Transcript: Make MILLIONS During The AI Revolution

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**[00:00:01]** this is the webinar many of us have been

**[00:00:02]** waiting for in a long time I want to get

**[00:00:04]** over this manual to you we put 300 hours

**[00:00:07]** into this on the white paper for AI

**[00:00:10]** Revolution for many different reasons

**[00:00:12]** and I'll explain that to you at the end

**[00:00:14]** of this webinar you will get a QR code

**[00:00:16]** to get this and you'll be able to use

**[00:00:18]** this within your businesses to sit down

**[00:00:20]** with your Executives yourself your team

**[00:00:22]** members and say here's what we can be

**[00:00:24]** doing with this part this is what we're

**[00:00:26]** worried about we shouldn't be this is an

**[00:00:28]** opportunity for us here's what our

**[00:00:30]** competitors are using XYZ and by the way

**[00:00:33]** at the end of the webinar I'm also going

**[00:00:34]** to announce three new speakers at the

**[00:00:36]** Vault conference you already know that

**[00:00:38]** Dwayne Johnson The Rock will be at the

**[00:00:39]** VA conference he doesn't do business

**[00:00:41]** conferences this will be the first one

**[00:00:43]** he'll be at in a setting like this and

**[00:00:45]** aside from that before I even get into

**[00:00:47]** the webinar we got 120 130 slides of the

**[00:00:50]** PowerPoint some of you guys will get the

**[00:00:51]** entire PowerPoint sent to you as well

**[00:00:53]** but let me give you an idea how this

**[00:00:55]** thing took place so for me I've been in

**[00:00:56]** business for quite some time for the

**[00:00:58]** first seven and a half years of being a

**[00:01:01]** financial advisor insurance agent it was

**[00:01:03]** purely hard work I'm working 80 hours

**[00:01:05]** every week trying to make six figures

**[00:01:08]** and then all of a sudden I'm getting to

**[00:01:09]** $200,000 a year $400,000 a year but it's

**[00:01:12]** just pure hard work that we're doing

**[00:01:16]** later

**[00:01:17]** on start my own insurance company and uh

**[00:01:21]** we start with 66 agents and we grew that

**[00:01:23]** to uh 50,000 agents we sold it a couple

**[00:01:26]** years ago for a few hundred million it

**[00:01:28]** was a beautiful exit and even the buyers

**[00:01:30]** that bought us uh we grew the ebaa by

**[00:01:33]** 78% so they're sitting they're saying

**[00:01:36]** after we bought it it is nearly twice as

**[00:01:38]** much value it has now than it was two

**[00:01:40]** years ago but why did this happen

**[00:01:43]** several years ago I'm sitting there

**[00:01:46]** trying to identify I'm going to work 80

**[00:01:48]** hours a week anyways to build a business

**[00:01:50]** but is that all it's going to take for

**[00:01:51]** me to have the highest valuation

**[00:01:53]** possible so some of you guys may say p

**[00:01:55]** I'm not an entrepreneur I'm a business

**[00:01:56]** owner I'm a small you know entrepreneur

**[00:01:59]** working or somebody it doesn't matter

**[00:02:00]** where you are this is going to apply to

**[00:02:02]** all of you as we're going through it a

**[00:02:03]** lot of your objections will be overcome

**[00:02:06]** I'm not a fin I'm not a AI guy I'm not a

**[00:02:09]** technology guy I'm not an engineer I'm

**[00:02:11]** not any of that I fly out to New York to

**[00:02:14]** meet with investment bankers when I was

**[00:02:15]** ready to sell my insurance company and

**[00:02:18]** I'm going out there saying hey this is

**[00:02:20]** how much profit we have every year what

**[00:02:22]** does a company Like Us sell for in a

**[00:02:24]** climate like this and I'll never forget

**[00:02:27]** we met with two investment bankers that

**[00:02:29]** were selling businesses 0 to 50 million

**[00:02:31]** then we met with two that sold it from

**[00:02:33]** 50 to 200 million and then we met with

**[00:02:35]** two that sold the businesses 200 million

**[00:02:38]** to a couple billion dollars the biggest

**[00:02:40]** deals done in insurance and fintech

**[00:02:42]** these guys did so of course I want to do

**[00:02:44]** business with those guys and I talked to

**[00:02:46]** one of them one of them looks at me and

**[00:02:48]** he says look your business right now the

**[00:02:50]** way you have it what technology do you

**[00:02:52]** have behind us so well we have this

**[00:02:53]** technology and that technology and this

**[00:02:54]** technology is it yours no but we have

**[00:02:58]** the license what are you paying for a

**[00:03:00]** license 50,000 but it's not yours no but

**[00:03:01]** it's a license nobody cares it's not

**[00:03:04]** yours what's your point to be a true

**[00:03:07]** fintech you need to be Tech enabled and

**[00:03:10]** you need to have ai to use within your

**[00:03:13]** company so when somebody decides to

**[00:03:15]** acquire your business they're going to

**[00:03:16]** pay real multiples for it I said what do

**[00:03:18]** you mean he says right now they're going

**[00:03:20]** to pay you five times multiple for your

**[00:03:22]** business I said that's it he said that's

**[00:03:24]** it I said what do they pay if you become

**[00:03:26]** Tech enabled fintech he says well now

**[00:03:28]** you're talking about 15 to20 times you

**[00:03:30]** know what we did we raised $110 million

**[00:03:32]** we put the money into our technology

**[00:03:34]** called bamboo we grew bamboo from what

**[00:03:37]** it was it took us a year and a half to

**[00:03:38]** build this technology we ended up

**[00:03:40]** selling the business for 20 nearly 20

**[00:03:43]** times eida why because of it of this and

**[00:03:46]** how much education did I have in AI this

**[00:03:49]** much how much education do I have as an

**[00:03:50]** engineer nothing so I don't want you to

**[00:03:52]** sit there be worried about it I simply

**[00:03:54]** want to hand this over to you now let me

**[00:03:55]** give you the second part of the story

**[00:03:56]** before we get into

**[00:03:58]** this uh what weinar uh last week I go to

**[00:04:02]** New York uh I visit Goldman Sachs in New

**[00:04:05]** York all day first meeting starts at

**[00:04:07]** 9:00 last meeting with David Solomon

**[00:04:09]** ends around 4:30 David Solomon some of

**[00:04:11]** you guys may know who he is he is the

**[00:04:13]** CEO of uh Goldman Sach some would call

**[00:04:15]** him the five most powerful people in the

**[00:04:17]** financial industry you got Jamie Diamond

**[00:04:19]** David Solomon they're in the top five

**[00:04:20]** names that you'll regularly hear about

**[00:04:23]** and we had conversations with the people

**[00:04:25]** that have uh families Investments that

**[00:04:27]** they manage around $1.2 trillion a month

**[00:04:29]** money worldwide another person we sat

**[00:04:31]** was a court of a trillion dollars and

**[00:04:33]** we're having all these conversations I

**[00:04:34]** said so let me ask a question how how

**[00:04:36]** was your vision right now with clients

**[00:04:38]** you're dealing with and we sat down with

**[00:04:39]** their TMT team technology media

**[00:04:41]** telecommunication and these guys just

**[00:04:44]** took a company public the Dual lingo all

**[00:04:46]** these we're having all of these

**[00:04:47]** conversations about man B David

**[00:04:49]** Consulting our consulting firm

**[00:04:51]** everything that we're doing but the main

**[00:04:53]** conversation is how is this being

**[00:04:56]** leveraged right now in the marketplace

**[00:04:59]** and David says just a few years ago for

**[00:05:02]** every 10 employee we had one was an

**[00:05:05]** engineer I said okay how about now he

**[00:05:07]** says for every four employee we have

**[00:05:09]** right now one is an engineer okay and

**[00:05:11]** then we're hiring machine learning we're

**[00:05:13]** hiring Engineers we're hiring coders

**[00:05:15]** we're hiring all of that stuff we're

**[00:05:16]** having all these people that are in the

**[00:05:19]** machine learning AI space why because

**[00:05:22]** that's the Future Okay so today's

**[00:05:24]** presentation as we go through all this

**[00:05:25]** stuff don't worry if you're somebody

**[00:05:28]** that's big small middle billion it

**[00:05:29]** doesn't matter what you have no matter

**[00:05:31]** what position you are you're going to

**[00:05:33]** get value on how to be able to position

**[00:05:34]** yourself in a better place to win and

**[00:05:36]** keep this part in mind this is very

**[00:05:38]** important for people to know most people

**[00:05:39]** don't know this I don't make any money

**[00:05:41]** off our holding company till today I've

**[00:05:44]** never once taken money off of

**[00:05:45]** valuetainment we get last uh couple

**[00:05:47]** months we get a few hundred million

**[00:05:49]** views at this point per month our

**[00:05:51]** podcast is on fire P David Consulting on

**[00:05:53]** Fire Man on Fire all of these businesses

**[00:05:57]** are doing very well this is how much

**[00:05:58]** money I take off to table I just did it

**[00:06:00]** speaking two days ago they pay me a quar

**[00:06:02]** million dollars you know how much money

**[00:06:03]** went in my pocket this much it goes all

**[00:06:05]** back into the business why because I

**[00:06:07]** think this is the greatest opportunity

**[00:06:11]** of wealth creation ever in my lifetime

**[00:06:14]** I've never had this kind of enthusiasm

**[00:06:16]** and excitement and all I'm seeking is

**[00:06:19]** for the strategies of others and for a

**[00:06:21]** guy that created content for many years

**[00:06:23]** purely around entrepreneurship I want to

**[00:06:25]** share it with you very simple whatever

**[00:06:27]** you do with it it is what it is because

**[00:06:29]** at the end of to day I believe all the

**[00:06:31]** big problems in the world are going to

**[00:06:32]** be solved by entrepreneurs and

**[00:06:33]** entrepreneurs working together I'm going

**[00:06:35]** to share with you what I'm doing with

**[00:06:37]** many different opportunities get

**[00:06:38]** involved whatever you choose to do with

**[00:06:40]** it if you got on you like all I want is

**[00:06:42]** the white paper just give it to me and

**[00:06:44]** leave me alone no problem I want to get

**[00:06:46]** involved with bigger things with you

**[00:06:47]** guys no problem stick around we'll talk

**[00:06:48]** about that as well but having said that

**[00:06:50]** let's get right into it okay so a couple

**[00:06:52]** things there's three groups on today's

**[00:06:55]** webinar when it comes down to AI those

**[00:06:57]** of you that are doubters you're ignoring

**[00:06:59]** AI those of you that are believers you

**[00:07:01]** believe AI is the right way to go but

**[00:07:03]** you're just kind of dabbling in it and

**[00:07:05]** then there's some of you that are on

**[00:07:06]** right now saying I'm a True Believer Pat

**[00:07:08]** everything I'm doing is AI no matter

**[00:07:11]** where you are you're going to see what

**[00:07:13]** direction this is going with AI so now

**[00:07:16]** audiences some of you are actual

**[00:07:17]** entrepreneurs small business owners some

**[00:07:19]** of you are Executives working for a

**[00:07:21]** company trying to take this stuff back

**[00:07:22]** to your company to bring value to the

**[00:07:24]** company three some of you are parents

**[00:07:27]** literally parents I just got them with

**[00:07:29]** my wife we had an hour and a half

**[00:07:30]** meeting with our state planning family

**[00:07:31]** cuz we're talking about different kind

**[00:07:33]** of trust and for some of you that have

**[00:07:35]** watched the generational wealth you know

**[00:07:37]** what some of the things we're working on

**[00:07:39]** upstairs while we're doing a meeting

**[00:07:40]** it's me my wife Tom Ellsworth and

**[00:07:43]** they're here they drove up from Miami

**[00:07:45]** and he says everybody right now we're

**[00:07:47]** talking about when they're doing we're

**[00:07:49]** doing the state planning and getting a

**[00:07:51]** little bit dynastic and all this other

**[00:07:52]** stuff slats and all these things that

**[00:07:53]** some of you may be familiar with all

**[00:07:55]** these people that are saying if you want

**[00:07:57]** to get back into working with the

**[00:07:58]** families money or families businesses

**[00:08:01]** they're no longer saying go get an MBA

**[00:08:03]** they're no longer saying go be a lawyer

**[00:08:05]** they're saying go be an engineer learn

**[00:08:08]** and work for another company as an

**[00:08:10]** engineer then come back to our company

**[00:08:11]** think about that I'm a Middle East and

**[00:08:13]** Mom parents used to say doctor lawyer

**[00:08:16]** engineer right now it's go be an

**[00:08:18]** engineer why because the future

**[00:08:21]** trajectory with AI and Nvidia now be in

**[00:08:23]** a 3.2 3.33 trillion a company on any

**[00:08:27]** given day is parents you also need to

**[00:08:29]** know how to position your kids so they

**[00:08:32]** can succeed in life cuz things are

**[00:08:34]** changing in a big way then it's the

**[00:08:36]** aspiring entrepreneur maybe you're like

**[00:08:37]** me when I was at 21 years old saying I

**[00:08:39]** want to start a business one day or

**[00:08:41]** you're an independent contractor either

**[00:08:42]** way all of this will apply to all of you

**[00:08:44]** now couple things with me uh uh there's

**[00:08:47]** two sides to me there's the paranoia

**[00:08:50]** side to me you see the guy on the left

**[00:08:52]** which by the way great job to AI they

**[00:08:53]** made my skin look Flawless which is

**[00:08:55]** great there's a paranoia side which only

**[00:08:58]** the paranoids survive what if what if

**[00:09:00]** this what if that whether it's business

**[00:09:02]** family kids politics in every way I have

**[00:09:05]** that side but 51% of me is future looks

**[00:09:09]** bright this is why you'll see a lot of

**[00:09:10]** people sporting the future looks bright

**[00:09:11]** gear that's the combination I think you

**[00:09:13]** ought to go through with AI today why

**[00:09:15]** here's a couple different things today

**[00:09:18]** political instability just in the last

**[00:09:20]** month if I told you six months ago that

**[00:09:23]** you and I when we get on a webinar on

**[00:09:25]** July 31st I'll be able to tell you

**[00:09:28]** someone just went through political you

**[00:09:30]** know an assassination attempt a former

**[00:09:31]** president he going say you're crazy the

**[00:09:33]** existing president stepped down and a

**[00:09:36]** vice president is now running for office

**[00:09:37]** you'd say you are out of your mind no

**[00:09:39]** that's exactly what we are doing today

**[00:09:42]** 98 days left until we decide who the

**[00:09:44]** president of us is going to be it's a

**[00:09:46]** lot of uh uh a lot of moving Parts there

**[00:09:49]** two Financial strain inflation numbers

**[00:09:52]** came out today with what's going on with

**[00:09:54]** inflation what's going on with

**[00:09:55]** unemployment what's going on with a lot

**[00:09:56]** of different things interest rates scary

**[00:09:59]** is it going to lower two times this year

**[00:10:01]** are they going to bring you down the

**[00:10:02]** month of September what's going to

**[00:10:03]** happen there next war on Horizon Russia

**[00:10:05]** Ukraine Israel Hamas China Taiwan cyber

**[00:10:08]** threats crowd strike AT&T technology

**[00:10:11]** will my job be replaced and by the way

**[00:10:14]** I'll just tell you right up front when

**[00:10:16]** we go through this your job is most

**[00:10:17]** likely going to be replaced for many of

**[00:10:19]** you you'll see why but there's good news

**[00:10:21]** behind it so now few things Nick Sabin

**[00:10:24]** many people will call him the greatest

**[00:10:25]** coach of all time Nick Sabin we're in

**[00:10:27]** Florida a lot of people here don't like

**[00:10:29]** this guy but privately they'll say this

**[00:10:30]** guy's probably the greatest football

**[00:10:32]** coach college football coach of all time

**[00:10:33]** once set the following there's the pain

**[00:10:35]** of discipline and the pain of regret if

**[00:10:38]** you choose the pain of discipline you'll

**[00:10:40]** never have to deal with the pain of

**[00:10:42]** disappointment for those of you that are

**[00:10:44]** on right now you're part of the 5,000

**[00:10:46]** group that made it you're on the inside

**[00:10:48]** versus the people that are being kicked

**[00:10:49]** out good for you now whatever you do

**[00:10:51]** with this pain that we're going to go

**[00:10:53]** through to have to adjust to AI will

**[00:10:54]** determine what the future is going to

**[00:10:56]** look like for you so a few things if

**[00:10:58]** you're like me

**[00:11:00]** and you're someone that said I'll never

**[00:11:02]** forget when I would get on any kind of

**[00:11:03]** videos like this webinars like anything

**[00:11:05]** like this I am so hungry to change my

**[00:11:08]** life I don't have any time to have

**[00:11:11]** people distract me to people for people

**[00:11:13]** to throw me off I'm glued in cuz I want

**[00:11:15]** to find a way to improve myself if

**[00:11:18]** that's you you're part of that Community

**[00:11:20]** close all your windows except for the

**[00:11:21]** webinar set your phone aside away from

**[00:11:24]** you as much as possible I know some of

**[00:11:26]** you guys are going to have a hard time

**[00:11:27]** doing that but set it as far from as

**[00:11:29]** possible engage in your chat in the chat

**[00:11:32]** if you got questions cuz the guys here

**[00:11:33]** are following it and take notes and

**[00:11:35]** having said that let's get right into it

**[00:11:37]** first video I want to show you with what

**[00:11:39]** we're already doing with uh current AI

**[00:11:42]** my my team here took a two-minute video

**[00:11:44]** from me and by the way now we have

**[00:11:46]** channels that's Val in Russian me

**[00:11:47]** speaking a Russian fluently I don't

**[00:11:49]** speak Russian our channel of Spanish I

**[00:11:51]** don't speak Spanish AI is so Advanced

**[00:11:54]** nowadays that deep fakes are so easy to

**[00:11:57]** make that this guy talking in front of

**[00:11:58]** you here soon is not me this is actually

**[00:12:01]** AI doing it what does this mean some of

**[00:12:03]** you guys automatically will go and say

**[00:12:04]** oh my God this is scary what if they use

**[00:12:06]** it against you but some of you may go to

**[00:12:08]** places and saying so you mean to tell me

**[00:12:10]** I can have 10,000 conversations at the

**[00:12:12]** same time in my business to sell to

**[00:12:14]** communicate customer service yes watch

**[00:12:15]** this video clip here of AI this is me

**[00:12:18]** speaking to you this is AI go for it

**[00:12:20]** welcome everyone to this groundbreaking

**[00:12:22]** webinar on the future of AI I'm Patrick

**[00:12:25]** bed David and today we have something

**[00:12:26]** truly special lined up for you before

**[00:12:29]** dive in I want to share a little secret

**[00:12:30]** with you the Patrick you're hearing

**[00:12:32]** right now isn't actually me it's a i Yes

**[00:12:35]** you heard that right this voice you're

**[00:12:36]** listening to is generated by cuttingedge

**[00:12:38]** artificial intelligence and that's just

**[00:12:41]** the beginning AI can do incredible

**[00:12:43]** things like speaking in multiple

**[00:12:44]** languages seamlessly

**[00:13:08]** David

**[00:13:11]** Patrick AI amazing right AI technology

**[00:13:15]** allows me to connect with you in your

**[00:13:17]** native language breaking down barriers

**[00:13:19]** and making communication more effective

**[00:13:20]** than ever now let's hear from the real

**[00:13:23]** Patrick Bet David who will take us

**[00:13:25]** through the exciting world of AI and its

**[00:13:27]** endless possibilities

**[00:13:29]** let me know if they can hear me or not

**[00:13:31]** can you guys hear me okay so that's

**[00:13:32]** that's about just full disclosure I

**[00:13:33]** don't speak Spanish I don't speak French

**[00:13:36]** I don't speak manderin but guess what

**[00:13:38]** can you imagine we can now take value

**[00:13:39]** tment and create 200 channels based on

**[00:13:41]** 200 different languages and allow

**[00:13:42]** anybody from the world to listen to our

**[00:13:43]** content what is that worth how much work

**[00:13:45]** is it how many places can you be at the

**[00:13:47]** same time customer service to be able to

**[00:13:49]** adjust for the language that the person

**[00:13:50]** wants to speak to about just think about

**[00:13:52]** the possibilities but that's just a

**[00:13:54]** small little example of what's going on

**[00:13:55]** today let's continue so the presentation

**[00:13:58]** starts now so the four industrial

**[00:14:01]** revolutions and why this is very

**[00:14:03]** important because every single time we

**[00:14:05]** went through this people feared of their

**[00:14:07]** jobs being replaced and it it was

**[00:14:10]** replaced for many people and why but

**[00:14:12]** watch this here so let's go through it

**[00:14:14]** first Industrial Revolution 1760s and

**[00:14:16]** 1840s you have if you want to study the

**[00:14:18]** future you have to study the past and

**[00:14:20]** history this is exactly what we're going

**[00:14:21]** to do here marked by transition from

**[00:14:24]** hand production methods to machines the

**[00:14:27]** rise of the textile industry

**[00:14:29]** development of the steam power and iron

**[00:14:32]** production Second Industrial Revolution

**[00:14:34]** 1870 to 1914 characterized by the

**[00:14:37]** expansion of electricity petroleum and

**[00:14:39]** steel production internal combustion

**[00:14:41]** engine the telephone significant

**[00:14:44]** advances in manufacturing and production

**[00:14:47]** process the next one 1960s to 2010s the

**[00:14:51]** digital Revolution you talking

**[00:14:53]** Electronics Information Technology

**[00:14:55]** automated production computers internet

**[00:14:57]** digital then we have today the fourth

**[00:14:59]** Industrial Revolution known as AI

**[00:15:02]** industry 4.0 the fusion of Technologies

**[00:15:05]** blurring the lines between the physical

**[00:15:07]** digital and biological spheres which is

**[00:15:09]** what AI robotics Internet of Things

**[00:15:12]** genetic engineering Quantum Computing

**[00:15:15]** predictive Healthcare wait till we break

**[00:15:16]** this down for you to see exactly what

**[00:15:18]** this looks

**[00:15:19]** like so now this automatically offers a

**[00:15:23]** lot of opportunity and risk at the same

**[00:15:25]** time we have to look at both of them you

**[00:15:26]** can't just be like what a great

**[00:15:27]** opportunity or what a is you got to look

**[00:15:29]** at both of them only the paranoid

**[00:15:31]** survive as well as future looks bright

**[00:15:33]** so an industrial revolution is a unique

**[00:15:36]** time period for Economic Opportunity and

**[00:15:38]** risk each Industrial Revolution brings

**[00:15:41]** transformative changes that create

**[00:15:44]** significant economic opportunities and

**[00:15:47]** risks so economic opportunities

**[00:15:49]** Innovation and growth this because of

**[00:15:51]** new technologies Industries emerge job

**[00:15:54]** creation three productivity gains you're

**[00:15:57]** able to do things faster and a more

**[00:15:59]** efficient way four investment

**[00:16:01]** opportunities and five entrepreneurship

**[00:16:03]** innovators and entrepreneurs can

**[00:16:05]** capitalize on new technologies and

**[00:16:06]** Market needs leading to the creation of

**[00:16:09]** new businesses and startups now the

**[00:16:11]** risks job displacement it's going to

**[00:16:14]** happen Automation and new technologies

**[00:16:16]** can render certain jobs and skills

**[00:16:18]** obsolete leading to unemployment and

**[00:16:20]** economic displacement for affected

**[00:16:23]** workers it is going to happen two

**[00:16:25]** inequality economic gains may be uneven

**[00:16:28]** only distributed leading to increased

**[00:16:30]** income and wealth inequality some people

**[00:16:33]** say but that's unfair if somebody has

**[00:16:35]** access to the same information this guy

**[00:16:38]** takes advantage of it this person

**[00:16:40]** doesn't this guy 10 years later is wor

**[00:16:42]** $78 million this year this guy 10 years

**[00:16:44]** later is worth

**[00:16:45]** $320,000 it's not unfair this person

**[00:16:48]** executed this person did not they were

**[00:16:50]** afraid number three Market disruption

**[00:16:52]** established Industries and companies May

**[00:16:54]** struggle to adapt to new technologies

**[00:16:57]** leading to business failure and Market

**[00:16:58]** volatility we're going to talk about

**[00:17:00]** that a lot four regulatory challenges

**[00:17:03]** rapid technological advancement can

**[00:17:05]** outpace regulatory Frameworks creating

**[00:17:08]** uncertainty and potential risk for

**[00:17:10]** businesses and consumers and Last Pale

**[00:17:12]** social impact the societal changes

**[00:17:14]** brought about by industrial revolutions

**[00:17:16]** can lead to societal unrest and

**[00:17:18]** resistance to change that is going to

**[00:17:21]** happen with AI except much faster let's

**[00:17:24]** continue so now going back first

**[00:17:26]** Industrial Revolution Workforce impact

**[00:17:29]** you ready