

Okay. Okay.



rick singer - 56:46

So the three point. You guys run like three miles for all your meets?



Joshua Huang - 56:52

Yeah, around three miles.



rick singer - 56:54

And what was your best time?



Joshua Huang - 56:57

Oh, that I don't know actually.



rick singer - 57:01

Did you, did you run on the freshman team or they. The whole school. Varsity team.



Joshua Huang - 57:08

We only had one team for our cross country because there wasn't a lot of people joining. So. Yeah, it was just. I was on the team.



rick singer - 57:16

Okay. And what kind of shoes? Running.



Joshua Huang - 57:20

I ran in the Hokus.



rick singer - 57:23

Which Hokus. I'm wearing them right now.



Joshua Huang - 57:26

It's. It was a gray one. I'm not. I could check the like, don't worry about it later.



rick singer - 57:34

But yeah, Dan wears hokus as well.



Joshua Huang - 57:39

I'm sure he has, but he usually run those like toe shoes.



rick singer - 57:46

Does he really?



Joshua Huang - 57:47

Yeah.



rick singer - 57:49

That doesn't hurt his feet?



Joshua Huang - 57:53

Guess not. I mean, I haven't really ran with Toshis before, so I don't know how it feels.



Bailey Li - 57:58

Okay.



rick singer - 57:58

Well, it's you. It's very unique.



Joshua Huang - 58:01

It is.



rick singer - 58:04

That's pretty cool. So are you the role model in your house with your brothers and sisters?



Joshua Huang - 58:13

I'd like to be. I don't know.



rick singer - 58:18

Do they listen to you.



Joshua Huang - 58:22

If. Well, I think depends on the day. Yeah, it's a little all over the place.



rick singer - 58:34

Okay. Do you have one that always listens and one who kind of likes you?



Joshua Huang - 58:42

No, actually any one of them could be the one that listens to me and any one of them could be the one that just absolutely defies anything I say. So. Yeah.



rick singer - 58:54

All right. You got your hopes. Having your. Okay. All right, so any questions for me?



Joshua Huang - 59:11

Yeah, so if I'm working with you, what will, like what am I going to be doing most of the times in order to build up my brand?



rick singer - 59:23

So you tell me what you're interested in. So for example, let's take this finance thing. You think you're interested. How about, how would you like to teach finance and entrepreneurship to your, the middle school kids? Your school.



Joshua Huang - 59:44

Okay. Interesting.



rick singer - 59:46

That's a start, right? That's a start because now you're giving back, you're becoming an expert and you're. And I have all the curriculum and you can go because you have a middle school. Right? Right. Aren't you guys on the same campus?



Joshua Huang - 01:00:03

No, it's about like a 15, 20 minute drive from the other campus.



rick singer - 01:00:10

So if you did an after school program, let's say for the middle school kids, and you did it with, let's say another classmate, you could create an entrepreneurship class where you help them create their own business. So you're going to have to learn every aspect and then you will teach it to them and then they will make a presentation at the end like they're going to get funding for their new business and you will have taught them everything. That could be like the start of your finance stuff. Then depending on if you find an interesting place you want to do with finance, we can either start a business, we can start a mock business or a real business. We could take what you're doing in school with the climate and the sustainability and integrate finance and sustainability together.



rick singer - 01:01:11

And a research study with a staff member or professor at a university, which would be pretty cool. It also about what

you want to do. My job is to give you ideas. Your job is to say I like it. I don't like it. Okay.



Joshua Huang - 01:01:35

Okay.



rick singer - 01:01:36

You will not hurt my feelings. My job is to help you grow into a whole different person than you are today.



Joshua Huang - 01:01:44

Okay.



rick singer - 01:01:46

Okay. So that we will work on that over the next couple years. We'll do multiple things that will impact your story based on where you may want to go to school. My what we have to do. Let me be frank with you. Challenge is going to be to set you apart from the rest of your classmates. Why do I say that? Well, you're all taking these same classes and all the smartest kids are all going to have the same grades.



