

S5E23 Rory Henry

SPEAKERS

Peter Margaritis, Rory Henry

Peter Margaritis

Hey, welcome back everybody, aww man, do we have a guest today, and I happened to be on his podcast a while back. I can't remember the date. It's been probably a couple months now. Don't you think, Rory?

Rory Henry

Yeah, a couple months span. It's been, yeah, back in March.

Peter Margaritis

And we had such a great dialogue. I invited him on my podcast. And Rory, thank you so very much for taking time out of your busy schedule to spend some time with me on my podcast.

Rory Henry

Of course, Peter, we come from the same improv guru. So, anybody who works with Jay Sukow is a friend of mine. And so, I am honored that you've invited me on your podcast to talk about all things improv and Accounting and Advisory.

Peter Margaritis

Now, before we go any further, when you just said Jay Sukow's name, recently you've been adding a tagline to it. So, I'm gonna steal that from you.

Rory Henry

He is the Ted Lasso of Improv. Don't you agree, Peter?

Peter Margaritis

I love it.

Rory Henry

He is just a positive influence. Everything is just positive. Happy go lucky. He teaches improv in that way. We don't go blue, and we call it the blue in improv and go dark. We just talk about, you know, the great things in life. He's just a phenomenal human being.

Peter Margaritis

I think he needs to grow a moustache.

Rory Henry

I think he does.

Peter Margaritis

I think he needs to grow the mustache. We'll put it out there to him about growing a moustache, so he can be the Ted Lasso of the improv world.

Rory Henry

Yes.

Peter Margaritis

So, speaking of improv, you said the word accounting, and you're finance accounting guy.

Rory Henry

Yeah.

Peter Margaritis

How did you get involved in improv?

Rory Henry

Oh my gosh, this is a sad story. I think everybody has those moments in their childhood, where they get extremely embarrassed. And this moment happened to me in the eighth grade. Peter. I was trying out for ASB president, which is Associated Student Body, and I was supposed to give a speech. And I'm preparing for a speech giving them all the things I'm gonna do for the class, and my brother who is a junior in high school at the time, say, "Rory, I got some ideas for you." And just to give you some context, Peter, my brother, I looked up to him. He was you know, Christ like figure in my eyes. And he was a thespian, he was an actor. And he was going out for Jesus in Godspell as a junior at the high school. And to tell you...to kind of give you an idea how talented my brother is at the same high school was to other currently famous people. One is America's father, Milo Ventimiglia. He's on This Is Us. He's been on Heroes, a number of Gilmore Girls, a number of other shows and films. He was a senior in the class going out for the same role Jesus in Godspell, and then the sophomore that class was Mikey Day. He's on that Netflix show Is it Cake. He's also the lead writer on SNL. He plays Don Jr. on SNL. Very talented comedic guy. So, those are the three people going out for the role of Jesus in Godspell. And my brother gets the role. So, unbelievable, right, my brother gets a role. And he goes, Rory, "We're gonna have you go on stage for your eighth grade ASB speech." And he says, "I want you to sing Whitney Houston's, I will always love you." Okay, so what am I... and my brother is also in an 80's cover band. He's a phenomenal singer. He sells out the House of Blues in Southern California. 2000 people. He's the lead singer. It looks like Dee Snider. He wears tights and everything. I said., "You've got to be kidding me." He says, "No, you're gonna do this. The crowds gonna love it." So Peter, I go on stage. And I started singing. (singing) "If I, could stay..." I can't sing a lick. And all of a sudden the kids start booing, and I start crying. Turn red faced. I run off the stage. And for 20 years, Peter, I could not speak in public. Until about six years ago, I took an improv one on one class, the West Side Comedy Theater in Santa Monica. I said, I gotta get over this fear of public speaking. And I took the one on one class, and I was horrible at improv. I'm still not the greatest, but I took the class. I took the

six levels in total, and I became an improviser. I perform on stages throughout Los Angeles and I just love it. I think that it is a tremendous tool that you can apply life and business principles to accel as a person.

Peter Margaritis

Wow. I mean, jeez. That is a heck of a story. I have to ask this question. Being an older brother. Did he mean to do that to be mean to you?