it is estimated that between

**[00:17:31]** 30 to 40% of the workforce transition

**[00:17:35]** from agriculture to Industrial sectors

**[00:17:37]** during the first Industrial Revolution

**[00:17:39]** in 1801 roughly 3 million people were

**[00:17:42]** engaged in agriculture in England by

**[00:17:45]** 1851 this number dropped to 1 and a half

**[00:17:47]** 1 and a. half million 50% were moving to

**[00:17:51]** industrial jobs and textiles iron

**[00:17:53]** production and other sectors does this

**[00:17:55]** sound familiar to you like right now

**[00:17:56]** everybody saying do you realize 50% of

**[00:17:58]** the jobs are going to be changed they

**[00:18:00]** are but we've gone through this many

**[00:18:01]** many times next key Innovations and

**[00:18:04]** their impact steam engine James Watt

**[00:18:07]** 1769 impact on transportation and

**[00:18:09]** manufactur in 1830 there were roughly

**[00:18:11]** 600 miles of Railway in Britain 20 years

**[00:18:14]** later look at that number

**[00:18:16]** 6600 that's 11 times more steam engines

**[00:18:20]** powered factories enabling mass

**[00:18:21]** production the number of steam engines

**[00:18:24]** in US and Britain Grew From a dozen in

**[00:18:27]** 1770s just a dozen few dozen to 10,000

**[00:18:31]** 30 Years Later by 18800 so Industries

**[00:18:36]** impacted uh positively look at that

**[00:18:38]** textile mills coal mining Iron Works and

**[00:18:41]** Railways saw significant growth look at

**[00:18:43]** the negative now traditional

**[00:18:45]** water-powered and wind-powered

**[00:18:46]** industries struggle to compete of course

**[00:18:49]** that's the positive the negative next

**[00:18:51]** one spinning jenny James hard grief 1764

**[00:18:55]** impact of textile production one

**[00:18:56]** spinning jenny could spin eight threads

**[00:18:58]** at once compared to the single threat

**[00:19:00]** spawn by traditional spinning wheels by

**[00:19:03]** 1788 there were over 20,000 spinning

**[00:19:05]** jennies and used in Britain

**[00:19:07]** significantly reducing the need for

**[00:19:09]** manual labor positive cotton Mills and

**[00:19:12]** factors increased production capacity

**[00:19:14]** negative homebased spinning Industries

**[00:19:17]** faced severe decline as they couldn't

**[00:19:19]** match the efficiency again another fear

**[00:19:21]** that took place next one power loom this

**[00:19:25]** is Edmund cartright 1785 power looms

**[00:19:27]** automated weaving increasing output and

**[00:19:29]** reducing labor cost labor produ

**[00:19:32]** productivity increased by a factor of 20

**[00:19:35]** the work previously done by 2,000 people

**[00:19:37]** could now be done by 100 again does that

**[00:19:40]** sound familiar to you oh my God look at

**[00:19:41]** what's going on in McDonald's they're

**[00:19:43]** able to do with just a machine what's

**[00:19:44]** going to we're going to all lose our

**[00:19:45]** jobs this has happened so many times in

**[00:19:48]** the history of America initially many

**[00:19:52]** handloom Weavers lost their jobs but

**[00:19:54]** eventually new jobs were created and

**[00:19:56]** mechanizing mechanized weaving positive

**[00:19:58]** large textile companies flourished uh

**[00:20:01]** negative small scale handloom Weavers

**[00:20:03]** saw their business collapse next one so

**[00:20:07]** this one we're talking about uh what is

**[00:20:09]** the what is the word on that one Rob I'm

**[00:20:11]** sorry

**[00:20:14]** Brandon cotton Weaver Eli Whitney right

**[00:20:16]** look at this 1793 the cotton Jin could

**[00:20:18]** clean up up to 50 pounds of cotton per

**[00:20:20]** day compared to one pound per day by

**[00:20:24]** hand that's 50x cotton industry

**[00:20:27]** production skyrocketed from 1 half

**[00:20:29]** million pound in 1790 to look at 20

**[00:20:31]** years later 85 million pound you know

**[00:20:34]** what that number is 60x in 20 years 60

**[00:20:38]** EGS in 20 years positive cotton

**[00:20:40]** plantations and textile factories

**[00:20:42]** experienced massive growth negative

**[00:20:44]** manual cotton cleaning methods became

**[00:20:47]** obsolete let's continue iron smelting

**[00:20:49]** techniques this is Abraham Darby 18th

**[00:20:51]** century Innovation Darby's method of

**[00:20:53]** using Coke instead of charcoal increased

**[00:20:55]** both the quantity and quality of iron

**[00:20:58]** produced production increase British

**[00:21:00]** iron production increased from

**[00:21:03]** 17,350 tons in

**[00:21:06]** 1740 to 260,000 tons by 1800 positive

**[00:21:09]** iron foundaries Machinery production and

**[00:21:12]** Construction Industries grew rapidly

**[00:21:14]** negative charcoal based iron production

**[00:21:16]** methods declined due to higher cost and

**[00:21:18]** lower output you notice the trend here

**[00:21:21]** everybody's going through it next one

**[00:21:22]** you got the time period here we're

**[00:21:24]** talking about what small scale Second

**[00:21:26]** Industrial Revolution this is 1870 to

**[00:21:28]** around 1914 an estimated 40 to 50% of

**[00:21:32]** businesses were affected by the shift to

**[00:21:35]** mass production and assembly lines half

**[00:21:37]** of them were affected millions of

**[00:21:39]** workers moved from small scale artisanal

**[00:21:42]** work to factory based employment in the

**[00:21:44]** US manufacturing employment Grew From 2

**[00:21:46]** and A5 million in 1870 40 years later to

**[00:21:49]** 8 million nearly forx let's continue

**[00:21:53]** next electricity impact on technology

**[00:21:56]** and Industry this was a new thing guys

**[00:21:57]** imagine if we don't have electricity all

**[00:21:59]** of a sudden you have oh my God what are

**[00:22:01]** we going to do what happens to candles

**[00:22:03]** my dad was a candle make in Iran just so

**[00:22:04]** you know that that was a skill set if

**[00:22:06]** you had it didn't matter when you had

**[00:22:07]** this steam provided 80% of mechanical

**[00:22:10]** drive capacity manufacturer in 1900s but

**[00:22:13]** electricity provided over 50% by 1920

**[00:22:16]** and

**[00:22:17]** 78% by 1929 positive impact electrical

**[00:22:21]** equipment manufacturing power generation

**[00:22:23]** companies and Electric utilities

**[00:22:25]** negative traditional steam powered and

**[00:22:27]** manufact manual manufacturing methods

**[00:22:29]** saw reduction and usage same thing

**[00:22:31]** you're going to see again telephone

**[00:22:33]** Grand Bell 1876 adoption by 1900 look at

**[00:22:36]** this number you're going to be shocked

**[00:22:37]** by this chart I'm about to show you over

**[00:22:39]** 1.3 million telephones in the United

**[00:22:41]** States it grew to 6 million 10 years

**[00:22:44]** later revolutionized business operations

**[00:22:46]** by enabling instant communication over

**[00:22:48]** long distances Industries impacted

**[00:22:50]** positive telecommunication industry

**[00:22:52]** customer service sectors and global

**[00:22:53]** trade negative Telegraph received phased

**[00:22:57]** Services phase significant reductions as

**[00:22:59]** telephones became more widespread when

**[00:23:01]** was the last time you sent a telegraph

**[00:23:02]** by the way you haven't even thought

**[00:23:03]** about it right that was a crisis the

**[00:23:06]** early 1900s next internal consumption

**[00:23:10]** engine that was designed so check this

**[00:23:12]** out automobiles the number of cars in

**[00:23:14]** the US Grew From a few hundred in 1890s

**[00:23:17]** to 1 and A5 million listen from a few

**[00:23:20]** hundred in the 1890s to 1 and A5 million

**[00:23:24]** just 26 years later between 1908 and the

**[00:23:27]** when the Ford motor compan introduced a

**[00:23:29]** Model T in the 1927 when its production

**[00:23:31]** ended the number of registered

**[00:23:33]** automobiles in the US Grew From

**[00:23:36]** 197,000 to ready to 23 million that's

**[00:23:40]** like Elon mus the other day said the

**[00:23:42]** robot industry is going to be XYZ and

**[00:23:44]** we're going to be 10% of it everybody's

**[00:23:46]** like robot so most of you guys are going

**[00:23:47]** to own a robot I'm not going to own a

**[00:23:49]** robot he said no no you're going to own

**[00:23:50]** a robot and Tesla's going to sell it to

**[00:23:51]** you we're going to have 10 to 20% of

**[00:23:53]** market share this guy's crazy we're not

**[00:23:54]** buying no robots you mean someone's

**[00:23:55]** going to cook me food yes A robot's

**[00:23:57]** going to be cooking food can you make

**[00:24:00]** Sai what's gor Sai oh it's a Persian

**[00:24:03]** stew I'll make you gor Sai can you make

**[00:24:05]** me a Peruvian dish can you make me this

**[00:24:07]** can you imagine robot's going to be your

**[00:24:08]** chef and you're going to buy for $10 to

**[00:24:10]** $30,000 to cook for you industry is

**[00:24:12]** impacted positive automotive industry

**[00:24:14]** oil and gas industry and Machinery

**[00:24:16]** manufacturer negative HSE drawn carriage

**[00:24:18]** manufacturers and related businesses

**[00:24:20]** experience a downturn this is when we

**[00:24:21]** used to go places on horses when's the

**[00:24:23]** last time you went to school on a horse

**[00:24:24]** or went to work on a horse if I went to

**[00:24:26]** work today in the 1890s

**[00:24:28]** there'd be 75 horses parked outside we

**[00:24:31]** don't have 75 horses parked outside cuz

**[00:24:34]** this industry disrupted the horse

**[00:24:35]** industry maybe that was a good thing

**[00:24:37]** next one assembly line Henry Ford

**[00:24:39]** efficiency drastically reduced the cost

**[00:24:41]** and time of manufacturing the time to

**[00:24:43]** assemble a Model T car dropped from 12

**[00:24:45]** hours to an hour and a half by 1914 Ford

**[00:24:48]** factories were producing a quarter of a

**[00:24:50]** million cars annually positive mass

**[00:24:53]** production industry especially

**[00:24:54]** automotive and consumer goods

**[00:24:55]** manufacturing negative small scale and

**[00:24:57]** Artis manufacturing struggle to compete

**[00:25:00]** with the efficiency and cost

**[00:25:01]** effectiveness of mass production next

**[00:25:04]** watch this one here time period of third

**[00:25:07]** Industrial Revolution shift and

**[00:25:08]** employment manufacturing declined

**[00:25:11]** manufacturing jobs in US declined from

**[00:25:13]** about 30% of the workforce in 1950 to

**[00:25:17]** less than 10% in

**[00:25:19]** 2010 look at that chart this represents

**[00:25:22]** a reduction over 7 million manufacturing

**[00:25:25]** jobs the number of us manufacturing

**[00:25:27]** employees peaked at 19 and a half in 19

**[00:25:30]** 19 and a half in

**[00:25:32]** 1979 and is at roughly 13 million today

**[00:25:36]** 7 million poof what happened to those

**[00:25:39]** people are they home R in streets or did

**[00:25:41]** they adjust to a different job you'll

**[00:25:42]** see what happens here in a minute to

**[00:25:43]** those guys watch this one here 1950 to

**[00:25:47]** 2010s shift in employment growth in it

**[00:25:50]** and related Industries employment it

**[00:25:52]** telecommunication Electronics grew

**[00:25:54]** substantially for example it occupations

**[00:25:57]** Rose from 4 50,000 in 1970 to 4.6

**[00:26:01]** million in 2014 imagine what the numbers

**[00:26:04]** are today here's the next one for you

**[00:26:06]** 1950s to 2010 key inventions and their

**[00:26:09]** impact transistor right this is William

**[00:26:12]** shaki Walter Bratton and John Bine

**[00:26:15]** impact on electronics and computers the

**[00:26:17]** transistor replaced vacuum Tu tubes

**[00:26:20]** leading to the development of smaller

**[00:26:21]** more efficient and more reliable

**[00:26:23]** electronic devices the semiconductor

**[00:26:25]** industry grew rapidly with glob mobal

**[00:26:28]** sales reaching $300 billion in 2010 look

**[00:26:33]** at the chart to the right look what it

**[00:26:34]** looked like in' 87 look where it's at

**[00:26:36]** now what would you have liked to been

**[00:26:38]** part of that industry that was a big

**[00:26:40]** boom positive semiconductor

**[00:26:42]** manufacturing consumer electronics and

**[00:26:43]** computer Industries negative vacuum tube

**[00:26:46]** manufacturers saw their business become

**[00:26:49]** obsolete not they lost 20% not they lost

**[00:26:52]** 50% they disappeared because they did

**[00:26:55]** not adapt next personal computerss 19

**[00:26:58]** 70s and ' 80s impact on accessibility

**[00:27:00]** and businesses adoption by the mid1

**[00:27:02]** 1980s millions of personal computers

**[00:27:04]** were in homes and offices worldwide it

**[00:27:06]** says millions millions in the 80s if you

**[00:27:09]** had a computer you were considered rich

**[00:27:11]** by 2010 there were over 1 billion PCS in

**[00:27:15]** use globally productivity PCS transform

**[00:27:18]** business operations enhancing

**[00:27:19]** productivity and enabling new business

**[00:27:21]** models Industries impacted software

**[00:27:24]** development IT services and others

**[00:27:26]** negative typewriter manufacture relating

**[00:27:28]** Industries faced significant declines

**[00:27:31]** again same exact thing next one internet

**[00:27:34]** this is we're looking at from 69 to 89

**[00:27:38]** uh impact on communication Commerce and

**[00:27:40]** information sharing adoption internet

**[00:27:42]** usage Grew From a few thousand users in

**[00:27:45]** the early 80s to 2 billion in 2010 and

**[00:27:49]** look at the chart on the right that goes

**[00:27:51]** till 20120 look what that shows you 1990

**[00:27:55]** what do you see what do you see in 95

**[00:27:58]** nothing what do you see in 2024 nearly 5

**[00:28:01]** billion people are using the internet in

**[00:28:06]** 2024 e-commerce sales reached A8

**[00:28:08]** trillion in 2010 it's a lot higher than

**[00:28:11]** that today positive online retail

**[00:28:13]** digital marketing and cloud computing

**[00:28:15]** negative traditional break and mortar

**[00:28:18]** stores and print media struggle to

**[00:28:20]** compete this is when you see a lot of

**[00:28:21]** malls being shut down when I used to

**[00:28:22]** live in Dallas Preston Hollow right

**[00:28:24]** across the street from us there was a

**[00:28:26]** massive Mall shut down right here in

**[00:28:28]** Florida off of a not commercial what's

**[00:28:30]** the other one I don't know which one the

**[00:28:31]** other one is down the street Sunrise I

**[00:28:33]** think it is massive Mall shut down they

**[00:28:36]** can't sell that property anybody it's a

**[00:28:39]** different business model today mobile

**[00:28:41]** phones 1980s to

**[00:28:43]** 1990s impact on communication

**[00:28:45]** information access adoption the number

**[00:28:47]** of mobile phone users Grew From a few

**[00:28:49]** million in 1980s to 5 billion in 2010

**[00:28:54]** and if you look at the chart on the

**[00:28:55]** right you know what it tells you there

**[00:28:56]** are more mobile phon worldwide than

**[00:28:59]** people we have

**[00:29:01]** 8.59 billion mobile phones and only

**[00:29:05]** 7.95 billion to those of you that are

**[00:29:07]** part of the twoone community you know

**[00:29:09]** who you are right this is what happens

**[00:29:11]** when you're part of that Community but

**[00:29:12]** by the way just go back look at the

**[00:29:13]** chart right there look at 95 how many

**[00:29:16]** phones you see in 95 nothing look at the

**[00:29:19]** spike suddenly to the amount of phones

**[00:29:21]** right imagine if you were a part of that

**[00:29:24]** industry early on economic impact on the

**[00:29:26]** mobile phone industry became a trillion

**[00:29:28]** Doll Market by 2010 driving Innovation

**[00:29:31]** and connectivity positive

**[00:29:33]** telecommunication mobile app development

**[00:29:34]** and portable Electronics by the way on

**[00:29:36]** the mobile app development do you know

**[00:29:38]** Tom's first Big Exit Tom ellw bisoc him

**[00:29:40]** and I do podcast and he does a lot of

**[00:29:42]** shows for valtim and been my business

**[00:29:44]** partner for almost 20 years you know

**[00:29:45]** what was his first Big Exit jamat mobile

**[00:29:48]** you know what jamat was they made games

**[00:29:51]** for phones you know what they sold it

**[00:29:53]** for $680 million do you know to who EA a

**[00:29:58]** sports you know what year 2004 look at

**[00:30:01]** the timing of what happened that was

**[00:30:02]** Tom's first Big Exit he got that he

**[00:30:04]** became a multi multi-millionaire

**[00:30:07]** negative landline phone services and

**[00:30:09]** public pay phones experience significant

**[00:30:12]** reductions let's continue so now

**[00:30:14]** ai the fourth industrial which they're

**[00:30:16]** talking about from 2010 to till today

**[00:30:19]** and on adoption AI adoption has been

**[00:30:21]** growing rapidly with global spending on

**[00:30:23]** AI system reaching $98 billion up from

**[00:30:25]** $37 billion just four years ago

**[00:30:27]** employment AI is expected to create 97

**[00:30:31]** million new jobs by 2025 however how

**[00:30:33]** many will it be displacing according to

**[00:30:35]** World economic form look at that 85

**[00:30:37]** million but notice 85 million will be

**[00:30:40]** displaced but 97 million new jobs what

**[00:30:43]** does it mean there's 12 million new jobs

**[00:30:45]** that they need that they don't have the

**[00:30:46]** people to displace where are those

**[00:30:48]** people going to come from that's the

**[00:30:50]** point every time A disruption like this

**[00:30:51]** happens there are new jobs you and I

**[00:30:54]** naturally learn new skill sets 97% of

**[00:30:57]** business owners believe Chad gbt will

**[00:30:59]** help their business Industries impact

**[00:31:01]** positive tech companies Healthcare

**[00:31:02]** Finance customer service Industries have

**[00:31:04]** seen significant improvements in

**[00:31:06]** efficiency and Innovation negative jobs

**[00:31:08]** involving routine and repetitive tasks

**[00:31:10]** such as data entry and some aspects of

**[00:31:12]** manufacturing are being automated

**[00:31:14]** leading to job losses in those area next

**[00:31:18]** so part of Chad gbt's capabilities okay

**[00:31:21]** that we look at number one command line

**[00:31:24]** simplification breaks down complex

**[00:31:26]** computer commands in easy to understand

**[00:31:28]** terms explaining each parameter and

**[00:31:30]** function two custom command generation

**[00:31:33]** three data cleaning and formatting four

**[00:31:35]** information retrieval five terminology

**[00:31:37]** assistant you can go through this

**[00:31:38]** yourself when we give you the white

**[00:31:39]** paper language translation we already

**[00:31:42]** know that and they're very accurate

**[00:31:43]** debugging help Contin math calculations

**[00:31:47]** the other day they brought out comparing

**[00:31:50]** financial advisors with mbas that are

**[00:31:54]** you know folks who went to school to be

**[00:31:57]** CFOs okay compared to Chad gbt who was

**[00:32:01]** making better estimation on what the

**[00:32:03]** market was going to do Chad gbt was able

**[00:32:05]** to beat them 70% of the time versus 60%

**[00:32:07]** Chad gbt 4 that's what the model was

**[00:32:10]** this is what in an article we were

**[00:32:11]** reading about that was saying number

**[00:32:12]** nine technical task assistance 10

**[00:32:15]** content Creation in a Maj there's so

**[00:32:18]** many podcasters worldwide right now that

**[00:32:21]** do their interviews and 90% of the

**[00:32:23]** questions they ask is all Chad gbt

**[00:32:25]** they'll say hey what's five question

**[00:32:27]** five unique questions to as this person

**[00:32:28]** I'm interviewing what are some four

**[00:32:30]** angles you would take that no one's ever

**[00:32:31]** taken when it comes on to the Kamala

**[00:32:33]** Harris by what are the three angles I

**[00:32:34]** should take when it comes on to True

**[00:32:36]** Crime their entire podcast is all based

**[00:32:39]** on AI all of it most people don't know

**[00:32:41]** about it they don't have a big

**[00:32:42]** personality but they got millions of

**[00:32:44]** subscribers because they're leveraging

**[00:32:46]** AI 11 social media management it's

**[00:32:48]** pretty much all done at right now 12

**[00:32:50]** research

**[00:32:51]** guidance educational support

**[00:32:54]** collaboration enhancement I don't know

**[00:32:56]** if you've ever been 12 years old in 2024

**[00:32:58]** I have not I have a 12-year-old son you

**[00:33:00]** know what they're being taught all of

**[00:33:02]** these different things today these are

**[00:33:04]** normal things to 12-year-old today to

**[00:33:06]** you and I oh my god look what we're

**[00:33:08]** going through to them it's like yeah

**[00:33:09]** what's what are you talking about this

**[00:33:11]** is what we're learning today exactly

**[00:33:13]** watch this time it took to any of the

**[00:33:16]** platforms to get to million users the

**[00:33:17]** fastest Netflix it took nearly 1250 days

**[00:33:21]** okay Kickstarter 900 days Airbnb 900

**[00:33:25]** days Twitter uh uh these are days uh uh

**[00:33:28]** uh Brandon right that I'm going through

**[00:33:29]** Twitter 750 days 4 Square 400 Days

**[00:33:32]** Facebook 300 days Dropbox 250 Spotify

**[00:33:36]** 200 Instagram roughly 80 Days look at

**[00:33:38]** Chad gbt they flinched they got a

**[00:33:40]** million users literally they flinched

**[00:33:44]** and they got a million users just based

**[00:33:47]** on everybody using it so now let's

**[00:33:49]** continue this next one is here

**[00:33:51]** absolutely wild for some of you guys

**[00:33:53]** that are you know the ones following

**[00:33:55]** this Quantum computing this is what it

**[00:33:58]** looks like Google's Sycamore quantum

**[00:34:00]** computer was able to complete a

**[00:34:01]** calculation in seconds that would have

**[00:34:03]** taken the world's fastest supercomputer

**[00:34:05]** over 47 years did you guys hear that

**[00:34:08]** this quantum computer was able to

**[00:34:09]** complete a calculation that a

**[00:34:12]** supercomputer would have taken 47 years

**[00:34:14]** to do it did it in seconds in 2019

**[00:34:17]** Google also claimed that his quantum

**[00:34:19]** computer could solve a problem in 200

**[00:34:21]** seconds that would have taken the

**[00:34:22]** world's fastest supercomputer

**[00:34:26]** 10,000 years

**[00:34:28]** 10,000 years Internet of Things iot

**[00:34:31]** adoption by 2021 there were over 12

**[00:34:33]** billion iot devices worldwide with

**[00:34:35]** projecting projections reaching 25

**[00:34:38]** billion by 2030 Market size Global iot

**[00:34:41]** Market size was roughly valued at $38

**[00:34:44]** billion in 2020 and expected to reach $

**[00:34:46]** 1.1 trillion in how how many years just

**[00:34:49]** eight years Forex in another 8 years now

**[00:34:52]** Advanced robotics impact on Automation

**[00:34:54]** and labor adoption the global market for

**[00:34:57]** industrial robots was valued at $45

**[00:34:59]** billion in 2020 projected to be $74

**[00:35:02]** billion employment robotics is expected

**[00:35:04]** to augment human labor particularly

**[00:35:06]** manufacturing Logistics and Healthcare

**[00:35:08]** but also display some manual jobs

**[00:35:09]** Industries impacted positive

**[00:35:11]** manufacturing warehousing Healthcare

**[00:35:13]** Industries have seen increase efficiency

**[00:35:14]** and productivity negative jobs involving

**[00:35:18]** manual labor and simple repetitive tasks

**[00:35:20]** are being automated reduced reducing

**[00:35:23]** demand for human labor in these roles

**[00:35:26]** watch this clip here if you've never

**[00:35:27]** seen this look how Wild this is uh

**[00:35:29]** Brandon go and play this

**[00:35:31]** clip this is Boston Dynamics look at the

**[00:35:33]** kind of stuff they're

**[00:35:41]** building look at

**[00:35:48]** this he needs help calls his

**[00:35:52]** buddy guy shows up look at this

**[00:36:05]** okay opens

**[00:36:07]** it you know the small little things that

**[00:36:09]** we know how to do watch this lets his

**[00:36:11]** friend in and look at the neck turning

**[00:36:15]** we can't do that but this this thing can

**[00:36:17]** do that okay this is the future by the

**[00:36:20]** way if it makes you feel uncomfortable

**[00:36:22]** it's already here this is not like a new

**[00:36:23]** thing that just happened last week this

**[00:36:25]** has been around for many many years and

**[00:36:27]** soon it's going into a lot of different

**[00:36:28]** shops that people will be using let's

**[00:36:30]** continue 3D

**[00:36:32]** printing so these guys are not printing

**[00:36:34]** objects but high accuracy and precision

**[00:36:36]** to match their design the global 3D 3D

**[00:36:39]** printing Market size was valued at$ 13.7

**[00:36:42]** billion in 2020 and expected to be at$

**[00:36:44]** 63.5 billion next year Aerospace

**[00:36:47]** Automotive Healthcare and uh consumer

**[00:36:49]** good Industries have adopted 3D printing

**[00:36:51]** for rapid prototyping and production

**[00:36:54]** positive Custom Manufacturing

**[00:36:55]** prototyping and medical device

**[00:36:57]** production negative traditional

**[00:37:00]** manufacturing processes are that are

**[00:37:01]** less flexible and more expensive have

**[00:37:04]** seen a decrease in demand blockchain you

**[00:37:08]** guys