Transcript: Quit your Job and Farm Full Time: Joel Salatin's Recipe for Success

Video ID: qVB93llL5xw

Extraction Date: 2025-04-02 06:46:10

**[00:00:00]** a lot of homesteaders ask me okay I've

**[00:00:02]** got the homestead thing down I checked

**[00:00:03]** off that box I'm ready to go to another

**[00:00:05]** level I'm ready to actually Farm

**[00:00:07]** full-time and and make it commercial or

**[00:00:10]** some people say well I'm going to start

**[00:00:11]** with a homestead and with with the

**[00:00:13]** vision of I'm going to take this

**[00:00:14]** commercial at some point I'm going to

**[00:00:16]** I'm going to quit my town job I'm going

**[00:00:18]** to and I'm going to make a living from

**[00:00:19]** the farm so what's kind of the you know

**[00:00:21]** the ingredient list you know the the

**[00:00:24]** recipe for making that happen and so I

**[00:00:28]** I've got got a couple little things uh

**[00:00:30]** one is get a nest egg together all right

**[00:00:33]** stay with your job long enough to get a

**[00:00:35]** nest egg together preferably a nest egg

**[00:00:37]** for at least one year where you can live

**[00:00:39]** for one year and you can and you can

**[00:00:41]** make it even if things don't go just

**[00:00:43]** quite like you think they should uh one

**[00:00:46]** year two years is even better you say

**[00:00:49]** well my land that's going to take a

**[00:00:50]** whole lot of savings a whole lot of you

**[00:00:52]** know uh Nest egging all right you got to

**[00:00:55]** learn how to live Frugal that means

**[00:00:57]** there's no eating out there's no movies

**[00:01:00]** there's no vacation there's no Disney

**[00:01:02]** trips there's no Netflix there's no

**[00:01:04]** nothing strip your life down to the most

**[00:01:07]** frugal thing if you can live in a tent

**[00:01:08]** if you can live in an RV All Right strip

**[00:01:11]** your life down to live frugally it won't

**[00:01:14]** always be this way it's that initial

**[00:01:16]** indebtedness and capital tie

**[00:01:18]** down that that you you can never get it

**[00:01:21]** gets you on a treadmill and you just

**[00:01:23]** can't get off of it so get out of debt

**[00:01:26]** get a nest egg start living frugally

**[00:01:29]** that's the the critical thing and then

**[00:01:31]** the next one is you want to have one or

**[00:01:35]** two income streams that you feel really

**[00:01:37]** confident about that means that you need

**[00:01:40]** to become a master at something and

**[00:01:43]** ideally it's a ma it's something that's

**[00:01:46]** not a luxury item okay and not exotic

**[00:01:50]** what I call an Everyman food an everyday

**[00:01:52]** food that's why that's one of the reason

**[00:01:54]** I like chickens as opposed to something

**[00:01:56]** like beef or Llama Or ostrich okay am I

**[00:01:59]** opposed to those but it's it's it's an

**[00:02:01]** exotic Market it's a luxury item it it's

**[00:02:03]** not everyday you want you want

**[00:02:05]** consumable things that people are going

**[00:02:07]** to keep coming back for and back for and

**[00:02:09]** back for uh that's you know that was the

**[00:02:10]** secret of U Snuffy Smith and L easy you

**[00:02:13]** know in the comic strips butter and egg

**[00:02:15]** money okay the old M butter and egg

**[00:02:17]** money it wasn't the main part of the

**[00:02:19]** farmer's income but it was cash flow so

**[00:02:22]** you've got to think of something that

**[00:02:24]** people keep buying all the time year

**[00:02:26]** round so that every week you're selling

**[00:02:29]** something

**[00:02:30]** because most businesses fail not because

**[00:02:33]** they don't have a service a good service

**[00:02:35]** or a good product they fail because they

**[00:02:37]** don't have cash flow and your bills are

**[00:02:39]** piling up and you got a lag you know

**[00:02:42]** while the while the money's coming in

**[00:02:43]** and so that's why things like milk eggs

**[00:02:47]** chicken you know stuff that that people

**[00:02:49]** eat all the time ground beef okay uh

**[00:02:52]** sausage all right uh those are things

**[00:02:54]** that people eat all the time and you can

**[00:02:57]** make it better than anybody else and you

**[00:02:59]** can you can offer that of course sales

**[00:03:01]** is another whole topic uh that we can't

**[00:03:04]** completely get get into here by any

**[00:03:06]** means but the but the value added is so

**[00:03:12]** critical because when you're small and

**[00:03:14]** you're starting you need to wear all the

**[00:03:18]** hats of the middlemen because you can't

**[00:03:21]** make it on commodity prices as a small

**[00:03:24]** outfit you'll never be able to to to

**[00:03:27]** make it in the low margins that scale

**[00:03:30]** does