Rory Henry

No, he thought that was a great idea. He thought that would be funny. That it would be fun. It'd be lighthearted. The kids will like it. He, Oh, he feels bad to this day. He hears a story. He feels so bad. He is the nicest guy in the world.

Peter Margaritis

Yeah. Yeah.

Rory Henry

He's like a Ted Lasso of a brother. He's just super positive. But he didn't know. He didn't know. You realize that. And he didn't know how much it affected me either until I told the story later on when I started doing improv. And Milo and Mikey who... I went to Saturday Night Live, actually went backstage and it was quite an experience. And Mikey was there. I told Mikey the story. He goes, "No way, man. No way." So yeah, so that's my improv origin story, Peter. Okay, so you forced yourself to become a better professional speaker, a public speaker. Yes.

Peter Margaritis

And you got into something really uncomfortable. Even if you didn't have that you walk into an improv class with all this, you've got this fear, this anxiety that goes on. So, your level of anxiety is tenfold.

Rory Henry

Tenfold.

Peter Margaritis

But what was it that kept you to take six levels? I mean, that's the story right there.

Rory Henry

I'm a glutton for punishment. I think what it is. Peter, I like punishment. I like to punish myself. You know what? No, it's just like anything in life. You're one thing just one step after the other. I have a fear of going to this level two, because you have to start doing characters and stuff like that. I'm a horrible character improviser. I am bad at accents. I can't do an Australian accent. I can't do a British accent. But that's also what makes it fun on stage is trying to do accent being poor at it. So, you know, each level was like okay, I'm gonna stop, wait, no, for my own personal development, I need to push further and push through and continue to do this. And never in a million years, Peter, did I think I would be talking to you on a podcast. That I think I'd have a podcast of my own. I've been fortunate to interview some phenomenal guests. I've had on economist from Vanguard. I've interviewed people from Fortune

magazine to The Wall Street Journal to Forbes. I've interviewed thought leaders and accounting professionals as well as with a wealth manager profession. I'd never thought in a million years I'd have a podcast, and being able to speak with, you know, titans in the professions. And so, I credit all that to taking improv and pushing through those barriers that you don't think you could push through.

Peter Margaritis

Ah, I hear Sukow's voice in my head right now. And this is what, I think this is what Jay would say. You lean into the fear.

Rory Henry

Yeah. I mean, I agree. And I think ... what's that Ted Lasso line, something along lines of like, "Taking on a challenge. It's like riding a horse. If you're comfortable doing it, you're probably not doing it right." You know, so I lean into that fear. Lean into that uncomfortable. What makes you scared? You know, go to that.

Peter Margaritis

So. when you started jump into improv, were you in college? Were you out of college? Were you...

Rory Henry

Yeah, this was my mid 30s. So. this was, yeah, this was 20 years or so.

Peter Margaritis

No. No!

Rory Henry

More than that. It's been 20 years since eighth grade. Yeah. Twenty. I'm 40! I'm forty.

Peter Margaritis

Folks, if you watch the video you think , you'll take one look at go, "Man, he's well kept." I mean. Does not look 40 at all.

Rory Henry

Thank you, Peter. I appreciate it.

Peter Margaritis

So, it was later in life that you decided to get into it. I hear that a lot. Actually. For the most part, I was in grad school trying to be a stand up comic. Wasn't really good at it. But I learned how to speak to accounting audiences. It's like the same thing. It's like crickets. But then somebody took me to an improv class. I had to be around the same age. When I got fell in love with improv, and just saw everything that it's useful for. I wouldn't be here doing what I'm doing. The same thing you said, if it hadn't been for that. So, if someone asks you, what's the one thing you always remember about improv and try to apply it every single day. And I know this is a tough question.

Rory Henry

Yeah. There's so many good. There's so many good. There's so much meat there. Oh my gosh, I think active listening with..

Peter Margaritis

What'd you say?