saw what happened this week with

**[00:37:10]** President being out the Bitcoin saying

**[00:37:11]** bitcoin's the future cryptocurrencies

**[00:37:13]** the future all this Gary G all all these

**[00:37:16]** things that you keep hearing about with

**[00:37:17]** blockchain watch blockchain adoption the

**[00:37:20]** blockchain market size was valued at $3

**[00:37:23]** billion in 2020 projected to be at $40

**[00:37:26]** billion

**[00:37:28]** next year that's 13x in 5 years okay

**[00:37:31]** cryptocurrency by 2021 was over 100

**[00:37:33]** million Bitcoin wallets indicating

**[00:37:36]** widespread option of blockchain

**[00:37:37]** Technology positive Financial Services

**[00:37:39]** Supply Chain management and digital

**[00:37:41]** identity verification negative

**[00:37:43]** traditional Banking and Financial

**[00:37:44]** transaction methods are being disrupted

**[00:37:46]** by decentralized finance and a lot of

**[00:37:49]** these big guys the the blacks you know

**[00:37:51]** black rocks and chases that would never

**[00:37:54]** have bought into this stuff now they're

**[00:37:55]** kind like well we need to put a little

**[00:37:56]** bit of our portfolio into Bitcoin

**[00:37:58]** they're starting to talk like that what

**[00:37:59]** happened all of a sudden it you can't

**[00:38:02]** wait for advanced Innovation today it's

**[00:38:05]** coming whether you like it or not it's

**[00:38:08]** going to be here now watch this history

**[00:38:10]** of AI the concept of AI dates back

**[00:38:12]** thousands of years originating with

**[00:38:15]** ancient philosophers pondering life and

**[00:38:17]** death early investors created automatons

**[00:38:20]** mechanical devices that moved

**[00:38:22]** independently the term automaton comes

**[00:38:25]** from ancient Greek meaning acting of

**[00:38:27]** one's own will one of the earliest

**[00:38:30]** recorded automatons was a mechanical

**[00:38:32]** pigeon created around 400

**[00:38:35]** BC by a friend of the philosopher Plato

**[00:38:39]** Leonardo da Vinci uh designed a famous

**[00:38:42]** automaton around 1495 while the idea of

**[00:38:45]** self functioning machines is ancient

**[00:38:47]** significant progress towards modern AI

**[00:38:50]** began in the 20th century so now notable

**[00:38:53]** dates when you're thinking about AI

**[00:38:55]** number one first expert system came into

**[00:38:57]** Comm commercial Market known as the xcon

**[00:38:59]** terrible name it was designed to assist

**[00:39:01]** in the order of computer systems by

**[00:39:03]** automatically picking components based

**[00:39:06]** on computer needs 1981 Japanese

**[00:39:08]** government allocated $850 million will

**[00:39:11]** be $2 billion of today's money to the

**[00:39:12]** fifth generation computer project their

**[00:39:14]** aim was to create computers that would

**[00:39:16]** translate Converse in human language and

**[00:39:18]** express reasoning on a human level Jim

**[00:39:21]** Simons this is a wonderful story of what

**[00:39:23]** this man did he just recently died

**[00:39:25]** January of this year the founder of

**[00:39:27]** renaiss Technologies began integrating

**[00:39:29]** AI in advanced mathematical models into

**[00:39:31]** his hedge fund operations in the 80s

**[00:39:33]** Renaissance Technologies established in

**[00:39:35]** 1982 is renowned for being a Pioneer in

**[00:39:38]** the a use of AI and quantitative

**[00:39:40]** analysis the most successful fund of all

**[00:39:42]** time was created with his strategy later

**[00:39:45]** on you'll see some of the numbers that

**[00:39:46]** this guy put up using AI that nobody

**[00:39:49]** including Ray Doo Burk Shar Hathaway

**[00:39:52]** Warren Buffett black none of these guys

**[00:39:55]** could do what they did because they

**[00:39:56]** simply use AI the AI uh uh warns of

**[00:40:01]** income and AI winner were funding where

**[00:40:03]** funding and interest would decrease and

**[00:40:05]** make research significantly more

**[00:40:07]** difficult this is 84 they continue the

**[00:40:09]** same thing with a with Aaron then in 86

**[00:40:12]** Ern Dickman and his team bundes whereare

**[00:40:15]** University of Munich created and

**[00:40:17]** demonstrated the first driverless car or

**[00:40:19]** robot car it would drive up to 55 M an

**[00:40:22]** hour on roads that was UN lot in Germany

**[00:40:25]** that didn't have other obstacles or

**[00:40:26]** human drivers 87 commercial launch of Al

**[00:40:31]** alacrity uh was the first strategy

**[00:40:34]** managerial advisory system and used a

**[00:40:36]** complex expert system with 3,000 rules

**[00:40:41]** this continues 87 the market for

**[00:40:43]** specialize Lis Bas Hardware collapse due

**[00:40:45]** to cheaper and more accessible

**[00:40:46]** competitors that use run list software

**[00:40:49]** including those offered by BM and apple

**[00:40:51]** this caused many specialized Lis

**[00:40:53]** companies to fail as a technology was

**[00:40:55]** now easily accessible a computer

**[00:40:57]** programmer in Ada named Rolo Carpenter

**[00:41:00]** invented the chatbot jabberwacky great

**[00:41:03]** name which he programmed to provide

**[00:41:05]** interesting and entertaining

**[00:41:07]** conversations to humans by the way that

**[00:41:08]** was like the original chat GPT right

**[00:41:11]** deep blue 1997 developed by IBM beat the

**[00:41:14]** world chess champion Gary casprov

**[00:41:16]** somebody we've had at the VA conference

**[00:41:17]** before in a highly publicized match

**[00:41:19]** becoming the first program to beat a

**[00:41:22]** human chess champion 97 Windows released

**[00:41:26]** a speed recognition software

**[00:41:27]** 2000 Professor Cynthia Breo developed

**[00:41:30]** the first robot that could simulate

**[00:41:32]** human emotions with its face which

**[00:41:34]** included eyes eyebrows ears and a mouth

**[00:41:37]** it was called Kismet the first Roomba

**[00:41:40]** was released in 2002 2003 NASA landed

**[00:41:43]** two Rovers on Mars and they navigated

**[00:41:46]** the surface of the planet without human

**[00:41:49]** intervention 2006 companies such as

**[00:41:51]** Twitter Facebook Netflix started use an

**[00:41:53]** AI as part of their advertising and user

**[00:41:56]** experience algorithm 2010 Microsoft

**[00:41:59]** launches Xbox 360 Connect which used AI

**[00:42:02]** 2011 NLP computer program to answer

**[00:42:05]** questions named Watson you remember

**[00:42:07]** Watson it won Jeopardy against two

**[00:42:09]** former champions in a televised game

**[00:42:12]** 2011 Apple released Siri the first

**[00:42:15]** popular virtual

**[00:42:16]** assistant 2012 two researchers from

**[00:42:20]** Google trained a neural network to

**[00:42:22]** recognize cats by showing its unlabeled

**[00:42:25]** images and no background information

**[00:42:27]** 2015 elama St Hawkin and Steve wnac and

**[00:42:30]** other 3,000 engineers and entrepreneurs

**[00:42:33]** signed an open letter to the world's

**[00:42:34]** government systems Banning the

**[00:42:36]** development of autonomous weapons for

**[00:42:39]** purpose of War you're going to see how a

**[00:42:41]** quote is going to overcome that

**[00:42:43]** objection for some of you guys that are

**[00:42:44]** worried about AI Hansen robotics created

**[00:42:47]** a humanoid robot named Sophia who became

**[00:42:50]** known as the first robot Citizen and was

**[00:42:52]** a first robot created with a realistic

**[00:42:54]** human appearance and the ability to see

**[00:42:56]** and repli emotions and communicate 17

**[00:42:59]** Facebook programed 2 AI chat B to

**[00:43:01]** converse and learn how to negotiate but

**[00:43:04]** as they went back and forth they ended

**[00:43:06]** up forging English and developed their

**[00:43:07]** own language completely uh autonom

**[00:43:11]** autonomously 2018 Chinese Tech group

**[00:43:13]** Alibaba had a language process and AI

**[00:43:16]** that beat human andik on a Stanford

**[00:43:17]** reading and comprehensive test wait for

**[00:43:20]** this one here Google's Alpha star

**[00:43:22]** reached grandmas on the video game

**[00:43:24]** Starcraft 2 outperforming all but two .

**[00:43:27]** 2% of human players 2020 open AI started

**[00:43:30]** beta testing gp3 a model that Ed deep

**[00:43:33]** learning which now many of us use the

**[00:43:34]** gp4 2021 open AI developed a Dale e

**[00:43:38]** which can process and understand images

**[00:43:40]** enough to produce accurate captions

**[00:43:42]** moving AI one step closer to

**[00:43:44]** understanding the visual World 2022 open

**[00:43:46]** AI launches GPT

**[00:43:49]** 4 and Just 5 days after the launch the

**[00:43:52]** application already acquires 1 million

**[00:43:53]** users and in 2023 open AI introduces GPT

**[00:43:57]** before multimodel llm for text and image

**[00:43:59]** prompt Elam musnik and others call for a

**[00:44:02]** six-month pause in training for more

**[00:44:04]** advanced AI system by the way all the

**[00:44:05]** designs you see here was designed by AI

**[00:44:08]** this isn't our graphic designers doing

**[00:44:09]** this this was AI so let me continue here

**[00:44:11]** all the stuff that we're talking about

**[00:44:13]** you just got a lot of information now

**[00:44:15]** again all of this stuff that you guys

**[00:44:16]** are watching you're going to get this at

**[00:44:18]** the end when you get a QR code to go

**[00:44:19]** download this and and and you'll have

**[00:44:22]** that part as well as we'll announce the

**[00:44:24]** three speak new speakers for the vault

**[00:44:25]** but stick around for the some of you we

**[00:44:27]** get this entire PowerPoint being sent to

**[00:44:28]** you as well but let's continue with this

**[00:44:30]** so now how AI is impacting the economy

**[00:44:35]** reskilling needs according to the

**[00:44:37]** McKenzie Global Institute up to 375

**[00:44:40]** million workers 14% of the global

**[00:44:42]** Workforce may need to switch

**[00:44:44]** occupational categories by 2030 due to

**[00:44:47]** Automation and Ai and odds are if that's

**[00:44:51]** 375 million workers worldwide if we take

**[00:44:54]** 14% of all of you on this on this right

**[00:44:57]** now which is 5,000 30,000 people are

**[00:44:59]** trying to get on right now but 5,000 of

**[00:45:01]** you that made it good for you 14% of

**[00:45:04]** those that are on 700 of you whatever

**[00:45:07]** you're doing right now your job's going

**[00:45:08]** to be replaced in the next six years

**[00:45:10]** just so you know that that's according

**[00:45:11]** to McKenzie okay according to an a

**[00:45:14]** Accenture report manufacturing sector

**[00:45:16]** will see the greatest Financial benefit

**[00:45:18]** from AI adoption with a gain of 3.8

**[00:45:22]** trillion expected by

**[00:45:25]** 2035 let's continue

**[00:45:27]** AI is expected to contribute up to $15.7

**[00:45:30]** trillion to global economy by 2030

**[00:45:33]** according to PWC this represents a 14%

**[00:45:37]** increase in global GDP again more wealth

**[00:45:40]** for others who are able to capitalize

**[00:45:42]** McKenzie estimates that AI could deliver

**[00:45:44]** additional global economic activity of

**[00:45:45]** around 13 trillion

**[00:45:47]** doll by 2030 boosting the global GDP by

**[00:45:51]** 1.2% annually you know how you should

**[00:45:52]** process that by the way you should ask

**[00:45:54]** yourself what percentage of that 18. $7

**[00:45:57]** trillion is going to be my family's

**[00:45:59]** that's a question you got to ask

**[00:46:00]** yourself how much of that's going to be

**[00:46:01]** yours by the way 15.7 trillion plus 13

**[00:46:04]** trillion $28.7

**[00:46:07]** trillion you ought to be able to get a

**[00:46:09]** piece of it for you whether you're going

**[00:46:11]** to do it as the business owner or you're

**[00:46:12]** working for a company that's going to

**[00:46:14]** bring these things so you become so

**[00:46:15]** valuable to the company that you

**[00:46:17]** participate in the upside you ought to

**[00:46:19]** have a decision of how you can

**[00:46:20]** contribute to whatever you're doing

**[00:46:22]** right now in your family AI will have an

**[00:46:24]** estimated 21% net increase on us GDP by

**[00:46:28]** 2030 net increase according to Forbes

**[00:46:31]** now ai business optimization let's take

**[00:46:33]** a look at this here JP Morgan Chase's

**[00:46:35]** coin platform reduce the time spent on

**[00:46:37]** reviewing guys this is a big number here

**[00:46:39]** reviewing legal documents that save the

**[00:46:42]** company 360,000 hours of lawyers time

**[00:46:46]** annually by the way they pay $800 an

**[00:46:49]** hour for corporate lawyers you know it's

**[00:46:52]** $800 $800 an hour times 360,000 Duty

**[00:46:55]** calculation right now on your phone I

**[00:46:57]** think it's roughly $288 million is it

**[00:46:59]** $288 million somewhere around $288

**[00:47:02]** million if I'm not mistaken okay that's

**[00:47:05]** the number they saved because of AI I

**[00:47:08]** mean that's pretty crazy to be thinking

**[00:47:09]** about right retail custom interaction AI

**[00:47:12]** driven personalized shopping experiences

**[00:47:14]** are being predict are predicted to

**[00:47:16]** influence up to 45% of all online

**[00:47:19]** purchases by 2025 according to Gartner

**[00:47:21]** let's continue

**[00:47:23]** Healthcare the AI Healthcare Market is

**[00:47:25]** projected to reach 40 5.2 billion by

**[00:47:28]** 2026 grown at a compound annual rate ker

**[00:47:31]** of

**[00:47:32]** 44.9% from 2019 to

**[00:47:35]** 2026 according to Allied market research

**[00:47:38]** cost savings AI could save the US

**[00:47:41]** Healthcare economy

**[00:47:43]** $150 billion annually by 2026 that means

**[00:47:47]** AI could decrease the cost of insurance

**[00:47:50]** think about that for a second

**[00:47:52]** Pharmaceuticals AI can reduce the R&D

**[00:47:54]** research and development cost of new

**[00:47:56]** drugs by up to how much

**[00:47:59]** 70% you think this affects your parents

**[00:48:01]** and your grandparents and shorten drug

**[00:48:04]** Discovery times of up to 50% according

**[00:48:06]** to deid so AI is also going to make you

**[00:48:08]** live longer and be healthier for those

**[00:48:11]** that choose to live longer now Trends

**[00:48:12]** and business let's continue according to

**[00:48:15]** a Forbes advisor survey 64% of

**[00:48:17]** businesses expect AI to increase

**[00:48:18]** productivity 97% of business owners

**[00:48:21]** believe Chad gbt will help their

**[00:48:23]** business Ai and Retail is expected to

**[00:48:25]** generate additional 2.95 trillion by

**[00:48:27]** 2030 that's PWC one in three business

**[00:48:30]** plans to use GPT to create website

**[00:48:32]** content while 44% aim to generate

**[00:48:35]** content in multiple languages you just

**[00:48:37]** saw me speak in three different

**[00:48:38]** languages right now including English

**[00:48:40]** right Spanish French and Mandarin that

**[00:48:43]** was all AI right this is the direction

**[00:48:45]** we're going now watch this most ways

**[00:48:47]** people are using AI customer service is

**[00:48:49]** number one at the top cyber security and

**[00:48:51]** fraud prevention number two digital

**[00:48:54]** assistance now think whatever one of

**[00:48:55]** these applies to you this is you your

**[00:48:57]** opportunity customer relationship

**[00:48:59]** management Inventory management content

**[00:49:01]** creation product recommendation

**[00:49:03]** accounting supply chain operations

**[00:49:05]** recruiting so many opportunities within

**[00:49:07]** this now watch this for the longest time

**[00:49:09]** parents were like look a kid if you want

**[00:49:10]** to go to college and you want to major

**[00:49:12]** in stem Proficiency in stem that's what

**[00:49:14]** I want you to do in 2016 most critical

**[00:49:18]** skills required of the workforce what

**[00:49:20]** was number one proficiency and stem 42%

**[00:49:23]** where's it at now all the way at the

**[00:49:25]** bottom 28% what went up time management

**[00:49:29]** skills and ability to prioritize went

**[00:49:32]** from 33% to 42% wait a minute time

**[00:49:35]** management skills and ability to

**[00:49:37]** prioritize by human beings what does

**[00:49:39]** that mean you're going to be

**[00:49:40]** needed it's just people that are able to

**[00:49:43]** become more efficient so how does

**[00:49:44]** somebody become more efficient by

**[00:49:46]** learning how to use what AI you can look

**[00:49:49]** through this list here but you see how

**[00:49:51]** things are adjusting hey I want to grow

**[00:49:53]** up to be a doctor you'll see in a minute

**[00:49:54]** here not a lot of parents are going to

**[00:49:56]** say kid go be a doctor when you grow up

**[00:49:57]** you'll see why case

**[00:49:59]** studies this is Jim Simons the gentleman

**[00:50:01]** we talked about earlier with Renaissance

**[00:50:03]** Technologies it's absolutely insane what

**[00:50:04]** this man did so he used to work for the

**[00:50:06]** NSA in 1965 he worked there for three

**[00:50:09]** years three years later he makes

**[00:50:10]** comments about Vietnam he gets fired he

**[00:50:13]** leaves goes and becomes a professor 82

**[00:50:15]** he starts Renaissance Technologies hires

**[00:50:17]** a guy from MIT I'm going to give you the

**[00:50:19]** story and I'm going to skip some of this

**[00:50:20]** stuff here in 1988 they start their fund

**[00:50:23]** their fund first year loses 4% second

**[00:50:26]** year do 55% their fund from 1988 to

**[00:50:29]** today you know what their return has

**[00:50:30]** been 69% you know what their fees are

**[00:50:33]** roughly up to 44% even after they take

**[00:50:37]** 44% of fees their clients have received

**[00:50:40]** an annual rate of return of nearly

**[00:50:43]** 39% from 88 till today these guys did so

**[00:50:47]** well that by 1995 is they closed the

**[00:50:51]** fund they said we don't want any more

**[00:50:53]** new money you know what they did by 2005

**[00:50:56]** they sent all the investors money back

**[00:50:58]** to them and they say listen you got to

**[00:51:00]** take your money out moving forward the

**[00:51:02]** only people that can have their money in

**[00:51:03]** Medallion fund are current or previous

**[00:51:07]** employees that's how this fund did if in

**[00:51:10]** 1988 you put a dollar in s&p500 a dollar

**[00:51:14]** with birkar Hathaway or a dollar in The

**[00:51:16]** Medallion fund here's what you would

**[00:51:17]** have today S&P 500 from 198 today would

**[00:51:21]** be $42 birkar haway would be

**[00:51:24]** $154 Medallion fund today would be

**[00:51:28]** $44,000 these guys dominated because

**[00:51:31]** they used to say you can't be trading SC

**[00:51:33]** stocks FAS than a week and a half you're

**[00:51:35]** going to lose money they said no man

**[00:51:36]** we're going to use Ai and we're going to

**[00:51:38]** trade every day and a half and everybody

**[00:51:40]** said these guys are delusional they

**[00:51:41]** don't know what they're talking about

**[00:51:42]** they didn't beat everybody they beat

**[00:51:44]** Everybody by seven

**[00:51:46]** touchdowns they destroyed them okay they

**[00:51:50]** destroyed them is what what he did and

**[00:51:51]** this guy ended up being worth I don't

**[00:51:52]** know nearly $20 billion when he he wrote

**[00:51:55]** one of the best books by the way that

**[00:51:56]** everybody read passed away 6 months ago

**[00:51:58]** God bless him okay let me go back to

**[00:52:00]** this okay next Elam musk and Tesla look

**[00:52:02]** what these guys are look at just look at

**[00:52:03]** the chart on the right okay in US EV

**[00:52:06]** sales no brand comes close to Tesla just

**[00:52:08]** look at that 2023 they sold 325,000 cars

**[00:52:12]** in

**[00:52:13]** 20123 the next 19

**[00:52:17]** combined can compete with Tesla Chev two

**[00:52:21]** then it's four then it's Hyundai can

**[00:52:23]** compete why AI next Jeff posos and

**[00:52:27]** Amazon look what these guys did using AI

**[00:52:29]** you know what the chart shows on the

**[00:52:31]** right the average click to Door speed

**[00:52:34]** that's what that is you click you

**[00:52:36]** purchase how many days it takes to come

**[00:52:38]** to you Amazon used to be 4.6 days at the

**[00:52:42]** beginning of 2020 they brought it down

**[00:52:44]** to one and a half days right now when

**[00:52:46]** you place an order with Amazon how long

**[00:52:47]** does it take to come to your house look

**[00:52:49]** at their competitors they're 5.2 days

**[00:52:51]** who are you going to order with you're

**[00:52:53]** going to go 1.5 days or 5.2 days with

**[00:52:55]** Walmart or Target or anything The Other

**[00:52:56]** Guys by the way this is exactly what

**[00:52:58]** McDonald's did when they they destroyed

**[00:53:00]** everybody fast food boom 59 seconds

**[00:53:02]** you're out boom order stuff is in are

**[00:53:05]** you kidding me exactly what's the

**[00:53:07]** valuation of Tesla roughly 600 700

**[00:53:10]** billion on any given day maybe $800

**[00:53:11]** billion what's the valuation of Amazon

**[00:53:14]** trillion dollars do you think this guy

**[00:53:16]** knew he was going to build a trillion

**[00:53:17]** dollar business when he was first trying

**[00:53:18]** to replace bookstores no as things

**[00:53:21]** changed they added Ai and technology and

**[00:53:23]** then all of a sudden they're like wait a

**[00:53:24]** minute AWS yes hosting we can sell

**[00:53:29]** everything boom Bezos is worth $200

**[00:53:32]** billion musk is worth $240 billion

**[00:53:35]** because of the usage of AI let's

**[00:53:37]** continue Sundar Pai and Google again

**[00:53:40]** look at this here when it comes down to

**[00:53:41]** search engines 90.7% of all searches

**[00:53:44]** being done is Google and I know there's

**[00:53:46]** a lot of stuff to be able to say with

**[00:53:47]** Google what they've done this last week

**[00:53:49]** they ow 91% of it this is pretty much a

**[00:53:51]** monopoly that they have as well guess

**[00:53:53]** what they use AI this is another one for

**[00:53:55]** you for with Microsoft look at these

**[00:53:57]** guys his background the co Microsoft has

**[00:54:00]** driven uh the co SAA nadela has driven

**[00:54:03]** the company's AI strategy to enhance its

**[00:54:05]** products and services use of AI

**[00:54:07]** Microsoft integrates AI into its cloud

**[00:54:09]** computing service office suite and

**[00:54:10]** Customer Service Solutions azour

**[00:54:13]** Microsoft's cloud computing Cloud

**[00:54:15]** platform offers AI

**[00:54:18]** services such as machine learning

**[00:54:21]** cognitive services and Bot Frameworks

**[00:54:23]** and look what they've done on the right

**[00:54:25]** he said AI is the defin technology of

**[00:54:27]** our times and we're infusing it into

**[00:54:29]** what everything we offer at Microsoft to

**[00:54:33]** empower people and organizations look at

**[00:54:36]** the businesses on the right Azor $80

**[00:54:39]** billion Microsoft 365 49 billion

**[00:54:43]** LinkedIn $15 billion Windows 11 22

**[00:54:46]** billion Xbox 15 billion co-pilot 12

**[00:54:50]** billion what's their total revenue 200

**[00:54:52]** billion $21 billion of revenues exactly

**[00:54:55]** why say he said what he said we're

**[00:54:58]** infusing AI into everything we offer at

**[00:55:01]** Microsoft to empower people and

**[00:55:05]** organizations read Hastings and Netflix

**[00:55:07]** look at these guys that's what happened

**[00:55:08]** with cable that's what happened with

**[00:55:10]** Netflix what do they do AI Blockbuster

**[00:55:13]** versus Netflix Blockbuster didn't want

**[00:55:15]** to touch AI Netflix did what happened

**[00:55:17]** the red is Netflix the blue is

**[00:55:19]** Blockbuster when's the last time you

**[00:55:21]** went to Blockbuster we have a lot of

**[00:55:22]** good stories I used to go to Blockbuster

**[00:55:23]** every Friday and Saturday night and

**[00:55:25]** stand in line hoping that movie gets

**[00:55:26]** dropped off by somebody and we snatch it

**[00:55:29]** we would say before you throw drop it

**[00:55:30]** can you just give it to me no man I got

**[00:55:31]** to drop it off can I go in there with

**[00:55:33]** you hey man he wants to give it to me do

**[00:55:35]** you remember those days you have to be

**[00:55:36]** 40 years old to remember those days it's

**[00:55:37]** called Blockbuster days no more

**[00:55:39]** Blockbuster days right now it's called

**[00:55:41]** Netflix and chill right Netflix and

**[00:55:44]** chill is what it is today some of you

**[00:55:45]** guys probably prefer that so Kodak Kodak

**[00:55:48]** was a leading photographer these are the

**[00:55:49]** guys that screwed up by the way and

**[00:55:50]** didn't adapt everybody used to use Kodak

**[00:55:52]** you know what happened to Kodak they're

**[00:55:54]** gone they used to have a billion in

**[00:55:56]** Revenue you know where they're at right

**[00:55:57]** now10 million they were afraid to touch

**[00:56:00]** AI Kodak was slowing to embrace digital

**[00:56:03]** photography and Aid driven image

**[00:56:04]** processing while the company invented

**[00:56:06]** they invented the first digital camera

**[00:56:08]** you're the company that invents it and

**[00:56:10]** they ask him why don't you release it to

**[00:56:11]** the public because we were worried it

**[00:56:13]** was going to put us out of business

