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## SUMMARY KEYWORDS

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## SPEAKERS

Trisha Talbot, Josh Rhodes

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**J** Josh Rhodes 00:00

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**J** Josh Rhodes 00:28

And so it's all done in a decentralized manner, there's no underwriters, there's no desks, there's no cubicles, there's no bureaucratic red tape, it's just instantaneously, because it's all done on the blockchain. And that's the key for everybody to understand is this blockchain technology is what's going to make things faster, better and easier.

**T** Trisha Talbot 00:49

This is the Providers Properties and Performance podcast. The podcast that brings together leaders in healthcare and investment real estate to consider the possibilities in future at the intersection of practicing medicine, and healthcare real estate investment returns.

**T** Trisha Talbot 01:04

Welcome to the Providers Properties and Performance podcast, I am your host Trisha Talbot. As a healthcare real estate adviser to providers and investors, the best solutions occur when the two collaborate together as partners in delivering better patient care. Providers can deliver

care to their patients when and where they need it and investors realize the returns to build and manage facilities. We explore changes in medicine and wellness, the future of healthcare and using real estate as a strategic and financial tool.

**T** Trisha Talbot 01:31

Today's podcast is with Josh Rhodes of Crypto Y'all, discussing the cryptocurrency markets and emerging financial market for investors to consider and how it can be leveraged into commercial real estate investing. As this market continues to develop, I thought it was timely to have this interview to discuss how cryptocurrency and the established commercial real estate market can intersect, and specifically for this audience, investing specifically in healthcare properties. And after speaking to Josh, we learned you can use assets in the cryptocurrency market with lenders in these markets that offer investment property loans.

**T** Trisha Talbot 02:11

Josh, welcome to the Providers Properties and Performance podcast!

**J** Josh Rhodes 02:14

Thanks, glad to be here!

**T** Trisha Talbot 02:15

So I'd like to start with, you know, your background and your company. So why don't you tell us a little bit about yourself.

**J** Josh Rhodes 02:22

Yeah, um, my name is Josh Rhodes. My brand is called Crypto Y'all. I'm from Alabama. We have a particular vernacular here, like much of the southern United States, but the idea behind it is, I grew up in a southern hospitality environment. And I just looked up one day and I was like, you know, I'm an entrepreneur, I'm a business owner, a real estate investor, I really love Crypto! I'm like Geek Squad crypto!

**J** Josh Rhodes 02:51

But there's a lot of scammy stuff out there just like there is in any business sector. And I thought, man, what would it be like to have this warm, hospitable, trustworthy brand in the crypto space, the greatest financial technology in history, man! I want to merge those two things. And so that's where Crypto Y'all came from, and I'm having a good time helping a handful of investors every month walk through their cryptocurrency wealth building journey.

T Trisha Talbot 03:18

Well I was interested how you came up with that name, because typically, I would have thought that you were super young, and then you know, you are in I would say, mid careerist. And so I was like, I gotta find out why he chose this name.

J Josh Rhodes 03:31

Yeah

T Trisha Talbot 03:34

You know, as I mentioned before we started I'm really curious, you know, for you to share with me in the audience and how you use the crypto markets in commercial real estate specifically, where my audience focuses on in healthcare real estate. So why don't we start with the basics, because I'm sure I mean, everyone's heard Bitcoin and you know, and all of this stuff, but why don't you start from the beginning and tell us what exactly this market is and what's involved?

J Josh Rhodes 03:57

You're referring just to cryptocurrency as a market, correct?

T Trisha Talbot 04:00

Yeah! Start with the market, describing the market of cryptocurrency.

T Trisha Talbot 04:00

Correct!

J Josh Rhodes 04:03

Yeah, I think it's important for everyone if you're starting kind of at ground zero of understanding here is that we're moving into a, I guess a place in our culture, in our time, in our society, where money and the technology of money, money is basically a technology no matter how primitive the way it manifests itself.

J Josh Rhodes 04:24

And so whether you think about money in terms of US dollars, Canadian dollars, government fiat, gold, precious metals, however you view it, cryptocurrency with the technology of cryptography, and with obviously, the advent of the Internet, etc. is challenging the status quo on how we, not only exchange value between peers, but also store value.