Rory Henry

This act.... active of listening, and dropping that ego, Peter, and not having an agenda and really listening to the last words that are said. I would have problems going on stage because I would have an agenda. I would have a whole scene played out in my head. And I would go on stage and my partner or teammate would look at me like a deer in headlights. So, we apply this to, we have a family office here. I'm a director at Arrowroot Family Office. We advise clients through holistic Wealth Management Services, family office service services. We have a program that's educating accountants, CPAs out there and how to adopt our family office model. Holistic Wealth Management future facing advice. And I always tell people, we're working with firms out there CPAs that are actively listening is huge, because you really can find out what a person's wants and needs are. And you should be speaking 10% of time, maybe 15% time. It's asking those questions to finding out where they are. I'm a big believer in the Platinum Rule. And there's the Golden Rule, Do unto others as you would want done unto you. I'm a big believer in the Platinum Rule, Do you want to others as they would want done to them. So, getting someone's to where they want to be. You know, I read a great book. This is the other thing that changed my life is a book by Mark Goulston. He's a UCLA psychologist, and it's called Real Influence. He talks about getting to someone's they're there, and it's really empathy. And improv is really empathy in the end. You're trying to put yourself in someone else's shoes. So, it's finding out where they are in life, finding out where they want to be, and then helping them get to where they want to be. And that's real, real influence. And we try to apply that into our practice and how we deal with our accounting firms and how we deal with our clients is find out really where they want to be. Do that investigation. And, and you can provide proper advice to set them up for success.

Peter Margaritis

That's key. Active listening. I think it's Alan Alda is quoted on this, "Listening is the willingness to change." Yes, real listening is the willingness to change. If you're not willing to change then all you're having a dueling monologue, and we've seen it played out every day.

Rory Henry

I agree. There's two talking heads, right?

Peter Margaritis

Yeah. Because of the ego.

Rory Henry

Yes.

Peter Margaritis

Because of the agenda. Because of conscious and unconscious biases? And it is really hard to put those aside, but and... excuse me that's another dollar that goes into the jar. And if you can do that, it's amazing what you can learn about the other person.

Rory Henry

Yes.

Peter Margaritis

It's amazing. I don't know if this happen to you, it probably does, people who I know will just come up to me start telling me stuff. And when they're done, I don't know why I told you that. Well, I know you want to know me, you know I'm a good listener. I'm not going to eruption you. I'm gonna let you go and talk, and then chime in and talk and then chime in, but not carry an agenda or flag or whatever and just be an authentic listener. And then active listener.

Rory Henry

Be an active listener.

Peter Margaritis

You get the same thing from your clients? You get same thing from people around you?

Rory Henry

Yeah, I totally agree. And I totally agree. And I think really, we're true influence happens is people just want to be heard. They want to be understood. And so, if you can listen to somebody with no biases, no ego, and have them feel understood. It's Maya Angelou's famous quote, right? "People don't care how much you know, it's how much you care," right? So, I think that active listening goes far in life. And not just in business in life, in making people feel understood, listened to and then from there, you can provide some type of feedback or add to give a 'yes, and...' to a conversation. But coming in and providing maybe unsolicited advice is never the smart thing to do. Listen, first actively listen first.

Peter Margaritis

If we could only get 10% of the population, and we'll just say the United States, to become better active listeners maybe it would catch on. I think this is the one thing that I think it becomes frustrating for us, because we are such good active listeners, and we can tell when someone is not listening. We can tell whether we are on Zoom calls because of face to face or whatever, we can tell that they're not engaged in the conversation, whatever be the reason and because the body language,

Rory Henry

Yes.

Peter Margaritis

And being, you know, an improviser sees a lot more than other people see.

Rory Henry

Yes,

Peter Margaritis

I believe wholeheartedly that we see things that, and experiences that, other people may be too tunnel vision to see and we'll see all this stuff.

Rory Henry

Yeah. So, in improv we have a backline where that's the improvisers along the wall and they're not part of the scene. And you can see when an improviser has a good idea or wants to interject and they have they'll, they'll lean forward that body language lean forward. Or when you're in a scene with a teammate or a partner, you can see their body language, they'll be attentively leaning, I'm literally leaning forward into the screen to Peter right now, because of actively listening and giving them the next best idea. You can tell when something's not hitting with someone, they'll pullback back. And that's in life in any conversation, right? So, that body language is are you, is someone coming in and meeting you? Is it moving forward or are they moving backwards in a way?