**[00:56:15]** think about that right there you come up

**[00:56:19]** with the first digital camera and you

**[00:56:20]** don't sell it to the market Kodak right

**[00:56:22]** now should be a $200 billion company

**[00:56:25]** minimum selling all these cameras to the

**[00:56:27]** phone companies how big would these guys

**[00:56:28]** be but no they were afraid they didn't

**[00:56:31]** capitalize off of AI when was the last

**[00:56:32]** time you bought a Kodak product by the

**[00:56:34]** way when's the last time you saw kak

**[00:56:35]** commercial when's the last time you have

**[00:56:37]** to buy a 1960s magazine to see

**[00:56:39]** commercial of them they disappeared noia

**[00:56:42]** same thing I used to have a Nokia phone

**[00:56:44]** what happened with them they were afraid

**[00:56:46]** they didn't see all the stuff that was

**[00:56:48]** going on with AI driven smartphones but

**[00:56:49]** one guy did what was his name Steve Jobs

**[00:56:52]** what happened to Apple it's a three

**[00:56:54]** trillion doll company give or take

**[00:56:57]** because they understood AI

**[00:56:59]** Sears remember Sears go back and look at

**[00:57:02]** when Sears got started it's like 1886 or

**[00:57:04]** some weird number like that what

**[00:57:06]** happened to Sears they didn't want to

**[00:57:07]** touch AI who did this guy named Jeff

**[00:57:09]** Bezos what happened to Amazon what

**[00:57:11]** happened to Sears wiped out look at

**[00:57:12]** their revenue by the way they used to do

**[00:57:15]** $ 53 billion of sales when in 2006

**[00:57:20]** what's their number right now look at

**[00:57:21]** their number right now 3.26 billion in

**[00:57:24]** 2020 it's lower today right with the num

**[00:57:26]** so choosing the right AI tools matter

**[00:57:29]** when it comes down to this so Cloud PR

**[00:57:31]** uh pricing

**[00:57:33]** optimization examples Airbnb uses AI on

**[00:57:36]** AWS for capacity management custom cost

**[00:57:39]** and usage data tools and optimizing

**[00:57:41]** storage and Computing capacity Dropbox

**[00:57:43]** saved nearly $75 million by using AI to

**[00:57:46]** optimize Cloud cost and reduce AWS

**[00:57:49]** dependency AI tools identify Cloud usage

**[00:57:52]** patterns detect anomalies and uncover

**[00:57:54]** cost effective resources is now some of

**[00:57:56]** you guys again you could bring this to

**[00:57:58]** your company or you can do it within

**[00:57:59]** your company Voice Assistant chat Bots

**[00:58:02]** over 60% of business owners believe AI

**[00:58:04]** will improve customer relations example

**[00:58:07]** Pentagon Credit Union chat BX for faster

**[00:58:10]** customer query uh resolutions now

**[00:58:12]** handles 25% of common internal service

**[00:58:15]** requests freeing up service desk staff

**[00:58:18]** to focus on more complex task how

**[00:58:20]** awesome is that amazing uptime and

**[00:58:23]** reliability optimization AI helps

**[00:58:25]** maintain uptime and website reliability

**[00:58:27]** by scanning for inefficiencies and

**[00:58:29]** potential disruptions the examples can

**[00:58:31]** be with a lot of different companies

**[00:58:32]** Netflix Uber Facebook Salesforce at the

**[00:58:35]** bottom AI Ops tools help intelligent

**[00:58:37]** alerting root cause analysis anomaly

**[00:58:39]** detection and capacity optimization

**[00:58:42]** Delta Airlines digital simulation

**[00:58:44]** environmental for Global operations it

**[00:58:46]** can continues with other things

**[00:58:48]** productivity maintenance AI is used to

**[00:58:50]** analyze data and identify maintenance

**[00:58:52]** needs to ensure safety and efficiency

**[00:58:54]** again I can give you many of these

**[00:58:56]** examples you can go through this when

**[00:58:58]** you look at what's going on with AI

**[00:59:00]** these tools are available to you and we

**[00:59:02]** give you the white paper and the

**[00:59:04]** PowerPoint some of you guys will have

**[00:59:05]** access to go through this yourself

**[00:59:07]** here's Dwayne Johnson who will be at the

**[00:59:09]** Vault conference I believe this is one

**[00:59:11]** of the first business conferences he'll

**[00:59:12]** ever be attending and we'll be doing a

**[00:59:14]** 90-minute interview together some of you

**[00:59:16]** guys who attend will be may even have a

**[00:59:18]** chance to ask him a question he once

**[00:59:19]** said success isn't always about

**[00:59:21]** greatness it's about consistency

**[00:59:24]** consistent hard work leads to success

**[00:59:28]** greatness will come Dwayne Johnson that

**[00:59:31]** means that applies to you and I as well

**[00:59:33]** objections in AI implementation let's

**[00:59:36]** look at this cost concerns well how much

**[00:59:38]** is this going to cost me many business

**[00:59:39]** owners worry about the high initial

**[00:59:41]** investment required for AI

**[00:59:42]** implementation including software

**[00:59:44]** hardware and skilled Personnel lack of

**[00:59:47]** understanding how does this work I don't

**[00:59:48]** know how this works data privacy and

**[00:59:50]** security integrate integration

**[00:59:52]** challenges job displacement these are

**[00:59:54]** some of the things we talked about look

**[00:59:55]** what will gadera said a good friend of

**[00:59:57]** mine who wrote the book unreasonable

**[00:59:59]** Hospitality New York Times bestseller

**[01:00:01]** starts a restaurant as a regular

**[01:00:03]** restaurant in New York makes it a one

**[01:00:06]** star one Michelin star two Michelin star

**[01:00:08]** three Michelin star top 50 restaurant

**[01:00:10]** top 10 restaurant not in New York in the

**[01:00:12]** world and eventually becomes a one

**[01:00:15]** number one restaurant in the world and

**[01:00:17]** he sells it he says you're not always

**[01:00:20]** going to agree with everything you hear

**[01:00:21]** just like today in AI but you've got to

**[01:00:24]** start by listening

**[01:00:26]** if we don't listen about what's going on

**[01:00:29]** with AI and some of these authors like

**[01:00:30]** this guy who wrote This Book they call

**[01:00:33]** it the best book ever written on AI Max

**[01:00:35]** techark life 3.0 if you follow AI you

**[01:00:38]** know this elon's a big fan of this book

**[01:00:40]** we have to start learning for ourselves

**[01:00:42]** and saying what direction is this going

**[01:00:44]** and how can this positively change my

**[01:00:46]** life let me continue key points again AI

**[01:00:49]** implementation data quality stats 60% of

**[01:00:52]** companies site data issues as the

**[01:00:53]** biggest challenge in AI 50% of

**[01:00:55]** executives worry about ethical implic

**[01:00:58]** imple implications of AI again these are

**[01:01:00]** some of the concerns that we can go

**[01:01:02]** through wealth concentration the leading

**[01:01:04]** 10% of AI adopters are seeing Twice The

**[01:01:06]** Profit returns compared to the median

**[01:01:09]** the top 10% the leading 10% of AI

**[01:01:13]** adopters are seeing Twice The Profit

**[01:01:16]** returns yes you know what's going to

**[01:01:18]** happen with separation of wealth the

**[01:01:21]** next 3 5 10 years you know how they say

**[01:01:24]** the rich get richer the poor get poor

**[01:01:25]** it's very easy those who leverage Ai and

**[01:01:29]** innovate are going to get richer than

**[01:01:33]** those who don't exponentially and it

**[01:01:36]** won't even make sense

**[01:01:38]** exponentially and it doesn't even make

**[01:01:40]** sense when PayPal was selling and all

**[01:01:42]** the PayPal Mafia guys were in the same

**[01:01:43]** room they all had about the same money

**[01:01:45]** as Elon Musk but Elon Musk kept

**[01:01:47]** recreating himself and advancing himself

**[01:01:50]** to see what he needed to do in today's

**[01:01:52]** industry and now the wealth disparity

**[01:01:54]** between him and all the you know PayPal

**[01:01:56]** Mafia it's not even close that's the

**[01:01:58]** pure example those guys are still rich

**[01:02:00]** but not at the level of Elam mus cuz he

**[01:02:02]** leverage what's going on here in the

**[01:02:03]** marketplace so now government policy you

**[01:02:05]** can have all this stuff for you to go

**[01:02:07]** through you know what do you do to stand

**[01:02:09]** out hire with the right team in mind

**[01:02:11]** study market trends with what's going on

**[01:02:13]** 39% of business reported hiring software

**[01:02:15]** Engineers 35% hired data Engineers for

**[01:02:18]** AI related positions expanding your

**[01:02:21]** search we're giving you all of this

**[01:02:22]** stuff in the white paper for you to go

**[01:02:24]** through you know while you're thinking

**[01:02:26]** like for us right now we're expanding

**[01:02:27]** our search we're getting right now at

**[01:02:29]** Lon holding which owns man uh value

**[01:02:32]** tment B David consult we're getting

**[01:02:34]** 3,000 job applications a week right now

**[01:02:37]** roughly 150,000 job applications a week

**[01:02:40]** how do we go through all the right

**[01:02:42]** people to hire that are going to be a

**[01:02:43]** fit for our company or not how do we do

**[01:02:44]** it we're about to release a webinar in

**[01:02:46]** the next couple weeks that's going to

**[01:02:48]** show exactly what it takes to work at

**[01:02:49]** our company who works well who doesn't

**[01:02:51]** work well that'll be released in the

**[01:02:53]** next two to four weeks we've spent so

**[01:02:55]** much time identifying what's working

**[01:02:57]** what's not and using as much Ai and data

**[01:03:00]** to help us make better decisions this is

**[01:03:02]** just a part of it offer more than just

**[01:03:04]** salary a lot of people are thinking I'm

**[01:03:05]** going to have to pay a lot of money you

**[01:03:07]** don't just pay a lot of money to get AIP

**[01:03:08]** it's got to be a lot more than that make

**[01:03:09]** sure hiring managers are trained and AI

**[01:03:12]** recruitment couple things I couple

**[01:03:13]** quotes I want to share with you here

**[01:03:15]** here's Alan Turing he said a computer

**[01:03:17]** would deserve to be called intelligent

**[01:03:19]** if it could deceive a human into

**[01:03:22]** believing that it was a human make sense

**[01:03:25]** so let it deceive you we invented fire

**[01:03:28]** says Max tegmark which by the way this

**[01:03:30]** is what Elon Musk said about Max tegmark

**[01:03:32]** who's got you know he's all over the

**[01:03:34]** place on all these podcasts he always

**[01:03:35]** goes to this is a compelling Guide to

**[01:03:38]** the challenges and choices in our quest

**[01:03:39]** for a great future of Life intelligence

**[01:03:42]** and Consciousness on Earth and Beyond

**[01:03:44]** ilamas talks about him they say the book

**[01:03:46]** hero was the greatest book ever written

**[01:03:47]** on AI listen to what he says powerful

**[01:03:50]** quote especially for those of you guys

**[01:03:51]** that are worried we invented

**[01:03:54]** fire repeatedly messed up and then

**[01:03:57]** invented the fire

**[01:03:59]** extinguisher fire exit fire alarm and

**[01:04:02]** fire department what's he saying AI

**[01:04:05]** we're going to build something that's

**[01:04:07]** going to break a lot of things and then

**[01:04:08]** we're going to build the controls to

**[01:04:11]** make sure future looks bright for all of

**[01:04:13]** us so fear and anxiety doesn't need to

**[01:04:15]** go to this level it's all going to be

**[01:04:17]** fine future looks bright so BR if you

**[01:04:20]** had all of the world's information

**[01:04:21]** directly attached to your brain or an

**[01:04:23]** artificial brain that was smarter than

**[01:04:25]** your brain you'd be better off again if

**[01:04:27]** that's not going to be you you can hire

**[01:04:28]** somebody that's going to be doing that

**[01:04:29]** next I'm telling you the world's

**[01:04:31]** first trillionaires are going to come

**[01:04:34]** from somebody who Masters Ai and all its

**[01:04:38]** derivatives and applies it in its ways

**[01:04:41]** we've never thought about Mark Cuban I

**[01:04:42]** think he's talking about Elon Musk as

**[01:04:44]** much as they're not the best of friends

**[01:04:46]** Eric schmith AI will be the most

**[01:04:48]** transformative technology since

**[01:04:50]** electricity that's from Google Zak watch

**[01:04:53]** what he says I actually like what he

**[01:04:54]** says here whenever I hear people saying

**[01:04:56]** AI is going to hurt people in the future

**[01:04:58]** I think technology can generally always

**[01:05:01]** be used for good and bad and you need to

**[01:05:03]** be careful about how you build it if

**[01:05:05]** you're arguing against AI then you're

**[01:05:07]** arguing against safer cars that aren't

**[01:05:09]** going to have accidents and you're

**[01:05:11]** arguing against being able to better

**[01:05:13]** diagnose people when they're sick look

**[01:05:15]** at the way he sees AI right so now we're

**[01:05:18]** at the end of the presentation a minute

**[01:05:19]** I'm going to give you the QR code for

**[01:05:21]** you to go out there and get this white

**[01:05:22]** paper and share it with your friends

**[01:05:23]** employees and all those guys so stick

**[01:05:25]** around the slide's going to be this I'm

**[01:05:27]** going to go through a couple different

**[01:05:28]** things to share this with you and uh

**[01:05:30]** tell you what we have going on how can

**[01:05:31]** how this can help you out few things

**[01:05:33]** this is what we're

**[01:05:35]** doing my basic strategy of what I'm

**[01:05:38]** doing to take my businesses to the next

**[01:05:40]** level and what I've done the last 10 to

**[01:05:42]** 20 years are the following number one

**[01:05:44]** I've always up upgraded my network and

**[01:05:46]** my community when I was coming up in the

**[01:05:49]** insurance space and I started my own

**[01:05:51]** insurance company I went to every single

**[01:05:54]** conference I got to since 21 years old

**[01:05:56]** I've been going to four business

**[01:05:57]** conferences every year since 21 years

**[01:05:59]** old and trust me most of my friends and

**[01:06:01]** relatives that I would invite and

**[01:06:02]** co-workers they would say oh not this

**[01:06:04]** one I'll go to the next one I'll go next

**[01:06:06]** year I'm busy right now I'm getting

**[01:06:09]** married my girlfriend and I going

**[01:06:10]** through problems how am I going to take

**[01:06:12]** days off I already took my vacation I'm

**[01:06:14]** already going through all this stuff

**[01:06:15]** right I focused on upgrading my

**[01:06:18]** community and my network when I went

**[01:06:20]** into the insurance industry went to all

**[01:06:22]** the insurance conferences which are so

**[01:06:23]** motivational for some of you guys that

**[01:06:25]** have been in

**[01:06:26]** you know what I'm talking about you know

**[01:06:28]** what happened I met a handful of these

**[01:06:30]** guys every 90 days I would call these

**[01:06:33]** guys and I would say tell me what's

**[01:06:34]** going on with an insurance who's doing

**[01:06:35]** it right who's making big mistakes what

**[01:06:38]** is a new innovation what new products

**[01:06:40]** are changing what's going on with

**[01:06:41]** technology there were these Five Guys

**[01:06:43]** till today I stay in contact with these

**[01:06:44]** guys and one day they're going to tell

**[01:06:45]** the story of how a relationship is and

**[01:06:48]** they would always give me an edge

**[01:06:49]** against my competitors and my peers why

**[01:06:52]** because I was always trying to upgrade

**[01:06:54]** my network in my community last

**[01:06:55]** Wednesday Goldman Sachs what am I trying

**[01:06:57]** to do upgrade my networking Community

**[01:07:00]** everywhere I'm going I spoke at Chase a

**[01:07:01]** small business Symposium 3 weeks ago

**[01:07:04]** four weeks ago in La at the palace fdus

**[01:07:06]** what do you think we're doing everything

**[01:07:07]** is upgrading upgrading our networking

**[01:07:10]** Community how are you upgrading your

**[01:07:12]** network and community that alone takes

**[01:07:14]** effort because when you upgrade that and

**[01:07:16]** they tell you here's what we tried with

**[01:07:17]** AI no way let me try it here's what we

**[01:07:19]** tried here's what we tried seriously

**[01:07:21]** yeah here's what no here what yeah exact

**[01:07:24]** that's crazy that's one two get into a

**[01:07:27]** mastermind I don't know what Mastermind

**[01:07:28]** you're part of a lot of companies offer

**[01:07:30]** a lot of great

**[01:07:31]** masterminds you know vistage why there's

**[01:07:34]** a lot of them that you can get into but

**[01:07:35]** you got to be part of a mastermind if

**[01:07:37]** you think you're going to go through

**[01:07:38]** this and Innovation and changes coming

**[01:07:40]** like this it used to be like this change

**[01:07:42]** was like this 40 years ago then all of a

**[01:07:44]** sudden 30 years ago is like this 10

**[01:07:46]** years ago is like this today it's like

**[01:07:48]** this right if you're not talking to

**[01:07:50]** somebody and other people that they're

**[01:07:53]** bringing out what they're doing today

**[01:07:54]** earlier I'm doing a mastermind with

**[01:07:55]** seven cosos from different countries and

**[01:07:57]** we're sitting there talking about what

**[01:07:58]** challenges they're going through today

**[01:08:00]** if you're not hearing them saying it

**[01:08:02]** you're you're falling this is exactly

**[01:08:04]** why separation takes place because some

**[01:08:06]** are into masterminds and they strengthen

**[01:08:08]** themselves and some are simply not into

**[01:08:09]** masterminds they're talking about

**[01:08:10]** baseball football soccer this is the

**[01:08:12]** wrong time to be just in sports fans

**[01:08:14]** masterminds you got to get into

**[01:08:15]** something that changes your life number

**[01:08:17]** three invest in your people and yourself

**[01:08:20]** um just recently I sent Mario to go to

**[01:08:23]** Kellogg School for a week on how to

**[01:08:25]** become a better CH Chief sales officer I

**[01:08:27]** sent Mario and I sent Leo I sent moral

**[01:08:29]** to Harvard she's the president of my

**[01:08:31]** insurance company she used to be my

**[01:08:32]** teller at WAMU for some of you that

**[01:08:34]** remember W I've sent her to Harvard and

**[01:08:36]** Wharton I've sent you know tan to

**[01:08:39]** Wharton I believe each time I sent him

**[01:08:40]** it's 30 40 $50,000 when they go to

**[01:08:42]** places like this but why do we do that a

**[01:08:44]** couple reasons there was a great quote

**[01:08:45]** is it in here right now or know if I

**[01:08:47]** cover that quote one of the best quotes

**[01:08:49]** ever ever said was this CFO Chief

**[01:08:52]** Financial Officer asked the CEO what

**[01:08:54]** happens if we invest in develop in our

**[01:08:55]** people and they leave us the co answers

**[01:08:58]** what happens if we don't and then they

**[01:09:00]** stay a lot of people Trish bertusi a lot

**[01:09:04]** of people are like man I don't want to

**[01:09:05]** invest into my guys they're going to go

**[01:09:06]** and become competitors of mine yeah but

**[01:09:08]** if you don't they're going to stand they

**[01:09:09]** not going to be bad I've always been

**[01:09:11]** about investing this Saturday I spoke at

**[01:09:13]** this event in um

**[01:09:16]** Arizona for this gentleman named Andy he

**[01:09:19]** says for the vault conference we're

**[01:09:21]** shutting down our company and we're

**[01:09:23]** bringing a hundred of of our all

**[01:09:26]** employees to go to the Vault conference

**[01:09:27]** for one week for some of you guys that

**[01:09:29]** are going to The Vault conference you're

**[01:09:30]** going to see Elliott Army everywhere we

**[01:09:33]** have 10 15 businesses right now that are

**[01:09:35]** taking 50 plus of their employees

**[01:09:36]** because they understand you got to

**[01:09:37]** invest into yourself and your people and

**[01:09:39]** last but not least involve stakeholders

**[01:09:42]** the meeting I had right now for estate

**[01:09:43]** planning my wife was a part of it you

**[01:09:45]** know who else came in my son and my

**[01:09:47]** daughter came in they said what are we

**[01:09:49]** doing with estate planning I said we're

**[01:09:50]** talking about your future money really

**[01:09:52]** yes huh last year at the Vault

**[01:09:54]** conference

**[01:09:55]** we had 500 husband and wives in the room

**[01:09:58]** the last two years there's been two

**[01:09:59]** couples that came to spend their

**[01:10:01]** honeymoon in Miami and extended and they

**[01:10:04]** stayed three days to the VA conference

**[01:10:06]** why include stakeholders when I go to

**[01:10:09]** events and I went to Goldman Sachs guess

**[01:10:11]** who was sitting right next to me my wife

**[01:10:14]** for the meeting Tom over here because

**[01:10:17]** he's my guy for decisions that we make

**[01:10:20]** Sam was there involved stakeholders you

**[01:10:23]** know the insurance company that we built

**[01:10:25]** you know what the entire model was based

**[01:10:26]** off of husbands and wives why my top 50

**[01:10:31]** earners in the insurance company that we

**[01:10:33]** build 95% of the top earners were ran by

**[01:10:37]** husband and wives most of the time

**[01:10:40]** nowadays everybody just going to it by

**[01:10:42]** themselves and you're trying to come

**[01:10:43]** back and explain to your wife or your

**[01:10:44]** husband what happened if you're going to

**[01:10:46]** be part of Mastermind or if you're going

**[01:10:48]** to be serious about investing into

**[01:10:49]** events to go out there and change

**[01:10:50]** yourself and recreate yourself take your

**[01:10:52]** wife your kids if they're adults and

**[01:10:54]** your business partner ERS and your

**[01:10:56]** Executives don't go by yourself that's

**[01:10:59]** how you grow your business in ways

**[01:11:01]** you've never grown before let's continue

**[01:11:04]** so couple things here to wrap up with

**[01:11:07]** before I give you this PDF and the white

**[01:11:08]** paper The Vault conference in the past

**[01:11:10]** we've had Tom Brady at the event Mike

**[01:11:12]** Tyson Andy Fastow from Enron Kevin

**[01:11:16]** Conelly Chaz paler kosaki Dustin porier

**[01:11:19]** will gadera Gary Casp Billy Bean from

**[01:11:21]** Moneyball Brad Pit played him Peter

**[01:11:24]** goober Patty MCC from Netflix Frances

**[01:11:26]** Frederick D Silva a good friend of M

**[01:11:28]** we've had many different speakers I'm

**[01:11:29]** about to introduce to three of them here

**[01:11:31]** tonight and this is a mastermind that we

**[01:11:33]** run we have uh many masterminds that we

**[01:11:36]** run most of them have a waiting list but

**[01:11:37]** one of the masterminds that we run

**[01:11:39]** everybody that's on it they send their

**[01:11:41]** email they email their questions we jump

**[01:11:44]** on and we process five minutes you and I

**[01:11:47]** or Tom or others you and I go through a

**[01:11:50]** 5 minute of processing any question you

**[01:11:52]** want to process on The Mastermind if

**[01:11:54]** you're called upon and that happens for

**[01:11:56]** an hour and a half we do many of these

**[01:11:58]** on a monthly basis and you'll jump on

**[01:12:00]** our masterminds these masterminds go for

**[01:12:02]** 897 a month and roughly $10,000 per year

**[01:12:06]** to be part of these masterminds many

**[01:12:09]** people from 60 plus countries are on

**[01:12:11]** these masterminds of ours would be David

**[01:12:13]** Consulting now just for this webinar

**[01:12:16]** today that we're talking about and

**[01:12:19]** simply when I tell you just for the

**[01:12:20]** webinar today you're all going to be

**[01:12:22]** getting this but for this webinar we

**[01:12:24]** have a special offer and you'll see

**[01:12:25]** again I told you earlier today Tom knows

**[01:12:28]** my CFO knows Mario knows this is how

**[01:12:31]** much money I've taken off the table with

**[01:12:33]** vment 100% of money that goes into value

**[01:12:35]** tment that includes the Vault that

**[01:12:36]** includes public speaking doesn't make it

**[01:12:39]** into my pocket we're all reinvesting so

**[01:12:41]** everything we do with Lion holding and

**[01:12:43]** VI attainment is to grow the business

**[01:12:46]** and whatever we share with you keeps

**[01:12:48]** growing within the business you're part

**[01:12:49]** of there are many great testimonies you

**[01:12:51]** can hear about of what we' done for

**[01:12:52]** others but let me continue with what

**[01:12:53]** we're doing on this offer today number

**[01:12:55]** one first 100 people that are watching

**[01:12:58]** this who go out there and buy a ticket

**[01:13:01]** general or platinum whatever ticket you

**[01:13:03]** buy there's five tiers of tickets coo

**[01:13:05]** found or executive sold out General and

**[01:13:08]** platinum is the only one that's left

**[01:13:09]** Platinum is about to sell out then it's

**[01:13:11]** only General for the first 100 people

**[01:13:14]** right now that are watching this that go

**[01:13:15]** on that QR code that register to attend

**[01:13:17]** the Vault conference which has happened

**[01:13:19]** the first week of September during that

**[01:13:22]** event for 3 days we will go through a

**[01:13:24]** 200 Page page manual together this 200