**J** Josh Rhodes 04:51

And so that's where you get a lot of the top tracks and the narratives around Bitcoin, for example, being kind of the largest, the largest market cap, it's kind of the granddaddy of them all. But the thing that I would say that your listeners need to understand the most as physicians and medical practice owners, and commercial real estate investors is that the market of cryptocurrency as a whole is basically it's the sixth emerging asset class.

**J** Josh Rhodes 05:21

You know, traditionally we have real estate, government bonds, equities, businesses and insurance, right? As our, as our asset classes. And so now we've got this emerging asset class that has a \$3 trillion market cap, depending on when you look at the charts. Gold has a \$10 trillion market cap. So by 2030, we think Bitcoin by itself will have a \$10 trillion market cap just because of Metcaps Law of Adoption, kind of the rate we're on right now it's being adopted at a faster rate than mobile phone technologies than the internet. So it's something you can't ignore, and it's happening, it's happening under our feet, and if you're an opportunist, you're going to make the most of it.

**T** Trisha Talbot 06:03

Interesting! And so how does cryptocurrency fit in an investment portfolio in general? And then in property investment portfolio specifically?

**J** Josh Rhodes 06:11

Well, you know, an investment portfolio is subjective to the outcome that the investor wants to have. So I would, I would, I would hesitate to say that every single investment portfolio on the planet needs, you know, vast exposure to crypto. However, as we are, you know, talking now, crypto is probably, if you are a professional trader, you would view it as a speculative asset, or a speculative investment.

**J** Josh Rhodes 06:45

And that market, as market cap increases, the less speculative it will become and the more public adoption that happens, I think, 16 to 20% of Americans own cryptocurrency currently. So it's actually like, even though every other Superbowl commercial this year was a crypto commercial, there's a lot of people yet to adopt it in the United States, at least, let alone the rest of the world.

**J** Josh Rhodes 07:11

So you know, depending on how, what your outcomes are, and your desired outcomes in your,

you know, time horizons, I would increase your exposure to, minimum Bitcoin and Aetherium. If you're looking for something that will give you a store of value, and help your cash, especially if you're one of those people that just keeps a ton of cash sitting in a bank account. I mean, it's rotting in the closet with the moths of inflation, and it's getting holes eaten in it. It's losing 15 to 20% of its buying power.

**J** Josh Rhodes 07:46

So Bitcoin 148% On average, I think since the advent of Bitcoin, since it was launched 13 years ago, it's a better year over year store of value than just cash sitting in your bank account. And that do that for my business to or businesses, not just a personal investment portfolio. So that's kind of a roundabout answer, I think, to your question,

**T** Trisha Talbot 08:08

I want to start down the path of how we use it as property in a property investment portfolio.

**J** Josh Rhodes 08:14

Oh yeah!

**T** Trisha Talbot 08:14

So, you know, let's say a young physician is saving and investing, so time horizons pretty high. And in his investment portfolio, he has some investments in Bitcoin, but then this physician, you know, starts to get a little more seasoned in his or her career, and they want to purchase a property and open up private

**J** Josh Rhodes 08:31

Yeah!

**T** Trisha Talbot 08:31

practice. So how would you

**J** Josh Rhodes 08:32

Yeah!

**T** Trisha Talbot 08:33

use cryptocurrency to do this?

**J** Josh Rhodes 08:35

So it's pretty simple, honestly. I would love to say that this complex, you know, enigma rubric that you need to pay me to hear about, but this is really pretty simple. Because it's an emerging asset class, and because the characteristics of it is that of a property, it has value in the way a piece of real estate has value or a whole life insurance or universal whole life insurance policy might have value, you can use it as collateral. The cash value of the property or, of the Bitcoin, for example, you can use it as collateral, to take a loan, to buy more cash flowing assets, you know, like, obviously, you can be very unwise with that and buy a new car and whatever, something depreciative.

**J** Josh Rhodes 09:26

But in this case, and your scenario that you're talking about, there are plenty of lenders typically in the form of a centralized exchange online where yeah, you can buy Bitcoin, you can buy Ethereum, you can sell, you know, various altcoins and hold your stuff there, your crypto there, but they'll also give you the opportunity to borrow against it.

**J** Josh Rhodes 09:52

And I've had that experience. The beautiful part about it is, and this is a great example of how times, times are a changing. Because, you know, I don't know all the ins and the outs on how you teach financing for commercial real estate. But, you know, typically you're talking about a multi week underwriting process, you're talking about sourcing deals and you know, real estate's awesome, don't get me wrong, I love real estate, I'm in real estate. But it's accessibility, like just getting into a deal or getting a deal done, it's not fast, you know.