Joshua Huang - 01:02:22

Yeah.



rick singer - 01:02:24

You're all from affluent families. All your parents went somewhere that matters. Everybody's going to use their relationships at all schools no matter what. So how do we stand out when we know we have some challenges ahead of us because some. Some people may be stronger in school. Some people may have a relationship at X school because they went there. So we have to figure out how are we going to step side of your class and make you stand out against them. I can guarantee you that at least five kids from your school are going to apply to the exact same schools you're applying to and more. And you know that not every school is going to take all five of you. They may take one, they may take two. You don't. Because you're just one school.



rick singer - 01:03:32

And you still got Parker Gunn, Mountain View, Los Gatos, Palo Alto, Crystal Springs. Right. You have all these schools. They also go to the same schools as you. So how do we make you stand out is really critical. Okay, then we're preparing for all the sats, acts so that you get a top score. We ensure that the score which was number five doesn't come into play. We have a good or best score than everybody else at your school. So we knocked that one out. So we got a lot to do. Other questions?



Joshua Huang - 01:04:28

No, I think those are that was really the question I have for now, but.



Bailey Li - 01:04:33

Okay.



rick singer - 01:04:34

Well, you're free to call me anytime, any place. We will meet quite often. It just depends on what your time is like and your family wants me to do. And we will get after it so that you have choices. I'm going to introduce you to all the schools in America. It's for you. And I will tell you what they're like on campus. What are the students like? Where do they come from? Like, what's the food like? What goes on at that place? Why is it a good place to go to school? See, like, you visited Duke. Do you know what Duke's nickname is?



Joshua Huang - 01:05:23

No.



rick singer - 01:05:25

It's known as a Yankee school. You know what? You know what that means?



Joshua Huang - 01:05:33

I don't think so.



rick singer - 01:05:35

Where is it located?



Joshua Huang - 01:05:37

North Carolina.



rick singer - 01:05:39

Would you call North Carolina in the South?



Joshua Huang - 01:05:49

Yeah, maybe. It's, like, on the lower half, but yeah.



rick singer - 01:05:53

Okay, so 93 of the kids that go to Duke are from Yankee places. Boston, New York, Chicago, San Francisco, L.A. And only 7% come from North Carolina.



Joshua Huang - 01:06:14

Okay.



rick singer - 01:06:16

Eight miles away is the University of North Carolina, chapel hill. Right. 96% of the kids going to UNC are, what, north Carolina residents?



Joshua Huang - 01:06:35

Oh.



rick singer - 01:06:37

No. Yankees. So understanding what the clientele is like at all these places, also interesting. Right? So I. My job is to kind of tell you what's so cool about going to X school and X school, and what can that do for you going forward? Because my guess is you will either start a business, you'll go to work on Wall street, or you'll go get an mba. So I got to try to get you ready for all that. Help you grow up sooner than you want. That's. That's one job. Okay.



Joshua Huang - 01:07:34

Okay.



rick singer - 01:07:36

Hey, Bailey?



Bailey Li - 01:07:40

Yes?



rick singer - 01:07:42

So where do you want to. Where do you want us to go from here, Bailey? Because I'm not sure if mom is there or not.



Bailey Li - 01:07:50

I think his mom is on the way back. Right?



Joshua Huang - 01:07:57

Yeah.



Bailey Li - 01:07:58

I will catch her. I will fill her in, and then see what we can do together. Okay.



rick singer - 01:08:05

Okay. So, Josh, it was nice to meet you.



Joshua Huang - 01:08:08

Nice to meet you, too.



rick singer - 01:08:10

Take care of your brothers and sisters.



Joshua Huang - 01:08:12

I will. Thank you.



Bailey Li - 01:08:18

Thank you.



rick singer - 01:08:19

Later.



Joshua Huang - 01:08:20

See you.



rick singer - 01:08:20

Okay. Take care.



Joshua Huang - 01:08:21

Bye.



rick singer - 01:08:24

Bye. Bye. Care.