**[01:13:27]** Page manual fill in will go through over

**[01:13:29]** 3

**[01:13:30]** days we'll do roughly six case studies

**[01:13:33]** which you'll be working with others as

**[01:13:34]** you go through these case studies and

**[01:13:36]** this will be given to you while we go

**[01:13:38]** through that Palm Beach Convention

**[01:13:39]** Center for the first week of September

**[01:13:42]** while we go through this your networking

**[01:13:43]** building relationships with others the

**[01:13:46]** first 100 people that get registered

**[01:13:48]** right now and buy a general or a

**[01:13:51]** platinum ticket you'll get one month

**[01:13:53]** free to be on one of our master and by

**[01:13:55]** the way we talked about it earlier Mario

**[01:13:57]** brought up this idea and I thought it

**[01:13:59]** was such a great idea that said said you

**[01:14:00]** know what no normally wouldn't do this

**[01:14:02]** but we go ahead and do this as well per

**[01:14:04]** ticket you buy that you pay for you'll

**[01:14:06]** get an additional month so if you say

**[01:14:08]** I'm want to bring five of my employees

**[01:14:09]** no problem you'll also be on our

**[01:14:11]** Mastermind five months for free that's

**[01:14:14]** included per ticket you purchase so it's

**[01:14:17]** up to you one ticket one month 10

**[01:14:19]** tickets 10 months five tickets five

**[01:14:21]** months you pick and choose that's the QR

**[01:14:22]** code let me continue and by the way

**[01:14:24]** anybody that purchases a ticket tonight

**[01:14:26]** off of this webinar will have the

**[01:14:28]** PowerPoint emailed to you directly not

**[01:14:31]** just the white everybody gets the white

**[01:14:33]** paper the PowerPoint will be sent to

**[01:14:35]** those who purchase a ticket tonight this

**[01:14:36]** is the next one I'm still going to tell

**[01:14:38]** you the speakers here in a minute so

**[01:14:39]** stick around so here the event for some

**[01:14:42]** of you that say well Pat what if I want

**[01:14:44]** to buy more than one ticket very simple

**[01:14:46]** you buy two tickets you get one free you

**[01:14:48]** buy four tickets you get two free but if

**[01:14:50]** you buy two tickets platinum or general

**[01:14:52]** you get one ticket free now you may say

**[01:14:54]** well Pat it 5 buy two tickets and get

**[01:14:55]** one free do I also get three months no

**[01:14:59]** you get two months cuz you paid for two

**[01:15:01]** make sense buy two tickets you get one

**[01:15:03]** ticket free and you get two months free

**[01:15:05]** to be on the next general Mastermind

**[01:15:07]** that I'll host and you'll see how we're

**[01:15:08]** processing together that's the next one

**[01:15:10]** again first week of September 4th

**[01:15:12]** through to 7th at West Palm Beach

**[01:15:14]** Convention Center myself Tom Rock and

**[01:15:16]** three other speakers which I'll be

**[01:15:18]** announcing here in a minute now some of

**[01:15:20]** the things people say my wife and I are

**[01:15:21]** traveling on vacation and at the same

**[01:15:23]** time where we're at the Vault no problem

**[01:15:25]** here's what I'll tell

**[01:15:26]** you you know what happens when every

**[01:15:28]** once in a while the conditions are

**[01:15:30]** perfect we like a perfect storm is

**[01:15:33]** happening I wrote a book 15 years ago

**[01:15:35]** titled the next Perfect Storm I saw what

**[01:15:37]** was going on with insurance my wife and

**[01:15:40]** I I did a meeting one time I'll never

**[01:15:41]** forget Mario I think you were in this

**[01:15:42]** meeting Mario just shared a video with

**[01:15:44]** me of 2009 August I couldn't believe

**[01:15:46]** listening to myself I'm up on stage and

**[01:15:49]** I said in front of everybody my wife and

**[01:15:51]** I had just looked at a new house she'll

**[01:15:53]** remember this at montario States we love

**[01:15:54]** this house $1.5 million we wanted to buy

**[01:15:57]** I was going to put few 00,000 down

**[01:15:59]** payment I got up and I said I'm not

**[01:16:01]** buying a house for the next 7 years I'm

**[01:16:03]** going to put 100% of the money that I

**[01:16:04]** have into the business that's exactly

**[01:16:05]** what we did the only savings that I had

**[01:16:07]** at the time was $500 thou $500 that $500

**[01:16:10]** today is turned into roughly half a

**[01:16:11]** billion dollars from $500,000 this

**[01:16:14]** regular guy 1.8 GPA parents got divorced

**[01:16:18]** twice born and rais in Iran nothing

**[01:16:20]** special about me 1.8 GPA I was in the

**[01:16:23]** Army asked my guys that were in the army

**[01:16:25]** what's Pat going to do when he leaves

**[01:16:26]** the Army nothing nobody woke up and said

**[01:16:29]** this guy's going to do anything special

**[01:16:30]** with his life I'm a regular guy I never

**[01:16:33]** finished the book that was then this is

**[01:16:34]** now of my of men Lenny petting the

**[01:16:38]** rabbit all this other I wasn't that guy

**[01:16:40]** I like math and I like people joined the

**[01:16:43]** army guy named Jesus G recruited me got

**[01:16:45]** into the army I got out I had dreams my

**[01:16:49]** dad my biggest fear in life was if my

**[01:16:51]** dad dies and my kids don't meet him it

**[01:16:52]** was my biggest fear because I never met

**[01:16:54]** his father and I always wanted to meet

**[01:16:55]** my my dad's dad my grandfather never met

**[01:16:58]** the guy and I got out of the army and I

**[01:17:02]** lost everything I had I have nothing to

**[01:17:04]** myself I'm working at B and then I'm to

**[01:17:07]** the point where I'm thinking about going

**[01:17:08]** back into the army and I don't and I

**[01:17:10]** made a promise to my dad one day when I

**[01:17:11]** was 25 years old at a Christmas party

**[01:17:13]** when somebody said something to my dad I

**[01:17:15]** did not like made a decision came out

**[01:17:18]** and we grew the business and a lot of

**[01:17:20]** things happened in our lives and my dad

**[01:17:22]** lives with me today all my kids know him

**[01:17:23]** my kids are in the office right now

**[01:17:25]** while I'm doing this webinar they're

**[01:17:25]** running around the office right now they

**[01:17:27]** like to be here we enjoy each other's

**[01:17:29]** company what's the point what if when

**[01:17:33]** I'm 21 years old I'm like yeah I don't

**[01:17:34]** have time to go to this Tony Robin

**[01:17:35]** seminar maybe next year I didn't do that

**[01:17:37]** I went to it what if my girlfriend and I

**[01:17:40]** have a date week and we're going to do

**[01:17:41]** this I went to it changed my life I

**[01:17:44]** probably would have never met my kids if

**[01:17:47]** I wouldn't have made that decision

**[01:17:49]** because I wouldn't be in a position to

**[01:17:50]** marry the wife that I have today of 15

**[01:17:52]** years so for some of you that are using

**[01:17:54]** that this is not time to be using that

**[01:17:55]** excuse maybe next year if you're part of

**[01:17:58]** the procrastination Community I highly

**[01:18:00]** recommend you change ASAP make a

**[01:18:02]** decision we're never going to have the

**[01:18:03]** rock ever again including the next three

**[01:18:05]** speakers that I'll be introducing while

**[01:18:06]** I give you the white paper as well I

**[01:18:08]** wouldn't be part of the community that

**[01:18:09]** says maybe next year unable to

**[01:18:11]** financially commit I've made decisions

**[01:18:13]** where there there's good debt and bad

**[01:18:15]** debt many times I put a lot of money

**[01:18:16]** that was returned on my investment I'm

**[01:18:18]** glad I did this is the good kind of debt

**[01:18:20]** this is not a bad kind of debt I'm

**[01:18:21]** coming along can't think of anybody else

**[01:18:23]** to bring with me you can't tell me you

**[01:18:25]** don't have any other friends you always

**[01:18:26]** go to an event with a running mate a

**[01:18:28]** spouse a running mate a friend that's

**[01:18:30]** also thinking big saying listen why

**[01:18:31]** don't we go to this thing together I

**[01:18:33]** like twos I prefer threes when I go to

**[01:18:35]** Tom and

**[01:18:36]** I 50 nights we've shared a room together

**[01:18:39]** when we've gone to events 50 nights Tom

**[01:18:41]** and I you name the conference as 50

**[01:18:44]** nights we've gone and we'll always

**[01:18:45]** debrief we'll eat we have a good time

**[01:18:46]** together as well but I typically go with

**[01:18:48]** somebody my kids are going back to

**[01:18:50]** school so are mine still putting the

**[01:18:51]** event together for you I went last year

**[01:18:54]** not sure what it'll be different talk to

**[01:18:55]** the people that have gone 5 years in a

**[01:18:57]** row Market is not the same Market as it

**[01:18:59]** was last year the AI things right now is

**[01:19:02]** not what it was last year the questions

**[01:19:04]** many of you are asking right now it's

**[01:19:05]** not last year so the problems we're

**[01:19:06]** solving today are very different than

**[01:19:08]** the problems we solved last year I don't

**[01:19:10]** have time too busy that's your decision

**[01:19:12]** to make I don't like large Crow large

**[01:19:14]** crowds or networking do you like a big

**[01:19:16]** life do you like identifying the next

**[01:19:18]** problem you have to overcome to have

**[01:19:20]** your thing you know your dreams become a

**[01:19:21]** reality there's a lot of things I don't

**[01:19:23]** like but I have to overcome it I don't

**[01:19:25]** have a business yet a lot of people that

**[01:19:26]** are coming don't have businesses there's

**[01:19:28]** going to be entrepreneurs and there's

**[01:19:29]** going to be entrepreneurs people that

**[01:19:31]** make 50 Grand a year $1,000 a year and

**[01:19:33]** those that have a billion dollar

**[01:19:35]** business with 10,000 employees some

**[01:19:36]** people that just raised $300 million

**[01:19:38]** they're unicorn now wide range of people

**[01:19:40]** will be coming from different

**[01:19:41]** backgrounds so now let me give you the

**[01:19:43]** speakers here before we wrap up and give

**[01:19:44]** you the white

**[01:19:46]** paper few things that we decided to do

**[01:19:48]** differently with this event I already

**[01:19:50]** told you myself Tom will talk about how

**[01:19:52]** to raise money which is very important

**[01:19:54]** today Dwayne Johnson why' you bring

**[01:19:56]** Dwayne Johnson this guy's got 600

**[01:19:58]** million social media followers because

**[01:19:59]** he's a very good Storyteller and many

**[01:20:01]** people need to learn how to tell their

**[01:20:02]** stories most people suck at this what

**[01:20:04]** what happens if you learn how to tell a

**[01:20:06]** story and you start getting videos going

**[01:20:07]** viral what does that do to your business

**[01:20:09]** what does that do within the industry a

**[01:20:10]** lot this is an expert in that this guy's

**[01:20:13]** been doing that from $7 to being a

**[01:20:15]** billionaire today he'll be there so

**[01:20:16]** that's Dwayne Johnson next speaker that

**[01:20:18]** I'm excited to have at this Vault

**[01:20:20]** conference will be will gadera he was

**[01:20:22]** there last year as well I interviewed

**[01:20:23]** him this year he'll be speaking to you

**[01:20:25]** on how to improve unreasonable

**[01:20:26]** Hospitality with your customers next Max

**[01:20:30]** tegmark the author of the greatest book

**[01:20:33]** ever written on AI life 3.0 that Elon

**[01:20:36]** musk's read and many of the other people

**[01:20:38]** in AI have read this book he will be

**[01:20:40]** there speaking on what things are

**[01:20:42]** changing today within the AI industry

**[01:20:46]** again New York Times bestseller he'll be

**[01:20:48]** there I'll be interviewing him next Nick

**[01:20:52]** sabbin the greatest college football

**[01:20:54]** coach of of all time seven time college

**[01:20:56]** football national champion do you know

**[01:20:58]** how many times I've shared clips of this

**[01:21:00]** guy of how he teaches others on become

**[01:21:03]** better players and better men in life

**[01:21:05]** imagine you're a CEO you're a leader

**[01:21:07]** you're a sales leader you're an

**[01:21:08]** executive can you become better at

**[01:21:10]** dealing with your guys every day I want

**[01:21:12]** to get better do you want to get better

**[01:21:13]** what better person to learn than a

**[01:21:15]** college football coach that doesn't get

**[01:21:17]** a Tom Brady for 20 years you only get a

**[01:21:20]** player for two to three years and how do

**[01:21:22]** you keep winning championships why you

**[01:21:24]** have to your teammates every year or

**[01:21:26]** every other year this by the way again

**[01:21:28]** he doesn't do business conferences he be

**[01:21:31]** at our conference and this is the event

**[01:21:33]** again at the Vault conference first week

**[01:21:35]** of September 4 through 7 Palm Beach

**[01:21:38]** Convention Center 3 days can't wait to

**[01:21:41]** see all of you guys there once again I'm

**[01:21:42]** going back to it first 100 of you that

**[01:21:46]** get registered and you buy a ticket you

**[01:21:49]** will get a month of General Mastermind

**[01:21:53]** per month per ticket that you purchase

**[01:21:55]** to bring to the event you'll get one

**[01:21:57]** month so you don't have to pay the other

**[01:21:58]** $88.95 a month you'll get 6 months save

**[01:22:01]** yourself $5,000 if you buy six tickets

**[01:22:03]** up to you platinum or general the same

**[01:22:05]** applies and whoever buys a ticket

**[01:22:07]** tonight we're going to be sending you

**[01:22:09]** not only the white paper but also the

**[01:22:12]** webinar the the PowerPoint so you can

**[01:22:14]** share it within your community and maybe

**[01:22:16]** even your employees and teammates that

**[01:22:17]** you're working with and the next one you

**[01:22:20]** buy two get one free pick and choose

**[01:22:23]** which offer you want to go to the Vault

**[01:22:25]** conference and uh again very excited

**[01:22:28]** about this year a lot of good questions

**[01:22:30]** are coming up a lot of networking

**[01:22:32]** opportunities last year we had 55

**[01:22:34]** Assyrians one Assyrian says Pat can you

**[01:22:36]** announce from stage how many Assyrians

**[01:22:38]** are here all the Assyrians got together

**[01:22:40]** hey can you announce uh for the people

**[01:22:41]** that are in the transportation industry

**[01:22:43]** we want to network 200 Transportation

**[01:22:45]** people to business together hey can you

**[01:22:47]** announce this there was so much

**[01:22:49]** networking going on that people are on

**[01:22:51]** on their own group mes and guys that

**[01:22:54]** travel together of people that they met

**[01:22:55]** at the Vault and every year people keep

**[01:22:58]** coming back you'll notice at the end of

**[01:23:00]** Vault conference the moment there's

**[01:23:01]** opportunities to buy tickets for next

**[01:23:03]** year without a location without nothing

**[01:23:05]** boom like this tickets all outed seal

**[01:23:07]** tickets why because the because the

**[01:23:09]** amount of value it brings in a

**[01:23:10]** relationships it brings to individuals

**[01:23:12]** it's Priceless again buy to get one free

**[01:23:15]** or for every ticket you buy you get a

**[01:23:17]** month on General Mastermind and for

**[01:23:19]** those of you that stuck around till the

**[01:23:21]** very end to get the white paper text the

**[01:23:23]** word web R to

**[01:23:27]** 31034 11132 we will send you this PDF in

**[01:23:31]** text again text the word webinar to

**[01:23:35]** 31034 11132 will text you this entire

**[01:23:40]** PDF that we have here the white paper to

**[01:23:42]** you directly and for some of you that

**[01:23:44]** are watching the same pth that doesn't

**[01:23:46]** exist in my country no problem go to

**[01:23:48]** this QR

**[01:23:50]** code when you go to this QR code

**[01:23:52]** internationally you'll be able to

**[01:23:54]** directly download the white paper all

**[01:23:56]** the way down on the page you'll be able

**[01:23:58]** to download it uh uh uh to have it for

**[01:24:01]** yourself and do whatever you want to do

**[01:24:02]** with this AI white paper that we have

**[01:24:04]** that we took time to do this for you we

**[01:24:05]** have a lot of respect for all of you

**[01:24:06]** that are business owners small business

**[01:24:08]** owners entrepreneurs entrepreneurs

**[01:24:10]** Executives those of you that got on

**[01:24:12]** today that you want to find a way to

**[01:24:13]** improve your life you give me peace that

**[01:24:15]** the future looks bright I just want to

**[01:24:17]** find a way to put all of you in the same

**[01:24:18]** room together so you can do business

**[01:24:21]** together and you can build relationships

**[01:24:23]** together because your net work and your

**[01:24:25]** community matters so if it matters to

**[01:24:28]** you last but not least get registered

**[01:24:30]** for the vault let's spend three days

**[01:24:33]** together and make that the beginning of

**[01:24:36]** the greatest years of your life I can't

**[01:24:41]** wait to see you your spouse your running

**[01:24:44]** mate your executive your business

**[01:24:47]** partners at the VA conference at Palm

**[01:24:50]** Beach together and leaving that place

**[01:24:53]** with great strategies to celebrate many

**[01:24:56]** successes you will be experiencing once

**[01:24:59]** again thanks everybody for joining us

**[01:25:01]** Mario did I forget anything we're going

**[01:25:03]** to leave the QR code up for a bit just

**[01:25:04]** so that they can if they missed it we

**[01:25:06]** can have the QR code up there okay we'll

**[01:25:07]** leave it up sounds good anything else

**[01:25:09]** Kelly no sir we're good thanks everybody

**[01:25:12]** God bless bye- bye bye- bye

# Full Text (without timestamps)

this is the webinar many of us have been waiting for in a long time I want to get over this manual to you we put 300 hours into this on the white paper for AI Revolution for many different reasons and I'll explain that to you at the end of this webinar you will get a QR code to get this and you'll be able to use this within your businesses to sit down with your Executives yourself your team members and say here's what we can be doing with this part this is what we're worried about we shouldn't be this is an opportunity for us here's what our competitors are using XYZ and by the way at the end of the webinar I'm also going to announce three new speakers at the Vault conference you already know that Dwayne Johnson The Rock will be at the VA conference he doesn't do business conferences this will be the first one he'll be at in a setting like this and aside from that before I even get into the webinar we got 120 130 slides of the PowerPoint some of you guys will get the entire PowerPoint sent to you as well but let me give you an idea how this thing took place so for me I've been in business for quite some time for the first seven and a half years of being a financial advisor insurance agent it was purely hard work I'm working 80 hours every week trying to make six figures and then all of a sudden I'm getting to $200,000 a year $400,000 a year but it's just pure hard work that we're doing later on start my own insurance company and uh we start with 66 agents and we grew that to uh 50,000 agents we sold it a couple years ago for a few hundred million it was a beautiful exit and even the buyers that bought us uh we grew the ebaa by 78% so they're sitting they're saying after we bought it it is nearly twice as much value it has now than it was two years ago but why did this happen several years ago I'm sitting there trying to identify I'm going to work 80 hours a week anyways to build a business but is that all it's going to take for me to have the highest valuation possible so some of you guys may say p I'm not an entrepreneur I'm a business owner I'm a small you know entrepreneur working or somebody it doesn't matter where you are this is going to apply to all of you as we're going through it a lot of your objections will be overcome I'm not a fin I'm not a AI guy I'm not a technology guy I'm not an engineer I'm not any of that I fly out to New York to meet with investment bankers when I was ready to sell my insurance company and I'm going out there saying hey this is how much profit we have every year what does a company Like Us sell for in a climate like this and I'll never forget we met with two investment bankers that were selling businesses 0 to 50 million then we met with two that sold it from 50 to 200 million and then we met with two that sold the businesses 200 million to a couple billion dollars the biggest deals done in insurance and fintech these guys did so of course I want to do business with those guys and I talked to one of them one of them looks at me and he says look your business right now the way you have it what technology do you have behind us so well we have this technology and that technology and this technology is it yours no but we have the license what are you paying for a license 50,000 but it's not yours no but it's a license nobody cares it's not yours what's your point to be a true fintech you need to be Tech enabled and you need to have ai to use within your company so when somebody decides to acquire your business they're going to pay real multiples for it I said what do you mean he says right now they're going to pay you five times multiple for your business I said that's it he said that's it I said what do they pay if you become Tech enabled fintech he says well now you're talking about 15 to20 times you know what we did we raised $110 million we put the money into our technology called bamboo we grew bamboo from what it was it took us a year and a half to build this technology we ended up selling the business for 20 nearly 20 times eida why because of it of this and how much education did I have in AI this much how much education do I have as an engineer nothing so I don't want you to sit there be worried about it I simply want to hand this over to you now let me give you the second part of the story before we get into this uh what weinar uh last week I go to New York uh I visit Goldman Sachs in New York all day first meeting starts at 9:00 last meeting with David Solomon ends around 4:30 David Solomon some of you guys may know who he is he is the CEO of uh Goldman Sach some would call him the five most powerful people in the financial industry you got Jamie Diamond David Solomon they're in the top five names that you'll regularly hear about and we had conversations with the people that have uh families Investments that they manage around $1.2 trillion a month money worldwide another person we sat was a court of a trillion dollars and we're having all these conversations I said so let me ask a question how how was your vision right now with clients you're dealing with and we sat down with their TMT team technology media telecommunication and these guys just took a company public the Dual lingo all these we're having all of these conversations about man B David Consulting our consulting firm everything that we're doing but the main conversation is how is this being leveraged right now in the marketplace and David says just a few years ago for every 10 employee we had one was an engineer I said okay how about now he says for every four employee we have right now one is an engineer okay and then we're hiring machine learning we're hiring Engineers we're hiring coders we're hiring all of that stuff we're having all these people that are in the machine learning AI space why because that's the Future Okay so today's presentation as we go through all this stuff don't worry if you're somebody that's big small middle billion it doesn't matter what you have no matter what position you are you're going to get value on how to be able to position yourself in a better place to win and keep this part in mind this is very important for people to know most people don't know this I don't make any money off our holding company till today I've never once taken money off of valuetainment we get last uh couple months we get a few hundred million views at this point per month our podcast is on fire P David Consulting on Fire Man on Fire all of these businesses are doing very well this is how much money I take off to table I just did it speaking two days ago they pay me a quar million dollars you know how much money went in my pocket this much it goes all back into the business why because I think this is the greatest opportunity of wealth creation ever in my lifetime I've never had this kind of enthusiasm and excitement and all I'm seeking is for the strategies of others and for a guy that created content for many years purely around entrepreneurship I want to share it with you very simple whatever you do with it it is what it is because at the end of to day I believe all the big problems in the world are going to be solved by entrepreneurs and entrepreneurs working together I'm going to share with you what I'm doing with many different opportunities get involved whatever you choose to do with it if you got on you like all I want is the white paper just give it to me and leave me alone no problem I want to get involved with bigger things with you guys no problem stick around we'll talk about that as well but having said that let's get right into it okay so a couple things there's three groups on today's webinar when it comes down to AI those of you that are doubters you're ignoring AI those of you that are believers you believe AI is the right way to go but you're just kind of dabbling in it and then there's some of you that are on right