**J** Josh Rhodes 10:30

And I think as we, as we get older, and as time and technology innovates, time becomes faster, our pace of life is faster and faster and faster. And so now even the lending industry, especially being underwritten, and collateralized by Kryptos, primarily, the blue chips like Bitcoin, Ethereum and Stablecoins, Stablecoins simply are, they're pegged to the US dollar, so it's like a digital dollar. You can get approved for a loan against you know, 35% 50% 75% loan to value, get liquidity, not lose your asset called Bitcoin and go buy another asset, and, obviously, be a good manager, pay off the loan, now you own two assets, because the wealthy never sell their assets, right? They borrow against them.

**J** Josh Rhodes 11:21

And so a lot of the people listening who use whole life insurance that way or use other, you know, maybe you do a cash out refi on a commercial property, or you take out a line of credit on your personal residence, whatever. Same stuff, same mechanics, maybe a slightly higher

interest rate here and there, but it's getting competitive. In the next three years, I see interest rates on these loans that I'm talking about against crypto being right in par with where we are with 30 year fixed mortgages. So it's a pretty awesome utility, I use it right now as we speak.

**T** Trisha Talbot 11:59

Interesting! And then you had mentioned that you can stake crypto now and become your own lender. Is that sort of what you're also talking about, as you have this asset that you can take to lenders and borrow against? Or is it something else?

**J** Josh Rhodes 12:12

Yeah, I mean, ultimately, it's the idea of leverage, right? And so if you own an asset, you can leverage that asset. And in the case of crypto. I think the one thing I skimmed over I think is, you can get approved for the loan instantaneously, not because of your credit score, not because of your other assets under management or your personal financial statement. But because you own Bitcoin, and you own X amount of bitcoin, and they literally are just looking at how much Bitcoin on the open ledger is assigned to you and your private key and your ownership. And that's what they're loaning against period, end of story.

**J** Josh Rhodes 12:52

And so it's all done in a decentralized manner. There's no underwriters, there's no desks, there's no cubicles, there's no bureaucratic red tape, it's just instantaneous, because it's all done on the blockchain. And that's the key for everybody to understand is this blockchain technology is what's going to make things faster, better and easier.

**J** Josh Rhodes 13:13

And so in that case, or in that example, to your staking question, yeah, like the idea around decentralized finance, which is a genre of cryptocurrency is to become bank lists, you know. Some, some, some of the folks listening to this might remember when you could get 3%, maybe 5% of your checking account on your deposits 100 years ago, but that was an APY.

**J** Josh Rhodes 13:46

And I remember, I think I had at best a 3.3% interest rate on a checking account one time and I just thought I was the smartest investor on the planet, letting my cash sit there. But now, because of algorithms being better, smarter, faster, I can make \$1,000 deposit and be earning 1% a day on my capital. And that compounding and you know, Einstein said it best the eighth wonder of the world is compound interest. And so, these, these blockchain currencies now are able to be more efficient investors than we can, algorithmically speaking. And they can just make better use of your dollar than sitting in a bank account.

T Trisha Talbot 14:33

And so if someone wants to get started in Bitcoin and they have never done it before, do they go through somebody like you?

J Josh Rhodes 14:39

No, I think it depends on how aggressive or how, you know, how deep into the water you want to get, you know. If you want to create passive income, if you want to learn the ropes, and get deeper into it and make it a substantial part of your life. Yeah, yeah, engage with Crypto Y'all, I would love to have you.

J Josh Rhodes 15:01

But if you've never invested in crypto before, my biggest encouragement would be to just get some exposure to Bitcoin and Ethereum. And just make it make an investment, you know, open a central exchange account like Coinbase, Gemini, Bynance, the list goes on, there's plenty of trustworthy central exchanges. And just get some exposure and watch the assets go up and down, you'll note that the markets very volatile because of the market caps, not being as big as you know, traditional equity markets.

J Josh Rhodes 15:38

But once you get those training wheels off, once you see how valuable Ethereum, Bitcoin and all of their cousins in the crypto space are, especially from a utility standpoint. The more you watch governments print money, the more you see centralized banks take advantage of us on Main Street, the more you're going to appreciate what your investment in that little exposure to Bitcoin and Ethereum is and you're gonna want to get, get into it more, not from a gambling standpoint.