Peter Margaritis

You know, I never thought about this until I got to improv, and more started learning more about it. I started seeing that stuff. I started learning more about other people's body language.

Rory Henry

Yeah.

Peter Margaritis

And I can tell when they're nervous. I can tell when they're confident. I can tell when, ut oh, they're confused right now. I could tell when they want to leave.

Rory Henry

Yeah.

Peter Margaritis

Get the heck out and someone would...

Rory Henry

Their feet are halfway out the door.

Peter Margaritis

Absolutely. I mean, their feet are pointed one way or the other, and not pointed at you. Do a little body language. Just looked down real quick. Check out the feet. And if they're like this, they wouldn't, they don't care. They just want to run.

Rory Henry

Yes.

Peter Margaritis

And those skills come in play in our world of business. I mean, it's the edge up that we have.

Rory Henry

Yeah.

Peter Margaritis

And it sets our businesses apart from others. You gotta, how long have you been in this business?

Rory Henry

I mean, I've been doing a tax accounting for 15 years. Wealth management's been a recent endeavor of mine. I fell in love with this family office in this model and began to provide clients with holistic advice. So, not just tax accounting, or financial planning or insurance planning, estate planning, but really being able to look at their full picture. And I'm a big believer in technology, Peter. I love technology. I love innovation. I love new ways of thinking that's probably why I like improv because I get to come up with new ways of thinking. So, I really, I love helping out clients, looking at their situation in a holistic viewpoint. And then being able to provide the right advice, pulling the different levers and the different services we can provide to families and clients, and then setting them up for success in the future. I love to talk about this, because this is something I'm currently passionate about, Peter. We have a program that is promoting diversity, equity inclusion through financial literacy. We believe that providing financial literacy to the next generation is vitally important to our society. We are doing these kids a disservice by not educating them on the foundations of finance. Seven states only, Peter, only seven require personal finance courses to graduate. We don't talk about finance. I mean, I don't you may have, Peter, because you're a great guy, but do you talk to your kids or the next generation about financial topics, like the rule of 72 or compound interest?

Peter Margaritis

I tried to. I tried to work with my son, but then again, I'm Dad.

Rory Henry

Yeah.

Peter Margaritis

So, as a member of the Ohio Society of CPAs, when we had the foundation, and we really...that was part of our focus. And that was the reason why I joined the foundation and society, because financial literacy issues. Because, yeah, I agree 2,000% with what you're saying.

Rory Henry

Yeah. I mean, it's been taboo. We haven't talked about this in the home. And kids who have financial illiterate parents or role models that they don't they're set behind. So. we gotta do a better job of providing kids with the foundation of financial literacy, so we can set them up for success in the future. So, we have teamed up with technologies to help kids learn about financial literacy in an interesting and fun way. I had Tanya Van Court on my podcast. She has an app called Goalsetter. And she's

promoting financial literacy through memes, gifs and pop cultures. If you're driving right now, don't do it. But if you have your cell phone, I want you to go to app store and download Goalsetter. I mean, you could download any financial literacy apps. You put in the search bar financial literacy. So, go to your Google or Apple App Store, and I'm impartial to this Goalsetter App. She's a female African American FinTech founder. And she's promoting financial literacy through memes and pop culture and gifs. So, she talked about the rule of 72. She's talking about inflation through Chance the Rapper, a song like that. So, every week kids get a 10 question financial literacy quiz before they can unlock their allowance for the week. So, it's these type of innovative ways to reach kids with engaging content that we can help set them up for a better future. And especially reaching those kids in underserved communities that may not have those role models that are financial literate, or, you know, or these or they're not in states or places where they're getting educated about personal finance.

Peter Margaritis

I love it. I'm going to download it as soon as we finish. I think one of the issues is because you said it's been taboo to talk about this. And there's a lot of people who just don't get numbers.

Rory Henry

Yes.

Peter Margaritis

And that's fine. I mean, there's some stuff I don't get, and that's fine. However, there's got to be a way at least we can start with the foundation and make it make it to a point that most people, you know, blank out. We make how do we make financial literacy fun and engaging? All ages but especially to kids because that's our starting point.