now saying I'm a True Believer Pat everything I'm doing is AI no matter where you are you're going to see what direction this is going with AI so now audiences some of you are actual entrepreneurs small business owners some of you are Executives working for a company trying to take this stuff back to your company to bring value to the company three some of you are parents literally parents I just got them with my wife we had an hour and a half meeting with our state planning family cuz we're talking about different kind of trust and for some of you that have watched the generational wealth you know what some of the things we're working on upstairs while we're doing a meeting it's me my wife Tom Ellsworth and they're here they drove up from Miami and he says everybody right now we're talking about when they're doing we're doing the state planning and getting a little bit dynastic and all this other stuff slats and all these things that some of you may be familiar with all these people that are saying if you want to get back into working with the families money or families businesses they're no longer saying go get an MBA they're no longer saying go be a lawyer they're saying go be an engineer learn and work for another company as an engineer then come back to our company think about that I'm a Middle East and Mom parents used to say doctor lawyer engineer right now it's go be an engineer why because the future trajectory with AI and Nvidia now be in a 3.2 3.33 trillion a company on any given day is parents you also need to know how to position your kids so they can succeed in life cuz things are changing in a big way then it's the aspiring entrepreneur maybe you're like me when I was at 21 years old saying I want to start a business one day or you're an independent contractor either way all of this will apply to all of you now couple things with me uh uh there's two sides to me there's the paranoia side to me you see the guy on the left which by the way great job to AI they made my skin look Flawless which is great there's a paranoia side which only the paranoids survive what if what if this what if that whether it's business family kids politics in every way I have that side but 51% of me is future looks bright this is why you'll see a lot of people sporting the future looks bright gear that's the combination I think you ought to go through with AI today why here's a couple different things today political instability just in the last month if I told you six months ago that you and I when we get on a webinar on July 31st I'll be able to tell you someone just went through political you know an assassination attempt a former president he going say you're crazy the existing president stepped down and a vice president is now running for office you'd say you are out of your mind no that's exactly what we are doing today 98 days left until we decide who the president of us is going to be it's a lot of uh uh a lot of moving Parts there two Financial strain inflation numbers came out today with what's going on with inflation what's going on with unemployment what's going on with a lot of different things interest rates scary is it going to lower two times this year are they going to bring you down the month of September what's going to happen there next war on Horizon Russia Ukraine Israel Hamas China Taiwan cyber threats crowd strike AT&T technology will my job be replaced and by the way I'll just tell you right up front when we go through this your job is most likely going to be replaced for many of you you'll see why but there's good news behind it so now few things Nick Sabin many people will call him the greatest coach of all time Nick Sabin we're in Florida a lot of people here don't like this guy but privately they'll say this guy's probably the greatest football coach college football coach of all time once set the following there's the pain of discipline and the pain of regret if you choose the pain of discipline you'll never have to deal with the pain of disappointment for those of you that are on right now you're part of the 5,000 group that made it you're on the inside versus the people that are being kicked out good for you now whatever you do with this pain that we're going to go through to have to adjust to AI will determine what the future is going to look like for you so a few things if you're like me and you're someone that said I'll never forget when I would get on any kind of videos like this webinars like anything like this I am so hungry to change my life I don't have any time to have people distract me to people for people to throw me off I'm glued in cuz I want to find a way to improve myself if that's you you're part of that Community close all your windows except for the webinar set your phone aside away from you as much as possible I know some of you guys are going to have a hard time doing that but set it as far from as possible engage in your chat in the chat if you got questions cuz the guys here are following it and take notes and having said that let's get right into it first video I want to show you with what we're already doing with uh current AI my my team here took a two-minute video from me and by the way now we have channels that's Val in Russian me speaking a Russian fluently I don't speak Russian our channel of Spanish I don't speak Spanish AI is so Advanced nowadays that deep fakes are so easy to make that this guy talking in front of you here soon is not me this is actually AI doing it what does this mean some of you guys automatically will go and say oh my God this is scary what if they use it against you but some of you may go to places and saying so you mean to tell me I can have 10,000 conversations at the same time in my business to sell to communicate customer service yes watch this video clip here of AI this is me speaking to you this is AI go for it welcome everyone to this groundbreaking webinar on the future of AI I'm Patrick bed David and today we have something truly special lined up for you before dive in I want to share a little secret with you the Patrick you're hearing right now isn't actually me it's a i Yes you heard that right this voice you're listening to is generated by cuttingedge artificial intelligence and that's just the beginning AI can do incredible things like speaking in multiple languages seamlessly David Patrick AI amazing right AI technology allows me to connect with you in your native language breaking down barriers and making communication more effective than ever now let's hear from the real Patrick Bet David who will take us through the exciting world of AI and its endless possibilities let me know if they can hear me or not can you guys hear me okay so that's that's about just full disclosure I don't speak Spanish I don't speak French I don't speak manderin but guess what can you imagine we can now take value tment and create 200 channels based on 200 different languages and allow anybody from the world to listen to our content what is that worth how much work is it how many places can you be at the same time customer service to be able to adjust for the language that the person wants to speak to about just think about the possibilities but that's just a small little example of what's going on today let's continue so the presentation starts now so the four industrial revolutions and why this is very important because every single time we went through this people feared of their jobs being replaced and it it was replaced for many people and why but watch this here so let's go through it first Industrial Revolution 1760s and 1840s you have if you want to study the future you have to study the past and history this is exactly what we're going to do here marked by transition from hand production methods to machines the rise of the textile industry development of the steam power and iron production Second Industrial Revolution 1870 to 1914 characterized by the expansion of electricity petroleum and steel production internal combustion engine the telephone significant advances in manufacturing and production process the next one 1960s to 2010s the digital Revolution you talking Electronics Information Technology automated production computers internet digital then we have today the fourth Industrial Revolution known as AI industry 4.0 the fusion of Technologies blurring the lines between the physical digital and biological spheres which is what AI robotics Internet of Things genetic engineering Quantum Computing predictive Healthcare wait till we break this down for you to see exactly what this looks like so now this automatically offers a lot of opportunity and risk at the same time we have to look at both of them you can't just be like what a great opportunity or what a is you got to look at both of them only the paranoid survive as well as future looks bright so an industrial revolution is a unique time period for Economic Opportunity and risk each Industrial Revolution brings transformative changes that create significant economic opportunities and risks so economic opportunities Innovation and growth this because of new technologies Industries emerge job creation three productivity gains you're able to do things faster and a more efficient way four investment opportunities and five entrepreneurship innovators and entrepreneurs can capitalize on new technologies and Market needs leading to the creation of new businesses and startups now the risks job displacement it's going to happen Automation and new technologies can render certain jobs and skills obsolete leading to unemployment and economic displacement for affected workers it is going to happen two inequality economic gains may be uneven only distributed leading to increased income and wealth inequality some people say but that's unfair if somebody has access to the same information this guy takes advantage of it this person doesn't this guy 10 years later is wor $78 million this year this guy 10 years later is worth $320,000 it's not unfair this person executed this person did not they were afraid number three Market disruption established Industries and companies May struggle to adapt to new technologies leading to business failure and Market volatility we're going to talk about that a lot four regulatory challenges rapid technological advancement can outpace regulatory Frameworks creating uncertainty and potential risk for businesses and consumers and Last Pale social impact the societal changes brought about by industrial revolutions can lead to societal unrest and resistance to change that is going to happen with AI except much faster let's continue so now going back first Industrial Revolution Workforce impact you ready it is estimated that between 30 to 40% of the workforce transition from agriculture to Industrial sectors during the first Industrial Revolution in 1801 roughly 3 million people were engaged in agriculture in England by 1851 this number dropped to 1 and a half 1 and a. half million 50% were moving to industrial jobs and textiles iron production and other sectors does this sound familiar to you like right now everybody saying do you realize 50% of the jobs are going to be changed they are but we've gone through this many many times next key Innovations and their impact steam engine James Watt 1769 impact on transportation and manufactur in 1830 there were roughly 600 miles of Railway in Britain 20 years later look at that number 6600 that's 11 times more steam engines powered factories enabling mass production the number of steam engines in US and Britain Grew From a dozen in 1770s just a dozen few dozen to 10,000 30 Years Later by 18800 so Industries impacted uh positively look at that textile mills coal mining Iron Works and Railways saw significant growth look at the negative now traditional water-powered and wind-powered industries struggle to compete of course that's the positive the negative next one spinning jenny James hard grief 1764 impact of textile production one spinning jenny could spin eight threads at once compared to the single threat spawn by traditional spinning wheels by 1788 there were over 20,000 spinning jennies and used in Britain significantly reducing the need for manual labor positive cotton Mills and factors increased production capacity negative homebased spinning Industries faced severe decline as they couldn't match the efficiency again another fear that took place next one power loom this is Edmund cartright 1785 power looms automated weaving increasing output and reducing labor cost labor produ productivity increased by a factor of 20 the work previously done by 2,000 people could now be done by 100 again does that sound familiar to you oh my God look at what's going on in McDonald's they're able to do with just a machine what's going to we're going to all lose our jobs this has happened so many times in the history of America initially many handloom Weavers lost their jobs but eventually new jobs were created and mechanizing mechanized weaving positive large textile companies flourished uh negative small scale handloom Weavers saw their business collapse next one so this one we're talking about uh what is the what is the word on that one Rob I'm sorry Brandon cotton Weaver Eli Whitney right look at this 1793 the cotton Jin could clean up up to 50 pounds of cotton per day compared to one pound per day by hand that's 50x cotton industry production skyrocketed from 1 half million pound in 1790 to look at 20 years later 85 million pound you know what that number is 60x in 20 years 60 EGS in 20 years positive cotton plantations and textile factories experienced massive growth negative manual cotton cleaning methods became obsolete let's continue iron smelting techniques this is Abraham Darby 18th century Innovation Darby's method of using Coke instead of charcoal increased both the quantity and quality of iron produced production increase British iron production increased from 17,350 tons in 1740 to 260,000 tons by 1800 positive iron foundaries Machinery production and Construction Industries grew rapidly negative charcoal based iron production methods declined due to higher cost and lower output you notice the trend here everybody's going through it next one you got the time period here we're talking about what small scale Second Industrial Revolution this is 1870 to around 1914 an estimated 40 to 50% of businesses were affected by the shift to mass production and assembly lines half of them were affected millions of workers moved from small scale artisanal work to factory based employment in the US manufacturing employment Grew From 2 and A5 million in 1870 40 years later to 8 million nearly forx let's continue next electricity impact on technology and Industry this was a new thing guys imagine if we don't have electricity all of a sudden you have oh my God what are we going to do what happens to candles my dad was a candle make in Iran just so you know that that was a skill set if you had it didn't matter when you had this steam provided 80% of mechanical drive capacity manufacturer in 1900s but electricity provided over 50% by 1920 and 78% by 1929 positive impact electrical equipment manufacturing power generation companies and Electric utilities negative traditional steam powered and manufact manual manufacturing methods saw reduction and usage same thing you're going to see again telephone Grand Bell 1876 adoption by 1900 look at this number you're going to be shocked by this chart I'm about to show you over 1.3 million telephones in the United States it grew to 6 million 10 years later revolutionized business operations by enabling instant communication over long distances Industries impacted positive telecommunication industry customer service sectors and global trade negative Telegraph received phased Services phase significant reductions as telephones became more widespread when was the last time you sent a telegraph by the way you haven't even thought about it right that was a crisis the early 1900s next internal consumption engine that was designed so check this out automobiles the number of cars in the US Grew From a few hundred in 1890s to 1 and A5 million listen from a few hundred in the 1890s to 1 and A5 million just 26 years later between 1908 and the when the Ford motor compan introduced a Model T in the 1927 when its production ended the number of registered automobiles in the US Grew From 197,000 to ready to 23 million that's like Elon mus the other day said the robot industry is going to be XYZ and we're going to be 10% of it everybody's like robot so most of you guys are going to own a robot I'm not going to own a robot he said no no you're going to own a robot and Tesla's going to sell it to you we're going to have 10 to 20% of market share this guy's crazy we're not buying no robots you mean someone's going to cook me food yes A robot's going to be cooking food can you make Sai what's gor Sai oh it's a Persian stew I'll make you gor Sai can you make me a Peruvian dish can you make me this can you imagine robot's going to be your chef and you're going to buy for $10 to $30,000 to cook for you industry is impacted positive automotive industry oil and gas industry and Machinery manufacturer negative HSE drawn carriage manufacturers and related businesses experience a downturn this is when we used to go places on horses when's the last time you went to school on a horse or went to work on a horse if I went to work today in the 1890s there'd be 75 horses parked outside we don't have 75 horses parked outside cuz this industry disrupted the horse industry maybe that was a good thing next one assembly line Henry Ford efficiency drastically reduced the cost and time of manufacturing the time to assemble a Model T car dropped from 12 hours to an hour and a half by 1914 Ford factories were producing a quarter of a million cars annually positive mass production industry especially automotive and consumer goods manufacturing negative small scale and Artis manufacturing struggle to compete with the efficiency and cost effectiveness of mass production next watch this one here time period of third Industrial Revolution shift and employment manufacturing declined manufacturing jobs in US declined from about 30% of the workforce in 1950 to less than 10% in 2010 look at that chart this represents a reduction over 7 million manufacturing jobs the number of us manufacturing employees peaked at 19 and a half in 19 19 and a half in 1979 and is at roughly 13 million today 7 million poof what happened to those people are they home R in streets or did they adjust to a different job you'll see what happens here in a minute to those guys watch this one here 1950 to 2010s shift in employment growth in it and related Industries employment it telecommunication Electronics grew substantially for example it occupations Rose from 4 50,000 in 1970 to 4.6 million in 2014 imagine what the numbers are today here's the next one for you 1950s to 2010 key inventions and their impact transistor right this is William shaki Walter Bratton and John Bine impact on electronics and computers the transistor replaced vacuum Tu tubes leading to the development of smaller more efficient and more reliable electronic devices the semiconductor industry grew rapidly with glob mobal sales reaching $300 billion in 2010 look at the chart to the right look what it looked like in' 87 look where it's at now what would you have liked to been part of that industry that was a big boom positive semiconductor manufacturing consumer electronics and computer Industries negative vacuum tube manufacturers saw their business become obsolete not they lost 20% not they lost 50% they disappeared because they did not adapt next personal computerss 19 70s and ' 80s impact on accessibility and businesses adoption by the mid1 1980s millions of personal computers were in homes and offices worldwide it says millions millions in the 80s if you had a computer you were considered rich by 2010 there were over 1 billion PCS in use globally productivity PCS transform business operations enhancing productivity and enabling new business models Industries impacted software development IT services and others negative typewriter manufacture relating Industries faced significant declines again same exact thing next one internet this is we're looking at from 69 to 89 uh impact on communication Commerce and information sharing adoption internet usage Grew From a few thousand users in the early 80s to 2 billion in 2010 and look at the chart on the right that goes till 20120 look what that shows you 1990 what do you see what do you see in 95 nothing what do you see in 2024 nearly 5 billion people are using the internet in 2024 e-commerce sales reached A8 trillion in 2010 it's a lot higher than that today positive online retail digital marketing and cloud computing negative traditional break and mortar stores and print media struggle to compete this is when you see a lot of malls being shut down when I used to live in Dallas Preston Hollow right across the street from us there was a massive Mall shut down right here in Florida off of a not commercial what's the other one I don't know which one the other one is down the street Sunrise I think it is massive Mall shut down they can't sell that property anybody it's a different business model today mobile phones 1980s to 1990s impact on communication information access adoption the number of mobile phone users Grew From a few million in 1980s to 5 billion in 2010 and if you look at the chart on the right you know what it tells you there are more mobile phon worldwide than people we have 8.59 billion mobile phones and only 7.95 billion to those of you that are part of the twoone community you know who you are right this is what happens when you're part of that Community but by the way just go back look at the chart right there look at 95 how many phones you see in 95 nothing look at the spike suddenly to the amount of phones right imagine if you were a part of that industry early on economic impact on the mobile phone industry became a trillion Doll Market by 2010 driving Innovation and connectivity positive telecommunication mobile app development and portable Electronics by the way on the mobile app development do you know Tom's first Big Exit Tom ellw bisoc him and I do podcast and he does a lot of shows for valtim and been my business partner for almost 20 years you know what was his first Big Exit jamat mobile you know what jamat was they made games for phones you know what they sold it for $680 million do you know to who EA a sports you know what year 2004 look at the timing of what happened that was Tom's first Big Exit he got that he became a multi multi-millionaire negative landline phone services and public pay phones experience significant reductions let's continue so now ai the fourth industrial which they're talking about from 2010 to till today and on adoption AI adoption has been growing rapidly with global spending on AI system reaching $98 billion up from $37 billion just four years ago employment AI is expected to create 97 million new jobs by 2025 however how many will it be displacing according to World economic form look at that 85 million but notice 85 million will be displaced but 97 million new jobs what does it mean there's 12 million new jobs that they need that they don't have the people to displace where are those people going to come from that's the point every time A disruption like this happens there are new jobs you and I naturally learn new skill sets 97% of business owners believe Chad gbt will help their business Industries impact positive tech companies Healthcare Finance customer service Industries have seen significant improvements in efficiency and Innovation negative jobs involving routine and repetitive tasks such as data entry and some aspects of manufacturing are being automated leading to job losses in those area next so part of Chad gbt's capabilities okay that we look at number one command line simplification breaks down complex computer commands in easy to understand terms explaining each parameter and function two custom command generation three data cleaning and formatting four information retrieval five terminology assistant you can go through this yourself when we give you the white paper language translation we already know that and they're very accurate debugging help Contin math calculations the other day they brought out comparing financial advisors with mbas that are you know folks who went to school to be CFOs okay compared to Chad gbt who was making better estimation on what the market was going to do Chad gbt was able to beat them 70% of the time versus 60% Chad gbt 4 that's what the model was this is what in an article we were reading about that was saying number nine technical task assistance 10 content Creation in a Maj there's so many podcasters worldwide right now that do their interviews and 90% of the questions they ask is all Chad gbt they'll say hey what's five question five unique questions to as this person I'm interviewing what are some four angles you would take that no one's ever taken when it comes on to the Kamala Harris by what are the three angles I should take when it comes on to True Crime their entire podcast is all based on AI all of it most people don't know about it they don't have a big personality but they got millions of subscribers because they're leveraging AI 11 social media management it's pretty much all done at right now 12 research guidance educational support collaboration enhancement I don't know if you've ever been 12 years old in 2024 I have not I have a 12-year-old son you know what they're being taught all of these different things today these are normal things to 12-year-old today to you and I oh my god look what we're going through to them it's like yeah what's what are you talking about this is what we're learning today exactly watch this time it took to any of the platforms to get to million users the fastest Netflix it took nearly 1250 days okay Kickstarter 900 days Airbnb 900 days Twitter uh uh these are days uh uh uh Brandon right that I'm going through Twitter 750 days 4 Square 400 Days Facebook 300 days Dropbox 250 Spotify 200 Instagram roughly 80 Days look at Chad gbt they flinched they got a million users literally they flinched and they got a million users just based on everybody using it so now let's continue this next one is here absolutely