J Josh Rhodes 16:14

I don't teach crypto slot machine stuff, I teach sophisticated investing and you're early still like you're just early. It's so early some people think man I missed out on Bitcoin, but you haven't, you not missed out, you know, 10 years ago, 11 years ago, Bitcoin was worth \$2.70 you know, you could have bought plenty then. I think it was October of 2011 it was worth \$2.70. Now we're you know, above \$40,000 a Bitcoin. And as Bitcoin goes, so goes the rest of the market, it kind of acts like the canary in the coal mine for the rest of the market. So when it goes up or when it goes down, it's actually really easy to be a crypto investor right now because you only have to watch one asset and that's Bitcoin and you can sell high and buy low.

T Trisha Talbot 17:08

So I have not started on the venture of cryptocurrency, but do you go into, so there's cryptocurrency exchanges, just like, you know, fidelity and ETrade for the

T Trisha Talbot 17:17  
traditional stock market, you go in there, you open an account, and you deposit whatever you want, and then exchange into, and then does it have various cryptocurrencies you can choose from?

J Josh Rhodes 17:17  
Yeah!

T Trisha Talbot 17:29  
Okay.

J Josh Rhodes 17:29  
Yeah, depending on the exchange, you know, they get to list whatever they want to list in terms of what they're willing to put in front of their clients. But yeah, it's literally like opening a an equity trading account, like you said, and it's that simple. And the central exchanges are, they get paid their fees for allowing us common folk to trade our degrading fiat currencies, for acretive cryptocurrencies. That's the name of the game.

J Josh Rhodes 17:29  
Yeah!

J Josh Rhodes 18:05  
So what do these cryptocurrencies invest in to increase their value?

J Josh Rhodes 18:09  
You know, there's now indexed hundreds of 1000s of cryptocurrencies, potentially. You know, there's a pantheon of them that, and they all have various purposes, and existences, just like any other business sector industries have various verticals and niches in them. What you're looking for, and one thing I would definitely make sure everyone listening knows is that you've got Bitcoin and everything else.

J Josh Rhodes 18:43  
So Bitcoin is a zoo animal species of its own. It's the largest computer network on the planet, it's a peer-to-peer network. And that's where people get confused at first, because they try to

it's a peer to peer network. And that's where people get confused at first, because they try to think of it as a currency, which is fine, because that's kind of what culture is wanting you to do, but it's really a network. And so it has a currency that manifests or acts as the token of value or merit based on your activity on the network, but it's different.

**J** Josh Rhodes 19:15

And then you've got Ethereum, and all of its step brothers and sisters in the altcoin galaxy, and they are doing all kinds of things like Ethereum is famous for being programmable money whereas Bitcoin is really more like the digital gold or the store of value. Ethereum acts like the platform that everyone else builds their cryptos on top of and then you have other competitors against Ethereum that are called layer ones like Avalanche or Solana or Phantom and all these different networks.

**J** Josh Rhodes 19:48

And all those networks provide the platform or the railroad system that all the other crypto trains are running on. It's kind of like Ruby on Rails type language when you're talking about building software and websites and stuff like that, or like think Amazon Web Services, like we all host our websites through AWS and it's like, Oh! well. Ethereum is like the AWS of crypto, and so there's this utility that they're bringing that has value and the adoption is what's bringing value to most of them, not their exposure or investment portfolio exposure to other parts of the world. Does that make sense?

**J** Josh Rhodes 19:48

And it's literally like in my head and this may be over simplistic and any of the crypto geeks listening to this will throw rocks at me but I think about like, the railroad system or the cellphone towers that we use. You know, like, if you've got an AT&T iPhone, it won't work on the Verizon network, you know. So there's these different networks like Avalanche and Ethereum and Solana and Bynance smart chain.

**T** Trisha Talbot 21:00

It does! And how'd you get into cryptocurrency? I mean, you're obviously passionate about it. So did you

**T** Trisha Talbot 21:06

just were you like what is this and start educating yourself?

**J** Josh Rhodes 21:06

Yeah!