Rory Henry

And that's the beauty of what, I believe, Goalsetter if you download it, I mean using memes, using pop culture. I mean, she has stakeholders, Chris Paul from the NBA, Kevin Durant from the NBA. Anthony Anderson from the show, Blackish are promoting this financial literacy to the community. And so, I think she's doing it in...she's gamified the experience. She has a background at ESPN, at Discovery and Nickelodeon. She's making this content fun engaging. I mean, we're literally we're sitting in, literally in a technological revolution. These devices, Peter, these digital devices are we're able to reach the masses now. So, and but we're in the attention economy. So, we got to make things engaging, especially for kids. They're inundated with information, with there's so many different apps, Tiktok, Instagram, all those apps. So, we've got to try to set up an environment and make these make this content engaging, so they can start understanding at least these concepts. Like what a credit card is, what compound interest is, what a car loan is? Right? How to file taxes, you know, we're just not taught that in school. So, those are real world topics that we need to apply, so we can set ourselves up for success.

Peter Margaritis

Yeah, I just had a conversation the other day, my son's thinking about getting a credit card, and I said, "Please don't take me wrong. You're not ready for credit card." Well, you know, I got this great credit score. I said you get the great credit score because your mother co-signed for that car. You keep making those payments on time. Don't be late and that's step one. Step two, when you get a job, a real

job, a paying job with benefits, then you can start considering getting a credit cards. Credit cards can be very, very dangerous.

Rory Henry

Yeah, I mean, I remember my first credit card I got a free T shirt out of it. But that 30% APR crushed me in college. And I never wore that T shirt. I mean, so, you know, I think technology is advancing far enough. We have pure pure payments. We have Robo advice. We have entertainment and education. edutainment that we can get on these phones. So, I think we need to set this stuff up for good. Now there's people like Tanya Van Court out there. Charles Schwab has an app that's teaching financial literacy. There's another app called Zoho. So, we to start using these applications, these technologies and create the environment for kids to learn it. And then they need that encouragement from the family. So, we need to talk about this at home, in our community at large and those influences those professional athletes and celebrities to also promote financial wellness to the younger generation.

Peter Margaritis

Oh, what are you and your organization doing? Obviously you're promoting the active stuff. Are you guys holding like seminars or workshops?

Rory Henry

I'm speaking at the Accounting Web Conference here shortly, in a couple of weeks, talking about this initiative, DNI through financial literacy and its importance, and then we're helping raise money to get Fortune 1000 companies who are donating stock to put 1 million kids in underserved communities on a pathway to financial freedom, give them giving them actual stock that can be in their account and utilizing this app called Goalsetter so that they can start learning these foundational principles of finance.

Peter Margaritis

That's awesome, man. I kid you not, when we first started financial literacy at the foundation, and this is back in the early 2000s, we had this thing called Accounting for Kids Day, it was a board game. It was quite primitive but more of a finance game for these kids, and the development is really fun. And actually one Christmas, family came over, her daughter was young and I said so what are you up to these days? I'm learning all about finance.

Rory Henry

Yeah.

Peter Margaritis

I said about buying stocks. It really were all this Accounting for Kids Day thing. And now she's a grown woman, has a husband, no children right now, but she still remember that story. It had an impact on her.

Rory Henry

It had an impact. You're changing the trajectory of people's lives, especially these kids. So, if we can do that and utilize technology, and educate in an entertaining way to reach them, we can help change their

lives. This is why I'm so excited about this, because I can see where technology is. And I can see that the impact that we can have in kid's lives. We just need to get this in more kid's hands, so we can set them up for success.

Peter Margaritis

Yeah, I wish you would bring a little passion to this conversation. You're kind of dead. Honestly, that's clearly sarcasm on my behalf. But it's that passion that fuels us.

Rory Henry

Yes.

Peter Margaritis

And I think, you said that when you were taking improv, you didn't do well on character development. However, unbeknownst to you, you have created this character, albeit you, but it's that extra passion around that, that it's Rory volume 2.2 or whatever. Because we all have to kind of have that different persona when we find that passion that we're passionate with, and I think you've got another passion. You've already said it early on is you're in it to serve. You're in it to serve your clients.