wild for some of you guys that are you know the ones following this Quantum computing this is what it looks like Google's Sycamore quantum computer was able to complete a calculation in seconds that would have taken the world's fastest supercomputer over 47 years did you guys hear that this quantum computer was able to complete a calculation that a supercomputer would have taken 47 years to do it did it in seconds in 2019 Google also claimed that his quantum computer could solve a problem in 200 seconds that would have taken the world's fastest supercomputer 10,000 years 10,000 years Internet of Things iot adoption by 2021 there were over 12 billion iot devices worldwide with projecting projections reaching 25 billion by 2030 Market size Global iot Market size was roughly valued at $38 billion in 2020 and expected to reach $ 1.1 trillion in how how many years just eight years Forex in another 8 years now Advanced robotics impact on Automation and labor adoption the global market for industrial robots was valued at $45 billion in 2020 projected to be $74 billion employment robotics is expected to augment human labor particularly manufacturing Logistics and Healthcare but also display some manual jobs Industries impacted positive manufacturing warehousing Healthcare Industries have seen increase efficiency and productivity negative jobs involving manual labor and simple repetitive tasks are being automated reduced reducing demand for human labor in these roles watch this clip here if you've never seen this look how Wild this is uh Brandon go and play this clip this is Boston Dynamics look at the kind of stuff they're building look at this he needs help calls his buddy guy shows up look at this okay opens it you know the small little things that we know how to do watch this lets his friend in and look at the neck turning we can't do that but this this thing can do that okay this is the future by the way if it makes you feel uncomfortable it's already here this is not like a new thing that just happened last week this has been around for many many years and soon it's going into a lot of different shops that people will be using let's continue 3D printing so these guys are not printing objects but high accuracy and precision to match their design the global 3D 3D printing Market size was valued at$ 13.7 billion in 2020 and expected to be at$ 63.5 billion next year Aerospace Automotive Healthcare and uh consumer good Industries have adopted 3D printing for rapid prototyping and production positive Custom Manufacturing prototyping and medical device production negative traditional manufacturing processes are that are less flexible and more expensive have seen a decrease in demand blockchain you guys saw what happened this week with President being out the Bitcoin saying bitcoin's the future cryptocurrencies the future all this Gary G all all these things that you keep hearing about with blockchain watch blockchain adoption the blockchain market size was valued at $3 billion in 2020 projected to be at $40 billion next year that's 13x in 5 years okay cryptocurrency by 2021 was over 100 million Bitcoin wallets indicating widespread option of blockchain Technology positive Financial Services Supply Chain management and digital identity verification negative traditional Banking and Financial transaction methods are being disrupted by decentralized finance and a lot of these big guys the the blacks you know black rocks and chases that would never have bought into this stuff now they're kind like well we need to put a little bit of our portfolio into Bitcoin they're starting to talk like that what happened all of a sudden it you can't wait for advanced Innovation today it's coming whether you like it or not it's going to be here now watch this history of AI the concept of AI dates back thousands of years originating with ancient philosophers pondering life and death early investors created automatons mechanical devices that moved independently the term automaton comes from ancient Greek meaning acting of one's own will one of the earliest recorded automatons was a mechanical pigeon created around 400 BC by a friend of the philosopher Plato Leonardo da Vinci uh designed a famous automaton around 1495 while the idea of self functioning machines is ancient significant progress towards modern AI began in the 20th century so now notable dates when you're thinking about AI number one first expert system came into Comm commercial Market known as the xcon terrible name it was designed to assist in the order of computer systems by automatically picking components based on computer needs 1981 Japanese government allocated $850 million will be $2 billion of today's money to the fifth generation computer project their aim was to create computers that would translate Converse in human language and express reasoning on a human level Jim Simons this is a wonderful story of what this man did he just recently died January of this year the founder of renaiss Technologies began integrating AI in advanced mathematical models into his hedge fund operations in the 80s Renaissance Technologies established in 1982 is renowned for being a Pioneer in the a use of AI and quantitative analysis the most successful fund of all time was created with his strategy later on you'll see some of the numbers that this guy put up using AI that nobody including Ray Doo Burk Shar Hathaway Warren Buffett black none of these guys could do what they did because they simply use AI the AI uh uh warns of income and AI winner were funding where funding and interest would decrease and make research significantly more difficult this is 84 they continue the same thing with a with Aaron then in 86 Ern Dickman and his team bundes whereare University of Munich created and demonstrated the first driverless car or robot car it would drive up to 55 M an hour on roads that was UN lot in Germany that didn't have other obstacles or human drivers 87 commercial launch of Al alacrity uh was the first strategy managerial advisory system and used a complex expert system with 3,000 rules this continues 87 the market for specialize Lis Bas Hardware collapse due to cheaper and more accessible competitors that use run list software including those offered by BM and apple this caused many specialized Lis companies to fail as a technology was now easily accessible a computer programmer in Ada named Rolo Carpenter invented the chatbot jabberwacky great name which he programmed to provide interesting and entertaining conversations to humans by the way that was like the original chat GPT right deep blue 1997 developed by IBM beat the world chess champion Gary casprov somebody we've had at the VA conference before in a highly publicized match becoming the first program to beat a human chess champion 97 Windows released a speed recognition software 2000 Professor Cynthia Breo developed the first robot that could simulate human emotions with its face which included eyes eyebrows ears and a mouth it was called Kismet the first Roomba was released in 2002 2003 NASA landed two Rovers on Mars and they navigated the surface of the planet without human intervention 2006 companies such as Twitter Facebook Netflix started use an AI as part of their advertising and user experience algorithm 2010 Microsoft launches Xbox 360 Connect which used AI 2011 NLP computer program to answer questions named Watson you remember Watson it won Jeopardy against two former champions in a televised game 2011 Apple released Siri the first popular virtual assistant 2012 two researchers from Google trained a neural network to recognize cats by showing its unlabeled images and no background information 2015 elama St Hawkin and Steve wnac and other 3,000 engineers and entrepreneurs signed an open letter to the world's government systems Banning the development of autonomous weapons for purpose of War you're going to see how a quote is going to overcome that objection for some of you guys that are worried about AI Hansen robotics created a humanoid robot named Sophia who became known as the first robot Citizen and was a first robot created with a realistic human appearance and the ability to see and repli emotions and communicate 17 Facebook programed 2 AI chat B to converse and learn how to negotiate but as they went back and forth they ended up forging English and developed their own language completely uh autonom autonomously 2018 Chinese Tech group Alibaba had a language process and AI that beat human andik on a Stanford reading and comprehensive test wait for this one here Google's Alpha star reached grandmas on the video game Starcraft 2 outperforming all but two . 2% of human players 2020 open AI started beta testing gp3 a model that Ed deep learning which now many of us use the gp4 2021 open AI developed a Dale e which can process and understand images enough to produce accurate captions moving AI one step closer to understanding the visual World 2022 open AI launches GPT 4 and Just 5 days after the launch the application already acquires 1 million users and in 2023 open AI introduces GPT before multimodel llm for text and image prompt Elam musnik and others call for a six-month pause in training for more advanced AI system by the way all the designs you see here was designed by AI this isn't our graphic designers doing this this was AI so let me continue here all the stuff that we're talking about you just got a lot of information now again all of this stuff that you guys are watching you're going to get this at the end when you get a QR code to go download this and and and you'll have that part as well as we'll announce the three speak new speakers for the vault but stick around for the some of you we get this entire PowerPoint being sent to you as well but let's continue with this so now how AI is impacting the economy reskilling needs according to the McKenzie Global Institute up to 375 million workers 14% of the global Workforce may need to switch occupational categories by 2030 due to Automation and Ai and odds are if that's 375 million workers worldwide if we take 14% of all of you on this on this right now which is 5,000 30,000 people are trying to get on right now but 5,000 of you that made it good for you 14% of those that are on 700 of you whatever you're doing right now your job's going to be replaced in the next six years just so you know that that's according to McKenzie okay according to an a Accenture report manufacturing sector will see the greatest Financial benefit from AI adoption with a gain of 3.8 trillion expected by 2035 let's continue AI is expected to contribute up to $15.7 trillion to global economy by 2030 according to PWC this represents a 14% increase in global GDP again more wealth for others who are able to capitalize McKenzie estimates that AI could deliver additional global economic activity of around 13 trillion doll by 2030 boosting the global GDP by 1.2% annually you know how you should process that by the way you should ask yourself what percentage of that 18. $7 trillion is going to be my family's that's a question you got to ask yourself how much of that's going to be yours by the way 15.7 trillion plus 13 trillion $28.7 trillion you ought to be able to get a piece of it for you whether you're going to do it as the business owner or you're working for a company that's going to bring these things so you become so valuable to the company that you participate in the upside you ought to have a decision of how you can contribute to whatever you're doing right now in your family AI will have an estimated 21% net increase on us GDP by 2030 net increase according to Forbes now ai business optimization let's take a look at this here JP Morgan Chase's coin platform reduce the time spent on reviewing guys this is a big number here reviewing legal documents that save the company 360,000 hours of lawyers time annually by the way they pay $800 an hour for corporate lawyers you know it's $800 $800 an hour times 360,000 Duty calculation right now on your phone I think it's roughly $288 million is it $288 million somewhere around $288 million if I'm not mistaken okay that's the number they saved because of AI I mean that's pretty crazy to be thinking about right retail custom interaction AI driven personalized shopping experiences are being predict are predicted to influence up to 45% of all online purchases by 2025 according to Gartner let's continue Healthcare the AI Healthcare Market is projected to reach 40 5.2 billion by 2026 grown at a compound annual rate ker of 44.9% from 2019 to 2026 according to Allied market research cost savings AI could save the US Healthcare economy $150 billion annually by 2026 that means AI could decrease the cost of insurance think about that for a second Pharmaceuticals AI can reduce the R&D research and development cost of new drugs by up to how much 70% you think this affects your parents and your grandparents and shorten drug Discovery times of up to 50% according to deid so AI is also going to make you live longer and be healthier for those that choose to live longer now Trends and business let's continue according to a Forbes advisor survey 64% of businesses expect AI to increase productivity 97% of business owners believe Chad gbt will help their business Ai and Retail is expected to generate additional 2.95 trillion by 2030 that's PWC one in three business plans to use GPT to create website content while 44% aim to generate content in multiple languages you just saw me speak in three different languages right now including English right Spanish French and Mandarin that was all AI right this is the direction we're going now watch this most ways people are using AI customer service is number one at the top cyber security and fraud prevention number two digital assistance now think whatever one of these applies to you this is you your opportunity customer relationship management Inventory management content creation product recommendation accounting supply chain operations recruiting so many opportunities within this now watch this for the longest time parents were like look a kid if you want to go to college and you want to major in stem Proficiency in stem that's what I want you to do in 2016 most critical skills required of the workforce what was number one proficiency and stem 42% where's it at now all the way at the bottom 28% what went up time management skills and ability to prioritize went from 33% to 42% wait a minute time management skills and ability to prioritize by human beings what does that mean you're going to be needed it's just people that are able to become more efficient so how does somebody become more efficient by learning how to use what AI you can look through this list here but you see how things are adjusting hey I want to grow up to be a doctor you'll see in a minute here not a lot of parents are going to say kid go be a doctor when you grow up you'll see why case studies this is Jim Simons the gentleman we talked about earlier with Renaissance Technologies it's absolutely insane what this man did so he used to work for the NSA in 1965 he worked there for three years three years later he makes comments about Vietnam he gets fired he leaves goes and becomes a professor 82 he starts Renaissance Technologies hires a guy from MIT I'm going to give you the story and I'm going to skip some of this stuff here in 1988 they start their fund their fund first year loses 4% second year do 55% their fund from 1988 to today you know what their return has been 69% you know what their fees are roughly up to 44% even after they take 44% of fees their clients have received an annual rate of return of nearly 39% from 88 till today these guys did so well that by 1995 is they closed the fund they said we don't want any more new money you know what they did by 2005 they sent all the investors money back to them and they say listen you got to take your money out moving forward the only people that can have their money in Medallion fund are current or previous employees that's how this fund did if in 1988 you put a dollar in s&p500 a dollar with birkar Hathaway or a dollar in The Medallion fund here's what you would have today S&P 500 from 198 today would be $42 birkar haway would be $154 Medallion fund today would be $44,000 these guys dominated because they used to say you can't be trading SC stocks FAS than a week and a half you're going to lose money they said no man we're going to use Ai and we're going to trade every day and a half and everybody said these guys are delusional they don't know what they're talking about they didn't beat everybody they beat Everybody by seven touchdowns they destroyed them okay they destroyed them is what what he did and this guy ended up being worth I don't know nearly $20 billion when he he wrote one of the best books by the way that everybody read passed away 6 months ago God bless him okay let me go back to this okay next Elam musk and Tesla look what these guys are look at just look at the chart on the right okay in US EV sales no brand comes close to Tesla just look at that 2023 they sold 325,000 cars in 20123 the next 19 combined can compete with Tesla Chev two then it's four then it's Hyundai can compete why AI next Jeff posos and Amazon look what these guys did using AI you know what the chart shows on the right the average click to Door speed that's what that is you click you purchase how many days it takes to come to you Amazon used to be 4.6 days at the beginning of 2020 they brought it down to one and a half days right now when you place an order with Amazon how long does it take to come to your house look at their competitors they're 5.2 days who are you going to order with you're going to go 1.5 days or 5.2 days with Walmart or Target or anything The Other Guys by the way this is exactly what McDonald's did when they they destroyed everybody fast food boom 59 seconds you're out boom order stuff is in are you kidding me exactly what's the valuation of Tesla roughly 600 700 billion on any given day maybe $800 billion what's the valuation of Amazon trillion dollars do you think this guy knew he was going to build a trillion dollar business when he was first trying to replace bookstores no as things changed they added Ai and technology and then all of a sudden they're like wait a minute AWS yes hosting we can sell everything boom Bezos is worth $200 billion musk is worth $240 billion because of the usage of AI let's continue Sundar Pai and Google again look at this here when it comes down to search engines 90.7% of all searches being done is Google and I know there's a lot of stuff to be able to say with Google what they've done this last week they ow 91% of it this is pretty much a monopoly that they have as well guess what they use AI this is another one for you for with Microsoft look at these guys his background the co Microsoft has driven uh the co SAA nadela has driven the company's AI strategy to enhance its products and services use of AI Microsoft integrates AI into its cloud computing service office suite and Customer Service Solutions azour Microsoft's cloud computing Cloud platform offers AI services such as machine learning cognitive services and Bot Frameworks and look what they've done on the right he said AI is the defin technology of our times and we're infusing it into what everything we offer at Microsoft to empower people and organizations look at the businesses on the right Azor $80 billion Microsoft 365 49 billion LinkedIn $15 billion Windows 11 22 billion Xbox 15 billion co-pilot 12 billion what's their total revenue 200 billion $21 billion of revenues exactly why say he said what he said we're infusing AI into everything we offer at Microsoft to empower people and organizations read Hastings and Netflix look at these guys that's what happened with cable that's what happened with Netflix what do they do AI Blockbuster versus Netflix Blockbuster didn't want to touch AI Netflix did what happened the red is Netflix the blue is Blockbuster when's the last time you went to Blockbuster we have a lot of good stories I used to go to Blockbuster every Friday and Saturday night and stand in line hoping that movie gets dropped off by somebody and we snatch it we would say before you throw drop it can you just give it to me no man I got to drop it off can I go in there with you hey man he wants to give it to me do you remember those days you have to be 40 years old to remember those days it's called Blockbuster days no more Blockbuster days right now it's called Netflix and chill right Netflix and chill is what it is today some of you guys probably prefer that so Kodak Kodak was a leading photographer these are the guys that screwed up by the way and didn't adapt everybody used to use Kodak you know what happened to Kodak they're gone they used to have a billion in Revenue you know where they're at right now10 million they were afraid to touch AI Kodak was slowing to embrace digital photography and Aid driven image processing while the company invented they invented the first digital camera you're the company that invents it and they ask him why don't you release it to the public because we were worried it was going to put us out of business think about that right there you come up with the first digital camera and you don't sell it to the market Kodak right now should be a $200 billion company minimum selling all these cameras to the phone companies how big would these guys be but no they were afraid they didn't capitalize off of AI when was the last time you bought a Kodak product by the way when's the last time you saw kak commercial when's the last time you have to buy a 1960s magazine to see commercial of them they disappeared noia same thing I used to have a Nokia phone what happened with them they were afraid they didn't see all the stuff that was going on with AI driven smartphones but one guy did what was his name Steve Jobs what happened to Apple it's a three trillion doll company give or take because they understood AI Sears remember Sears go back and look at when Sears got started it's like 1886 or some weird number like that what happened to Sears they didn't want to touch AI who did this guy named Jeff Bezos what happened to Amazon what happened to Sears wiped out look at their revenue by the way they used to do $ 53 billion of sales when in 2006 what's their number right now look at their number right now 3.26 billion in 2020 it's lower today right with the num so choosing the right AI tools matter when it comes down to this so Cloud PR uh pricing optimization examples Airbnb uses AI on AWS for capacity management custom cost and usage data tools and optimizing storage and Computing capacity Dropbox saved nearly $75 million by using AI to optimize Cloud cost and reduce AWS dependency AI tools identify Cloud usage patterns detect anomalies and uncover cost effective resources is now some of you guys again you could bring this to your company or you can do it within your company Voice Assistant chat Bots over 60% of business owners believe AI will improve customer relations example Pentagon Credit Union chat BX for faster customer query uh resolutions now handles 25% of common internal service requests freeing up service desk staff to focus on more complex task how awesome is that amazing uptime and reliability optimization AI helps maintain uptime and website reliability by scanning for inefficiencies and potential disruptions the examples can be with a lot of different companies Netflix Uber Facebook Salesforce at the bottom AI Ops tools help intelligent alerting root cause analysis anomaly detection and capacity optimization Delta Airlines digital simulation environmental for Global operations it can continues with other things productivity maintenance AI is used to analyze data and identify maintenance needs to ensure safety and efficiency again I can give you many of these examples you can go through this when you look at what's going on with AI these tools are available to you and we give you the white paper and the PowerPoint some of you guys will have access to go through this yourself here's Dwayne Johnson who will be at the Vault conference I believe this is one of the first business conferences he'll ever be attending and we'll be doing a 90-minute interview together some of you guys who attend will be may even have a chance to ask him a question he once said success isn't always about greatness it's about consistency consistent hard work leads to success greatness will come Dwayne Johnson that means that applies to you and I as well objections in AI implementation let's look at this cost concerns well how much is this going to cost me many business owners worry about the high initial investment required for AI implementation including software hardware and skilled Personnel lack of understanding how does this work I don't know how this works data privacy and security integrate integration challenges job displacement these are some of the things we talked about look what will gadera said a good friend of mine who wrote the book unreasonable Hospitality New York Times bestseller starts a restaurant as a regular restaurant in New York makes it a one star one Michelin star two Michelin star three Michelin star top 50 restaurant top 10 restaurant not in New York in the world and eventually becomes a one number one restaurant in the world and he sells it he says you're not always going to agree with everything you hear just like today in AI but you've got to start by listening if we don't listen about what's going on with AI and some of these authors like this guy who wrote This Book they call it the best book ever written on AI Max techark life 3.0 if you follow AI you know this elon's a big fan of this book we have to start learning for ourselves and saying what direction is this going and how can this positively change my life let me continue key points again AI implementation data quality stats 60% of companies site data issues as the biggest challenge in AI 50% of executives worry about ethical implic imple implications of AI again these are some of the concerns that we can go through wealth concentration the leading 10% of AI adopters are seeing Twice The Profit returns compared to the median the top 10% the leading 10% of AI adopters are seeing Twice The Profit returns yes you know what's going to happen with separation of wealth the next 3 5 10 years you know