J Josh Rhodes 21:10

Just like everybody else, I saw a FOMO headline five years ago that said that I felt like I was missing out and I just bought some bitcoin and Ethereum. I wish I had a more fairy tale story. But I grew up playing video games, I came from the 80s where Legend Zelda and Mario Brothers was born.

J Josh Rhodes 21:30

And once I started realizing that there, I bought Bitcoin and Ethereum and just to get in the game, and then a few years later, they start developing cryptocurrency games where you can play to earn cryptocurrency and I thought, wait, hang on a second. And that really hooked me just from an interest level. And then I started going, Oh, wait! Hang on a second, it's not just video games, it's literally everything else.

J Josh Rhodes 21:54

Like there's, there's entire networks of crypto that are happening right now, I'll give you a great example, there's one called Helium, a lot of your listeners probably heard of it. HNT is the ticker symbol. You literally can buy these helium miners, they're like little WiFi routers that you can put on your windowsill. And it's this massive network, they're like \$500 a piece. And if you have one, they'll mine helium point and reward you for literally just using your power. It costs like a quarter 25 cents of your energy a month to have it plugged into the wall stick in have exposure through the window or on your roof or something.

J Josh Rhodes 22:11

And it's literally you've heard of Bitcoin mining, well, there's a lot of mining happening. But this particular network is creating this decentralized network of retail consumer waypoints where it's for the internet of things. So like trackers like your dog collar, you don't want to lose your dog. So, or you got the little tile for your wallet or your keys. So like, think about the network of things, or the Internet of things, all these networks are being built like Helium, where we can all track stuff or like think about Amazon packages in the warehouse and how they know where everything is, that's coming to the world.

J Josh Rhodes 23:07

And as a Helium miner, you get rewarded in Helium and Helium right now is worth \$15 a coin. So you can do the math, if you earn 300 Helium a quarter, you're getting paid just for letting you know a little WiFi device sit in your window. My point of saying that is the next thing they're going to do with that particular network is rent to Verizon and AT&T and T Mobile and Sprint bandwidth on their WiFi on their 5G network with all these miners and all these miners are

going to get paid by AT&T and T Mobile percentages, and it's going to be crazy. So like, all that utility that's coming down the pike is what people need to be ready for and be willing to participate in because that's the future.

**T** Trisha Talbot 23:51

Interesting! So when you purchase this cryptocurrency, then you go and invest in certain things that they list!

**J** Josh Rhodes 23:59

Yeah, so let's say a lot of times, especially in the decentralized finance world, you know, you could buy some Bitcoin on your Coinbase account, and just ride the price action, you know, you might buy it at 40,000 and it goes to 80,000 Great! You've doubled your money, okay? Or you can buy it and take it to a decentralized exchange of some sort or a decentralized application or protocol. And you can stake it, you can put your crypto money, whether it be Bitcoin or Stablecoin or another native token of a particular crypto project.

**J** Josh Rhodes 24:38

And that's where you start earning the additional APR or the APY on top of the price action, so you've got negative and positive price action. But you also might earn 102,000% a year APY on top of that in the native token of the project that you're, you're staked in so it's so dynamic now that the theater of options is through the roof.

**J** Josh Rhodes 25:03

I mean, you can literally earn a full time income, just by, I'll give a great example put it, I put, in January 2nd, I made an investment of like \$2,000 on a speculative new project that I was interested in. I did all my research, I did my study, I did my checklist, all the stuff that I teach my cohort students. I got in that \$2,000 now four months later is worth \$18,000, okay, that's nice! That's cool! 9x so far, but the real fun part is that it's paying me \$347 a day in income. That's as much, well that's way more than any of my rental properties are paid.

**J** Josh Rhodes 25:43

And so you can kind of see, like, if future moves this way, like, I don't know, if you've ever read the book or seen the movie Ready Player One, like you can kind of see like, an almost like an eerie way. We've got this algorithmic money thing happening, you know, in, we're leaving the industrial age, and the ability to create income passively is becoming easier and easier. And the ability to use collateral has never been easier.

**T** Trisha Talbot 26:15

And so just wrapping up this part of the interview, and then we'll go into Q&A. So my listeners, they could start investing in this as an investment, accumulate some wealth, and then if they wanted to, they could, you could always get out of it and use some cash or go to lenders that specifically would lend against cryptocurrency value.