but you can create artisanal craft

**[00:03:33]** items at full retail value so you need

**[00:03:35]** to own the production hat the processing

**[00:03:38]** hat the marketing hat and the

**[00:03:41]** distribution hat all those components

**[00:03:42]** and get that full retail dollar that

**[00:03:45]** gets you off the scale treadmill and

**[00:03:47]** then you can be better instead of being

**[00:03:50]** bigger you don't have to borrow money to

**[00:03:52]** get better all you have to do is get

**[00:03:54]** your is get your protocols better uh do

**[00:03:57]** some better experiments so you can

**[00:03:58]** become better you can always build a

**[00:04:00]** better mouse trap it's hard to build a

**[00:04:02]** bigger scale mouse trap company so we've

**[00:04:07]** got get your nest egg together get out

**[00:04:09]** of debt start living frugally see how

**[00:04:12]** cheaply you can

**[00:04:14]** live what's the lowest you can live drop

**[00:04:16]** your frugality down the reason you want

**[00:04:18]** to do that before you make your break is

**[00:04:21]** because a lot of times one person is one

**[00:04:25]** person's tolerance level for Frugal

**[00:04:27]** Living is very different than another

**[00:04:29]** other person's tolerance level for

**[00:04:31]** Frugal Living you better discover that

**[00:04:33]** before you quit your job and make your

**[00:04:35]** leap okay get that well underway so that

**[00:04:39]** you're on the same page about what

**[00:04:40]** Frugal Living is and then and then

**[00:04:44]** develop two three

**[00:04:46]** Enterprises feel really confident about

**[00:04:49]** those that you can scale those get your

**[00:04:51]** value added together figure out your

**[00:04:54]** brand you know start right away with

**[00:04:57]** your LLC look the one of the main

**[00:05:00]** reasons everybody should have a business

**[00:05:02]** is so you can live your life on pre-tax

**[00:05:05]** dollars the business can own your car

**[00:05:07]** the business can pay your phone bills

**[00:05:09]** the business can rent your home office

**[00:05:11]** and that way your personal income drops

**[00:05:14]** way down and you don't have to earn very

**[00:05:16]** much which reduces your tax bite so all

**[00:05:18]** these things are a recipe to to to

**[00:05:21]** simplify your life drop it down get it

**[00:05:24]** disentangled from government tentacles

**[00:05:27]** and be able to live on way less when Tes

**[00:05:30]** and I started you know we lived on $300

**[00:05:32]** a month we drove a $50 car all of our

**[00:05:35]** college buddies were driving you know

**[00:05:36]** $10,000 cars if we didn't grow it we

**[00:05:39]** didn't eat it we didn't go anywhere we

**[00:05:40]** didn't take a vacation for seven years

**[00:05:43]** but that early Frugal Living is coming

**[00:05:46]** back to be cashed in now if we had

**[00:05:48]** started with debt we'd have been on a

**[00:05:50]** treadmill that would have pushed us to

**[00:05:52]** not be able to inovate we wouldn't have

**[00:05:54]** the freedom to innovate because we'd

**[00:05:56]** always been chasing the dollar to pay

**[00:05:58]** that debt so if you want the freedom to

**[00:06:01]** innovate the freedom to experiment and

**[00:06:03]** explore and figure out what works you

**[00:06:05]** got to free yourself from that Financial

**[00:06:08]** treadmill a little bit of cushion a

**[00:06:09]** little bit of capital cushion make sure

**[00:06:12]** you're agree agreement with the family

**[00:06:14]** Frugal Living do for yourself develop

**[00:06:17]** really good Mastery on a couple things

**[00:06:19]** value add you're up and running

# Full Text (without timestamps)

a lot of homesteaders ask me okay I've got the homestead thing down I checked off that box I'm ready to go to another level I'm ready to actually Farm full-time and and make it commercial or some people say well I'm going to start with a homestead and with with the vision of I'm going to take this commercial at some point I'm going to I'm going to quit my town job I'm going to and I'm going to make a living from the farm so what's kind of the you know the ingredient list you know the the recipe for making that happen and so I I've got got a couple little things uh one is get a nest egg together all right stay with your job long enough to get a nest egg together preferably a nest egg for at least one year where you can live for one year and you can and you can make it even if things don't go just quite like you think they should uh one year two years is even better you say well my land that's going to take a whole lot of savings a whole lot of you know uh Nest egging all right you got to learn how to live Frugal that means there's no eating out there's no movies there's no vacation there's no Disney