how they say the rich get richer the poor get poor it's very easy those who leverage Ai and innovate are going to get richer than those who don't exponentially and it won't even make sense exponentially and it doesn't even make sense when PayPal was selling and all the PayPal Mafia guys were in the same room they all had about the same money as Elon Musk but Elon Musk kept recreating himself and advancing himself to see what he needed to do in today's industry and now the wealth disparity between him and all the you know PayPal Mafia it's not even close that's the pure example those guys are still rich but not at the level of Elam mus cuz he leverage what's going on here in the marketplace so now government policy you can have all this stuff for you to go through you know what do you do to stand out hire with the right team in mind study market trends with what's going on 39% of business reported hiring software Engineers 35% hired data Engineers for AI related positions expanding your search we're giving you all of this stuff in the white paper for you to go through you know while you're thinking like for us right now we're expanding our search we're getting right now at Lon holding which owns man uh value tment B David consult we're getting 3,000 job applications a week right now roughly 150,000 job applications a week how do we go through all the right people to hire that are going to be a fit for our company or not how do we do it we're about to release a webinar in the next couple weeks that's going to show exactly what it takes to work at our company who works well who doesn't work well that'll be released in the next two to four weeks we've spent so much time identifying what's working what's not and using as much Ai and data to help us make better decisions this is just a part of it offer more than just salary a lot of people are thinking I'm going to have to pay a lot of money you don't just pay a lot of money to get AIP it's got to be a lot more than that make sure hiring managers are trained and AI recruitment couple things I couple quotes I want to share with you here here's Alan Turing he said a computer would deserve to be called intelligent if it could deceive a human into believing that it was a human make sense so let it deceive you we invented fire says Max tegmark which by the way this is what Elon Musk said about Max tegmark who's got you know he's all over the place on all these podcasts he always goes to this is a compelling Guide to the challenges and choices in our quest for a great future of Life intelligence and Consciousness on Earth and Beyond ilamas talks about him they say the book hero was the greatest book ever written on AI listen to what he says powerful quote especially for those of you guys that are worried we invented fire repeatedly messed up and then invented the fire extinguisher fire exit fire alarm and fire department what's he saying AI we're going to build something that's going to break a lot of things and then we're going to build the controls to make sure future looks bright for all of us so fear and anxiety doesn't need to go to this level it's all going to be fine future looks bright so BR if you had all of the world's information directly attached to your brain or an artificial brain that was smarter than your brain you'd be better off again if that's not going to be you you can hire somebody that's going to be doing that next I'm telling you the world's first trillionaires are going to come from somebody who Masters Ai and all its derivatives and applies it in its ways we've never thought about Mark Cuban I think he's talking about Elon Musk as much as they're not the best of friends Eric schmith AI will be the most transformative technology since electricity that's from Google Zak watch what he says I actually like what he says here whenever I hear people saying AI is going to hurt people in the future I think technology can generally always be used for good and bad and you need to be careful about how you build it if you're arguing against AI then you're arguing against safer cars that aren't going to have accidents and you're arguing against being able to better diagnose people when they're sick look at the way he sees AI right so now we're at the end of the presentation a minute I'm going to give you the QR code for you to go out there and get this white paper and share it with your friends employees and all those guys so stick around the slide's going to be this I'm going to go through a couple different things to share this with you and uh tell you what we have going on how can how this can help you out few things this is what we're doing my basic strategy of what I'm doing to take my businesses to the next level and what I've done the last 10 to 20 years are the following number one I've always up upgraded my network and my community when I was coming up in the insurance space and I started my own insurance company I went to every single conference I got to since 21 years old I've been going to four business conferences every year since 21 years old and trust me most of my friends and relatives that I would invite and co-workers they would say oh not this one I'll go to the next one I'll go next year I'm busy right now I'm getting married my girlfriend and I going through problems how am I going to take days off I already took my vacation I'm already going through all this stuff right I focused on upgrading my community and my network when I went into the insurance industry went to all the insurance conferences which are so motivational for some of you guys that have been in you know what I'm talking about you know what happened I met a handful of these guys every 90 days I would call these guys and I would say tell me what's going on with an insurance who's doing it right who's making big mistakes what is a new innovation what new products are changing what's going on with technology there were these Five Guys till today I stay in contact with these guys and one day they're going to tell the story of how a relationship is and they would always give me an edge against my competitors and my peers why because I was always trying to upgrade my network in my community last Wednesday Goldman Sachs what am I trying to do upgrade my networking Community everywhere I'm going I spoke at Chase a small business Symposium 3 weeks ago four weeks ago in La at the palace fdus what do you think we're doing everything is upgrading upgrading our networking Community how are you upgrading your network and community that alone takes effort because when you upgrade that and they tell you here's what we tried with AI no way let me try it here's what we tried here's what we tried seriously yeah here's what no here what yeah exact that's crazy that's one two get into a mastermind I don't know what Mastermind you're part of a lot of companies offer a lot of great masterminds you know vistage why there's a lot of them that you can get into but you got to be part of a mastermind if you think you're going to go through this and Innovation and changes coming like this it used to be like this change was like this 40 years ago then all of a sudden 30 years ago is like this 10 years ago is like this today it's like this right if you're not talking to somebody and other people that they're bringing out what they're doing today earlier I'm doing a mastermind with seven cosos from different countries and we're sitting there talking about what challenges they're going through today if you're not hearing them saying it you're you're falling this is exactly why separation takes place because some are into masterminds and they strengthen themselves and some are simply not into masterminds they're talking about baseball football soccer this is the wrong time to be just in sports fans masterminds you got to get into something that changes your life number three invest in your people and yourself um just recently I sent Mario to go to Kellogg School for a week on how to become a better CH Chief sales officer I sent Mario and I sent Leo I sent moral to Harvard she's the president of my insurance company she used to be my teller at WAMU for some of you that remember W I've sent her to Harvard and Wharton I've sent you know tan to Wharton I believe each time I sent him it's 30 40 $50,000 when they go to places like this but why do we do that a couple reasons there was a great quote is it in here right now or know if I cover that quote one of the best quotes ever ever said was this CFO Chief Financial Officer asked the CEO what happens if we invest in develop in our people and they leave us the co answers what happens if we don't and then they stay a lot of people Trish bertusi a lot of people are like man I don't want to invest into my guys they're going to go and become competitors of mine yeah but if you don't they're going to stand they not going to be bad I've always been about investing this Saturday I spoke at this event in um Arizona for this gentleman named Andy he says for the vault conference we're shutting down our company and we're bringing a hundred of of our all employees to go to the Vault conference for one week for some of you guys that are going to The Vault conference you're going to see Elliott Army everywhere we have 10 15 businesses right now that are taking 50 plus of their employees because they understand you got to invest into yourself and your people and last but not least involve stakeholders the meeting I had right now for estate planning my wife was a part of it you know who else came in my son and my daughter came in they said what are we doing with estate planning I said we're talking about your future money really yes huh last year at the Vault conference we had 500 husband and wives in the room the last two years there's been two couples that came to spend their honeymoon in Miami and extended and they stayed three days to the VA conference why include stakeholders when I go to events and I went to Goldman Sachs guess who was sitting right next to me my wife for the meeting Tom over here because he's my guy for decisions that we make Sam was there involved stakeholders you know the insurance company that we built you know what the entire model was based off of husbands and wives why my top 50 earners in the insurance company that we build 95% of the top earners were ran by husband and wives most of the time nowadays everybody just going to it by themselves and you're trying to come back and explain to your wife or your husband what happened if you're going to be part of Mastermind or if you're going to be serious about investing into events to go out there and change yourself and recreate yourself take your wife your kids if they're adults and your business partner ERS and your Executives don't go by yourself that's how you grow your business in ways you've never grown before let's continue so couple things here to wrap up with before I give you this PDF and the white paper The Vault conference in the past we've had Tom Brady at the event Mike Tyson Andy Fastow from Enron Kevin Conelly Chaz paler kosaki Dustin porier will gadera Gary Casp Billy Bean from Moneyball Brad Pit played him Peter goober Patty MCC from Netflix Frances Frederick D Silva a good friend of M we've had many different speakers I'm about to introduce to three of them here tonight and this is a mastermind that we run we have uh many masterminds that we run most of them have a waiting list but one of the masterminds that we run everybody that's on it they send their email they email their questions we jump on and we process five minutes you and I or Tom or others you and I go through a 5 minute of processing any question you want to process on The Mastermind if you're called upon and that happens for an hour and a half we do many of these on a monthly basis and you'll jump on our masterminds these masterminds go for 897 a month and roughly $10,000 per year to be part of these masterminds many people from 60 plus countries are on these masterminds of ours would be David Consulting now just for this webinar today that we're talking about and simply when I tell you just for the webinar today you're all going to be getting this but for this webinar we have a special offer and you'll see again I told you earlier today Tom knows my CFO knows Mario knows this is how much money I've taken off the table with vment 100% of money that goes into value tment that includes the Vault that includes public speaking doesn't make it into my pocket we're all reinvesting so everything we do with Lion holding and VI attainment is to grow the business and whatever we share with you keeps growing within the business you're part of there are many great testimonies you can hear about of what we' done for others but let me continue with what we're doing on this offer today number one first 100 people that are watching this who go out there and buy a ticket general or platinum whatever ticket you buy there's five tiers of tickets coo found or executive sold out General and platinum is the only one that's left Platinum is about to sell out then it's only General for the first 100 people right now that are watching this that go on that QR code that register to attend the Vault conference which has happened the first week of September during that event for 3 days we will go through a 200 Page page manual together this 200 Page manual fill in will go through over 3 days we'll do roughly six case studies which you'll be working with others as you go through these case studies and this will be given to you while we go through that Palm Beach Convention Center for the first week of September while we go through this your networking building relationships with others the first 100 people that get registered right now and buy a general or a platinum ticket you'll get one month free to be on one of our master and by the way we talked about it earlier Mario brought up this idea and I thought it was such a great idea that said said you know what no normally wouldn't do this but we go ahead and do this as well per ticket you buy that you pay for you'll get an additional month so if you say I'm want to bring five of my employees no problem you'll also be on our Mastermind five months for free that's included per ticket you purchase so it's up to you one ticket one month 10 tickets 10 months five tickets five months you pick and choose that's the QR code let me continue and by the way anybody that purchases a ticket tonight off of this webinar will have the PowerPoint emailed to you directly not just the white everybody gets the white paper the PowerPoint will be sent to those who purchase a ticket tonight this is the next one I'm still going to tell you the speakers here in a minute so stick around so here the event for some of you that say well Pat what if I want to buy more than one ticket very simple you buy two tickets you get one free you buy four tickets you get two free but if you buy two tickets platinum or general you get one ticket free now you may say well Pat it 5 buy two tickets and get one free do I also get three months no you get two months cuz you paid for two make sense buy two tickets you get one ticket free and you get two months free to be on the next general Mastermind that I'll host and you'll see how we're processing together that's the next one again first week of September 4th through to 7th at West Palm Beach Convention Center myself Tom Rock and three other speakers which I'll be announcing here in a minute now some of the things people say my wife and I are traveling on vacation and at the same time where we're at the Vault no problem here's what I'll tell you you know what happens when every once in a while the conditions are perfect we like a perfect storm is happening I wrote a book 15 years ago titled the next Perfect Storm I saw what was going on with insurance my wife and I I did a meeting one time I'll never forget Mario I think you were in this meeting Mario just shared a video with me of 2009 August I couldn't believe listening to myself I'm up on stage and I said in front of everybody my wife and I had just looked at a new house she'll remember this at montario States we love this house $1.5 million we wanted to buy I was going to put few 00,000 down payment I got up and I said I'm not buying a house for the next 7 years I'm going to put 100% of the money that I have into the business that's exactly what we did the only savings that I had at the time was $500 thou $500 that $500 today is turned into roughly half a billion dollars from $500,000 this regular guy 1.8 GPA parents got divorced twice born and rais in Iran nothing special about me 1.8 GPA I was in the Army asked my guys that were in the army what's Pat going to do when he leaves the Army nothing nobody woke up and said this guy's going to do anything special with his life I'm a regular guy I never finished the book that was then this is now of my of men Lenny petting the rabbit all this other I wasn't that guy I like math and I like people joined the army guy named Jesus G recruited me got into the army I got out I had dreams my dad my biggest fear in life was if my dad dies and my kids don't meet him it was my biggest fear because I never met his father and I always wanted to meet my my dad's dad my grandfather never met the guy and I got out of the army and I lost everything I had I have nothing to myself I'm working at B and then I'm to the point where I'm thinking about going back into the army and I don't and I made a promise to my dad one day when I was 25 years old at a Christmas party when somebody said something to my dad I did not like made a decision came out and we grew the business and a lot of things happened in our lives and my dad lives with me today all my kids know him my kids are in the office right now while I'm doing this webinar they're running around the office right now they like to be here we enjoy each other's company what's the point what if when I'm 21 years old I'm like yeah I don't have time to go to this Tony Robin seminar maybe next year I didn't do that I went to it what if my girlfriend and I have a date week and we're going to do this I went to it changed my life I probably would have never met my kids if I wouldn't have made that decision because I wouldn't be in a position to marry the wife that I have today of 15 years so for some of you that are using that this is not time to be using that excuse maybe next year if you're part of the procrastination Community I highly recommend you change ASAP make a decision we're never going to have the rock ever again including the next three speakers that I'll be introducing while I give you the white paper as well I wouldn't be part of the community that says maybe next year unable to financially commit I've made decisions where there there's good debt and bad debt many times I put a lot of money that was returned on my investment I'm glad I did this is the good kind of debt this is not a bad kind of debt I'm coming along can't think of anybody else to bring with me you can't tell me you don't have any other friends you always go to an event with a running mate a spouse a running mate a friend that's also thinking big saying listen why don't we go to this thing together I like twos I prefer threes when I go to Tom and I 50 nights we've shared a room together when we've gone to events 50 nights Tom and I you name the conference as 50 nights we've gone and we'll always debrief we'll eat we have a good time together as well but I typically go with somebody my kids are going back to school so are mine still putting the event together for you I went last year not sure what it'll be different talk to the people that have gone 5 years in a row Market is not the same Market as it was last year the AI things right now is not what it was last year the questions many of you are asking right now it's not last year so the problems we're solving today are very different than the problems we solved last year I don't have time too busy that's your decision to make I don't like large Crow large crowds or networking do you like a big life do you like identifying the next problem you have to overcome to have your thing you know your dreams become a reality there's a lot of things I don't like but I have to overcome it I don't have a business yet a lot of people that are coming don't have businesses there's going to be entrepreneurs and there's going to be entrepreneurs people that make 50 Grand a year $1,000 a year and those that have a billion dollar business with 10,000 employees some people that just raised $300 million they're unicorn now wide range of people will be coming from different backgrounds so now let me give you the speakers here before we wrap up and give you the white paper few things that we decided to do differently with this event I already told you myself Tom will talk about how to raise money which is very important today Dwayne Johnson why' you bring Dwayne Johnson this guy's got 600 million social media followers because he's a very good Storyteller and many people need to learn how to tell their stories most people suck at this what what happens if you learn how to tell a story and you start getting videos going viral what does that do to your business what does that do within the industry a lot this is an expert in that this guy's been doing that from $7 to being a billionaire today he'll be there so that's Dwayne Johnson next speaker that I'm excited to have at this Vault conference will be will gadera he was there last year as well I interviewed him this year he'll be speaking to you on how to improve unreasonable Hospitality with your customers next Max tegmark the author of the greatest book ever written on AI life 3.0 that Elon musk's read and many of the other people in AI have read this book he will be there speaking on what things are changing today within the AI industry again New York Times bestseller he'll be there I'll be interviewing him next Nick sabbin the greatest college football coach of of all time seven time college football national champion do you know how many times I've shared clips of this guy of how he teaches others on become better players and better men in life imagine you're a CEO you're a leader you're a sales leader you're an executive can you become better at dealing with your guys every day I want to get better do you want to get better what better person to learn than a college football coach that doesn't get a Tom Brady for 20 years you only get a player for two to three years and how do you keep winning championships why you have to your teammates every year or every other year this by the way again he doesn't do business conferences he be at our conference and this is the event again at the Vault conference first week of September 4 through 7 Palm Beach Convention Center 3 days can't wait to see all of you guys there once again I'm going back to it first 100 of you that get registered and you buy a ticket you will get a month of General Mastermind per month per ticket that you purchase to bring to the event you'll get one month so you don't have to pay the other $88.95 a month you'll get 6 months save yourself $5,000 if you buy six tickets up to you platinum or general the same applies and whoever buys a ticket tonight we're going to be sending you not only the white paper but also the webinar the the PowerPoint so you can share it within your community and maybe even your employees and teammates that you're working with and the next one you buy two get one free pick and choose which offer you want to go to the Vault conference and uh again very excited about this year a lot of good questions are coming up a lot of networking opportunities last year we had 55 Assyrians one Assyrian says Pat can you announce from stage how many Assyrians are here all the Assyrians got together hey can you announce uh for the people that are in the transportation industry we want to network 200 Transportation people to business together hey can you announce this there was so much networking going on that people are on on their own group mes and guys that travel together of people that they met at the Vault and every year people keep coming back you'll notice at the end of Vault conference the moment there's opportunities to buy tickets for next year without a location without nothing boom like this tickets all outed seal tickets why because the because the amount of value it brings in a relationships it brings to individuals it's Priceless again buy to get one free or for every ticket you buy you get a month on General Mastermind and for those of you that stuck around till the very end to get the white paper text the word web R to 31034 11132 we will send you this PDF in text again text the word webinar to 31034 11132 will text you this entire PDF that we have here the white paper to you directly and for some of you that are watching the same pth that doesn't exist in my country no problem go to this QR code when you go to this QR code internationally you'll be able to directly download the white paper all the way down on the page you'll be able to download it uh uh uh to have it for yourself and do whatever you want to do with this AI white paper that we have that we took time to do this for you we have a lot of respect for all of you that are business owners small business owners entrepreneurs entrepreneurs Executives those of you that got on today that you want to find a way to improve your life you give me peace that the future looks bright I just want to find a way to put all of you in the same room together so you can do business together and you can build relationships together because your net work and your community matters so if it matters to you last but not least get registered for the vault let's spend three days together and make that the beginning of the greatest years of your life I can't wait to see you your spouse your running mate your executive your business partners at the VA conference at Palm Beach together and leaving that place with great strategies to celebrate many successes you will be experiencing once again thanks everybody for joining us Mario did I forget anything we're going to leave the QR code up for a bit just so that they can if they missed it we can have the QR code up there okay we'll leave it up sounds good anything else Kelly no sir we're good thanks everybody God bless bye- bye bye- bye