

From Failure's Ashes, Greatness Grows

It's time to let the cat out of the bag.

You may have watched the TV show Flip This House on the A & E Network channel. It is A & E's second highest rated show.

Kim and I were contacted several weeks ago by some folks from this show. Kelly Brower, the casting director, called. Kelly had heard of us and asked whether we would be interested in being the hosts of the show. We jumped at the chance.

We were not the only ones asked to host Flip This House. A number of other investors from across the nation were also contacted: Matt Scott and Don DeRosa, to name but two.

We sent in the information they requested. Heck, we made it all the way to the semi-finals.

Next, they requested a video tape of us. As Ron White, the comedian, would say, "Now there's some good news." If they were looking for a fat, bald, old guy, who talks too fast, we knew we had this show in the bag.

This past Sunday, we gathered some folks together to help us make a video tape to send to the show's producers. They wanted to see us in action.

I want to thank Terrah, Chad, and Boeey Whitlock, Gawain Thomas, Tina Jennings with Crescent Bank, Kim Sandell, and Deb and Ross Cohen for spending all day Sunday with us as we filmed a real estate investing video.

I want to especially thank Ross Cohen. He volunteered to film a shot we needed from the backseat of the airplane I was flying. The shot was to be of a house from 2,000 feet. Poor ol' Ross got airsick. He got airsick 47 times! It goes without saying, for this production, Ross gave it his all – and then a whole lot more. (NOTE: I had zip lock bags, so no muss, nor fuss.)

This morning, I got the dreaded email from Kelly Brower, the casting director. She said our video tape had gone from the FedEx package, to the video machine, to the trash in record time! She said all she heard was: zip, click, thunk!

Bottom line: We made it to the semi-finals to be on Flip This House, but were then voted off the island.

The point of this column is to share our failure with you. Why? Because we want you to know that we fail on a regular basis. It takes us thirty written offers to find one deal. This means we fail twenty-nine times for every deal we get.

Don't worry about failing. It's OK to fail. It is a huge part of success. Failing is a good thing.

Don't worry what others think about your failures. What they think has no bearing on your life.

If you knock on a seller's door, if you make an offer to buy a house, if you ask a banker for a bank line of credit, if you apply to be on a TV show, what is the absolute worst thing that can happen? They can say "no". That's it.

Now, here's the important question, and only you can answer this question. What is the worst thing that can happen if you don't make an offer, knock on the seller's door, ask the banker for a line of credit, or apply to be on a TV show? Come on, you know the answer.

Please, please, please, don't ever be afraid of failing. From failure's ashes, greatness grows.

Kim just said, "The producers didn't say "no", what they actually said was "know", as in, they don't "know" enough to make an informed decision." So as I write this, Kim is preparing another package to send the producers. This will give them a chance to correct an obvious mistake in their elimination process.

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