trips there's no Netflix there's no nothing strip your life down to the most frugal thing if you can live in a tent if you can live in an RV All Right strip your life down to live frugally it won't always be this way it's that initial indebtedness and capital tie down that that you you can never get it gets you on a treadmill and you just can't get off of it so get out of debt get a nest egg start living frugally that's the the critical thing and then the next one is you want to have one or two income streams that you feel really confident about that means that you need to become a master at something and ideally it's a ma it's something that's not a luxury item okay and not exotic what I call an Everyman food an everyday food that's why that's one of the reason I like chickens as opposed to something like beef or Llama Or ostrich okay am I opposed to those but it's it's it's an exotic Market it's a luxury item it it's not everyday you want you want consumable things that people are going to keep coming back for and back for and back for uh that's you know that was the secret of U Snuffy Smith and L easy you know in the comic strips butter and egg money okay the old M butter and egg money it wasn't the main part of the farmer's income but it was cash flow so you've got to think of something that people keep buying all the time year round so that every week you're selling something because most businesses fail not because they don't have a service a good service or a good product they fail because they don't have cash flow and your bills are piling up and you got a lag you know while the while the money's coming in and so that's why things like milk eggs chicken you know stuff that that people eat all the time ground beef okay uh sausage all right uh those are things that people eat all the time and you can make it better than anybody else and you can you can offer that of course sales is another whole topic uh that we can't completely get get into here by any means but the but the value added is so critical because when you're small and you're starting you need to wear all the hats of the middlemen because you can't make it on commodity prices as a small outfit you'll never be able to to to make it in the low margins that scale does but you can create artisanal craft items at full retail value so you need to own the production hat the processing hat the marketing hat and the distribution hat all those components and get that full retail dollar that gets you off the scale treadmill and then you can be better instead of being bigger you don't have to borrow money to get better all you have to do is get your is get your protocols better uh do some better experiments so you can become better you can always build a better mouse trap it's hard to build a bigger scale mouse trap company so we've got get your nest egg together get out of debt start living frugally see how cheaply you can live what's the lowest you can live drop your frugality down the reason you want to do that before you make your break is because a lot of times one person is one person's tolerance level for Frugal Living is very different than another other person's tolerance level for Frugal Living you better discover that before you quit your job and make your leap okay get that well underway so that you're on the same page about what Frugal Living is and then and then develop two three Enterprises feel really confident about those that you can scale those get your value added together figure out your brand you know start right away with your LLC look the one of the main reasons everybody should have a business is so you can live your life on pre-tax dollars the business can own your car the business can pay your phone bills the business can rent your home office and that way your personal income drops way down and you don't have to earn very much which reduces your tax bite so all these things are a recipe to to to simplify your life drop it down get it disentangled from government tentacles and be able to live on way less when Tes and I started you know we lived on $300 a month we drove a $50 car all of our college buddies were driving you know $10,000 cars if we didn't grow it we didn't eat it we didn't go anywhere we didn't take a vacation for seven years but that early Frugal Living is coming back to be cashed in now if we had started with debt we'd have been on a treadmill that would have pushed us to not be able to inovate we wouldn't have the freedom to innovate because we'd always been chasing the dollar to pay that debt so if you want the freedom to innovate the freedom to experiment and explore and figure out what works you got to free yourself from that Financial treadmill a little bit of cushion a little bit of capital cushion make sure you're agree agreement with the family Frugal Living do for yourself develop really good Mastery on a couple things value add you're up and running