**J** Josh Rhodes 26:39  
Yes, 100%!

**T** Trisha Talbot 26:40  
Interesting! And the taxation same as anything else for long term and

**J** Josh Rhodes 26:46  
Yeah!

**T** Trisha Talbot 26:46  
short term

**J** Josh Rhodes 26:47  
Yeah!

**T** Trisha Talbot 26:47  
capital gains?

**J** Josh Rhodes 26:47  
In the US is short term and long term capital gains exposure is what it is.

**T** Trisha Talbot 26:52  
Right! Okay! All right, so we're gonna go to the Q&A section. So what was your first job?

**J** Josh Rhodes 26:58  
First job, I grew up in Northwest Alabama, my dad was a lumber salesman, and he started a furniture shop. And I ran the drill press for eight hours a day, drilling holes into the bows or the

backs of chairs so that you could put the little, you know, dowel rods in the back so that you can actually lean up against the chair. It was special, almost cut my finger off one day, but we won't go into that.

**T** Trisha Talbot 27:19

So what do you think, what else would you be doing for a living other than doing this cryptocurrency stuff?

**J** Josh Rhodes 27:39

Well, I own a real estate marketing agency for residential real estate agents. I have a real estate portfolio and I'm an investor in an ECommerce fund and also in a tech enabled service that recovers payments for subscription based revenue businesses. So I've got some irons in the fire, but man, I really like if I'm, if I just am really transparent, the reason why I started Crypto Y'all, as a brand, and I started doing my cohorts.

**J** Josh Rhodes 28:12

I'll do like, like 15 people a month, I'll walk tightly through a four week session with them, showing them the ropes on passive income with crypto and everything else leverage yada, yada. But the thing that happened was, I just, everybody kept asking me Hey! How do I get into crypto? How do I get into crypto? And I love LinkedIn, I have a, have a great LinkedIn family, and if you ever want to connect with me find me on LinkedIn.

**J** Josh Rhodes 28:36

But people were just like, dude, how do I do this? And I thought, man, I'm doing this all day long, every day. I've got a research assistant, I've got people that are like, I run my own fund, like this is, I geek out on this stuff, like I'm trading purple unicorn NFT's like I'm trading cryptocurrencies. And I thought, oh, I'll just make a brand, I'm an entrepreneur, I might as well, let's just make a brand and so Crypto Y'all came to be and that's where we are now.

**T** Trisha Talbot 29:04

Well, it sounds like you're having a ton of fun with it. What or who are you listening to right now for news, information or inspiration?

**J** Josh Rhodes 29:12

News information and inspiration I love, well, in terms of mediums ironically, I love the Joe Rogan show from a podcast standpoint. And then I'm a huge YouTube guy, so I've got a YouTube channel. I'm almost egotistical about the way I've organized my YouTube

subscriptions and I'm very protective of it. But I go through probably 30 to 50 different subscriptions on a rotation on my YouTube channel.

**J** Josh Rhodes 29:52

Anytime I'm walking, anytime I'm driving, any downtime, I'm listening to folks, especially in the crypto world like Michael Saylor, he's a Bitcoin maximalist, he owns like 125,000 Bitcoin. Raoul Paul, is an ex hedge fund Goldman Sachs guy turned Aetherium, maxel, maximalist and Bitcoin guy, and the list goes on. But I'm kind of always, I'm afraid I'm gonna burn myself out in the crypto world but I haven't yet, so I go deep and fast into those subscriptions.

**T** Trisha Talbot 30:18

It sounds like you could find something interesting to invest in no matter what your interest is or to keep

**J** Josh Rhodes 30:30

It's true! Yeah!

**T** Trisha Talbot 30:31

to keep you entertained.

**J** Josh Rhodes 30:33

Absolutely!

**T** Trisha Talbot 30:34

What is one thing you do every day for healthy self care?

**J** Josh Rhodes 30:38

I love going for walks, I think that's underrated form of exercise and mental clarity, 100%.

**T** Trisha Talbot 30:47

Yeah, I agree! Are leaders born or trained?



**J** Josh Rhodes 30:50

I think everyone can lead. I think the form or the format in which they lead is behavioral and can be, and can be learned. But you can lead from the middle of the pack is as effectively as you can from the front. So yeah, I think they're born.

**T** Trisha Talbot 31:08

I like that! I like that! Well, thank you, Josh, this has been a great interview!

**T** Trisha Talbot 31:16

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