Rory Henry

Yeah.

Peter Margaritis

Yeah. You said you've got an accounting and tax background, but most people go, I went into accounting because I'm really good with numbers. That's not the reason to go into accounting.

Rory Henry

You're trying to help people's lives.

Peter Margaritis

Bingo, you're trying to help people's lives. If you understand that in college. And that's your goal when you get out. It had that mindset. That's what the profession needs.

Rory Henry

That's a servant mindset. And this is why I believe in so passionately also about providing clients with holistic financial advice. So, not just that, that backwards facing, the compliance work. We need to look at those numbers. And we need to utilize technology to be able to set someone up with an estate plan, right or guardianship. Think about all your clients who have kids who don't have a will. There's wills now you can get in for \$160 online. There's Trust and Wills as one of our partners. We talked about them we're passionate about their product. It's such a great product you can get some of the will for \$160. Set their kids up for it so if something happened to them, make sure they have the proper guardians. There's end of life wishes. There's healthcare directions. You can do an estate plan for \$600. So, setting up someone's family in case of emergency that says we believe in this family office model. So, it's not just about financials and financial planning. It's insurance, protecting the family, doing an estate plan protecting the family in case something happens. So, I'm really passionate about this future facing

advice, and I believe the CPAs and accountants and those listening are really the advisors of future. They are the most trusted advisor. They have all the data. There are some just best practices, some technology implementations away from providing future facing holistic advice to clients.

Peter Margaritis

And being articulate when they advise. I mean, there's some CPAs who are not as articulate, and they use the 50 cent words, and they can see their audience gleaming over. Versus those who are articulate, who can speak clearly and concisely. And those who have passion and want to move the needle.

Rory Henry

Yeah.

Peter Margaritis

And it's an learn skill. Remember, Rory didn't want to do a public speaking.

Rory Henry

I did not. Not going to do it. And he took it upon himself to put himself, because knowing that if you articulate that's a bigger piece in deal with clients and just doing accounting and tax. But I think CPAs and accountants out there, I don't think they give themselves enough credit, Peter. They just went through Navy SEAL training of changes with the PPP loan, with the PIDL, with the ERC. They are advisors. They deal with constant change. What other profession has to deal with this level of change? Every four years a new administration comes in and changes the tax code. They are advisors. They just need to believe in themselves. They're just some few best practices away from being able to provide this advice to clients. And look, I tell those firms out there and the people we work with, look technology is advanced far enough. I know, Pete, technology scares some people, but you have a full workforce of adamant, compliance analyst, 20 analysts that would be in the cubes right before, now in the form of technology that takes care of all of that. You're just inputting some data, and there's beautiful one page reports that simplifies everything. You can provide that to a client, and make sure that they're set up with an estate plan, insurance plan, financial plan. Even if you're in debt, right even if you're in debt, you should have a plan to get out of debt. And making sure you understand exactly where all your finances are going. That's important. It's not only for those who have wealth, it's those who are wealth seeking, and they need to have their debt manage so they can have a better life for their family. Absolutely. And as you describing that, that every four years got a new administration. You know, I tell everybody if you don't think you're an improviser, you just went into greatness, improvise exercise called the Pandemic. Pandemic!

Peter Margaritis

But accountants are really improvisers because they have to deal with constant law.

Rory Henry

Constant law changes.

Peter Margaritis

Standards change. You've given me an idea a different way of kind of approaching accountants that I can get people to understand their improvisers.

Rory Henry

Yeah. Improvise every, at least every four years. Every year their improvising.

Peter Margaritis

But I want them to think strategically.

Rory Henry

Yes.

Peter Margaritis

Not just because I can navigate and adapt to different situations. How do I do this strategically in order to get the most from my client, in order to get the most for the organization? My family and the community?

Rory Henry

Yes, I wholeheartedly agree. And I understand is the need to be right. And you're doing tax returns. You're doing accounting, you need to get those numbers right. But for... the good thing about financial advisors aren't we don't necessarily need to be right, like we just we have a plan in place. Here's risk portfolios, it is okay. If we're not, you know, right on. You're off a little bit, but it's making sure they have a plan and being empathetic and communicating that plan. This is the reason why you're in this portfolio. In the like I said, there's so many great software's out there that do the work for you. You have that now. That's why our program what we talked about is we're at a point in time where this wasn't available 2-3-4-5 years ago because technology hadn't advanced far enough. There's some great venture backed technologies that we partner with veterans of the world that are now able to provide that compliance level service within a technology.

Peter Margaritis

But let me just change the topic a little bit. Do you have any spare time? And if you do, what do you do in your spare time?

Rory Henry

Oh my goodness. I mean, I love sports. Peter. I have a big Rams fan, so I'm super excited we won the Super Bowl. I go to obviously improv. I love comedy shows. But ya know, I'm passionate about what I do. We have so many initiatives and programs that we're working on. And I love it but if anything I just like to sit down and watch some basketball or some football or some baseball.

Peter Margaritis

We do have that in common with the NBA Playoffs right now that's keeping me busy at night, and I'm kind of a little too much of a sports junkie. I was very under average in playing all the sports, but that's kind of my relaxation is watching other people play at a level that I've ever attained.

Rory Henry

Yeah. Well, my sister is she won a national title for softball at UCLA.

Peter Margaritis

Oh, Wow! You play golf.

Rory Henry

She was the athlete of the family. My brother was the singer performer. I'm kind of a little bit of mixture of both. I got podcasts, and I'm actually pretty good athlete. I look good if you need to shoot movie, I actually look really good playing sports. But yeah, so, I'm an okay, athlete. Yeah, I play golf. I do.

Peter Margaritis

What's your handicap?

Rory Henry

Well, not very, not very well. I was at one time a six. We're probably triple that now, Peter.

Peter Margaritis

My handicap's my swing, so we can just leave it at that. Well, Rory, I appreciate you taking time out of your schedule. This has been a fascinating conversation. We will post this on our show notes. We'll post it about the Goalsetter. Download that app. Go do it.

Rory Henry

Yes. Do it. Download it. You and your family. I mean, those kids will start doing their chores more and you'll teach them about financial literacy. Download it now. I couldn't advise more.

Peter Margaritis

And what's the woman's name? Who started this?

Rory Henry

Tanya Van Court.

Peter Margaritis

Tanya Van Court.

Rory Henry

Yes.

Peter Margaritis

Cool. Well, it's a pleasure having this conversation with you. We have to talk to the improv, Ted Lasso, and pitching him the idea he needs to do a two day intensive workshop in LA. And I mentioned this to him. I'll come. I'll fly to LA as long as he's teaching. I know we'll get a good crowd together but yeah. I get him once a month and after that...

Rory Henry

We'll promote it. We'll get a good crowd. I love it. I love it. I need some Jay Sukow. I haven't talked to Jay in a bit. So, I need some Jay Sukow in my life. You know what, I should start doing that. Start scheduling calls with him.

Peter Margaritis

I asked him if he coaches improv on the business side. He said yeah, he does. Alright, I want to hire you. He goes okay. And it's been now maybe it was before the pandemic, so I think back in 2019.

Rory Henry

Yeah.

Peter Margaritis

Every month I get an hour of his time and we talk about a variety of different things, but it helps. It really does help keep that business side of improv world in my head, and I think he's also part-time therapist.

Rory Henry

He is. Life Coach, therapist.

Peter Margaritis

Yeah. Everything good....

Rory Henry

Everything good, right?

Peter Margaritis

Social media guru.

Rory Henry

Yeah.

Peter Margaritis

Well, Rory, thank you so very much. I greatly appreciate your time. And I can't wait until our paths crossed. Yes in person. That'd be a blast.

Rory Henry

For sure. Peter, thank you so much for having me on.

Peter Margaritis

I want to thank Rory for sharing his passion of the world of improv and financial literacy. His financial literacy passion is a very noble cause, and go out and download the app that he mentioned in this episode. Remember there are people who prefer to say yes and people say no. Those who say yes are

rewarded by the adventures they have, and those who say no are rewarded by the safety they obtained. Be a yes person. Thank you