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## **Life Lessons From The Man Who Had And Lost Everything (Adel Sayegh)**

### **Transcript**

Ryan [00:00:00]

Before we dive in today, I want to draw your attention to our new podcast called The Road to \$1 Million. For those of who who have asked that we document the process of building a 7 figure business by following the playbook that I share in my book 12 Months \$1 Million, this podcast is for you.

Ryan [00:00:19]

In this show, we are documenting every step of the process from some of our students, from our own businesses inside of Capitalism.com, and also the businesses that I'm investing in. I'm working with these entrepreneurs one-on-one to document and to help them grow towards a 7 figure brand.

Ryan [00:00:37]

My one regret in my entrepreneurial career is that I didn't document the hundreds of 7 figure case studies that I played a part in over the years. So, better late than never and on this podcast, we're going to document the highs, the lows, the wins, and the losses and all the steps that these brands take to build a 7 figure business. So, if you want to see behind the scenes of what it takes to build a 7 figure business, make sure you're subscribed to The Road to \$1 Million on Spotify and Apple podcasts and when you do, I hope you enjoy.

Ryan [00:01:14]

Hey friends. This is Ryan Daniel Moran. Welcome back to the podcast. I was recently at an investor meet up for a business that I'm a participant in and I met this man who I had never met before and one of our mutual friends was chatting with him and we had a little nice conversation and it took about 6 minutes for me to invite this man onto the podcast.

Ryan Moran [00:01:39]

His name is Adel Sayegh and I asked Adel within a few minutes of meeting him, how quickly can you do an interview? And he said, well Ryan, I've never done one before, so I guess now. So, about a day later, he and I got into my hotel room and we recorded this interview. So, just so you know, the audio isn't the best on this podcast because I said I want to record this right now, I don't know if I'm ever going to meet you again.



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Ryan Moran [00:02:06]

And this is the most fascinating life story I've ever heard. I've done hundreds of interviews in my time and this is top 5 immediately. The reason why I wanted to introduce Adel Sayegh to all of you who listen to this podcast is because this is a man who had everything. Everything that you and I pursue. When we wake up in the morning and we wish that our lives looked like X, Adel had X. He had everything that we all pursue in this relentless chase that we have as entrepreneurs.

Ryan Moran [00:02:43]

And he lost it all. And he talks about what happened and what he learned on the other side, and most importantly, what he came out believing about life on the other side of having and losing everything. Adel says something in this podcast where he says that he would not trade the losing of it for any amount of money in the world because of what he learned through this process.

Ryan Moran [00:03:18]

This is a fascinating conversation with a man who gained and lost everything and came out the other side with life lessons for us entrepreneurs to benefit from without having to go through the pain of loss that he went through. I know you will find this podcast inspiring and life changing and I can't wait to hear your feedback. Please enjoy this interview with Adel Sayegh.

Ryan Moran [00:03:49]

So, Adel, I think it's important to start with the context that you and I just met.

Adel Sayegh [00:03:54]

Yes.

Ryan Moran [00:03:54]

But we feel like we've known each other for quite some time.

Adel Sayegh [00:03:57]

We do.

Ryan Moran [00:03:57]

You were starting to share your story with me and I basically said, how fast can we record?

Adel Sayegh [00:04:03]

I remember that. I think that was like 10 minutes after we met.



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Ryan Moran [00:04:07]

And I was hoping you could give a little bit of context to start about the business you were running a few years ago and the exit that you were about to have. Could we start there?

Adel Sayegh [00:04:19]

Absolutely. So, in 1996, fresh out of the Marine Corps, I wanted to do something bigger than I thought I was going to do, and I started out with RO5D technology, which was so far advanced at this time. And then I'd gotten into this security component. I started in my garage designing security tags for the clothing and before you know it, I'm getting a little bigger and bigger and I was just innovative.

Adel Sayegh [00:04:51]

I took the company from zero in my garage, my wife and I owned 100% of it, to a valuation of \$340 million dollars, which Stanley Black & Decker had offered me October of 2014.

Ryan Moran [00:05:06]

It wasn't like phony valuation, you got an offer of \$340 million dollars.

Adel Sayegh [00:05:10]

That is correct. And what we were trying to get was a billion dollar valuation at the time. But we might have been a year or 2 from being able to exit at a billion dollars.

Ryan Moran [00:05:20]

And you owned 100% of it, you and your wife. Okay. So, you're right on the cusp of this. Heads down, making a go at it.

Adel Sayegh [00:05:31]

Absolutely.

Ryan Moran [00:05:32]

Work is your life at this point.

Adel Sayegh [00:05:34]

Work was my life and I'm living out of a suitcase. 80% of the time, I'm traveling all around the world meeting with all these accounts, and we're bringing on some of the biggest names. I was competing against ... Started from my garage and I'm competing with multi billion dollar companies, it wasn't an easy challenge but now I've got accounts like Macy's ... Giving me



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exclusive contracts saying I don't want to deal with no one else but you. It was probably one of the most rewarding feelings at that time.

Ryan Moran [00:06:00]  
Okay. Well then what happened?

Adel Sayegh [00:06:05]  
Then, I wanted to give myself a very special birthday. I was going to turn 50. I was 49 years old. I was training for Iron Man and that was going to be my birthday gift. I was going to go ...

Ryan Moran [00:06:17]  
At 50?

Adel Sayegh [00:06:18]  
Yes. I was going to do ... I've never done it before.

Ryan Moran [00:06:21]  
Iron Man is the marathon, 100 mile bike race, and the 2 mile swim.

Adel Sayegh [00:06:27]  
That is correct.

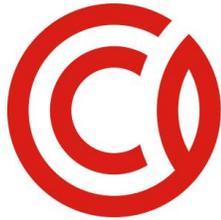
Ryan Moran [00:06:28]  
You were going to do that at 50.

Adel Sayegh [00:06:30]  
Yes. And that was going to be my Adel ... Actually at that time, I was in better shape than I was in the Marine Corps.

Ryan Moran [00:06:38]  
At 50? Or 49?

Adel Sayegh [00:06:39]  
Yes. At 49.

Ryan Moran [00:06:40]  
While traveling 80% of the time and building a billion dollar company.



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Adel Sayegh [00:06:44]  
Absolutely. Absolutely.

Ryan Moran [00:06:46]  
Okay, so you were the rare CEO with abs.

Adel Sayegh [00:06:50]  
I don't know if I had the abs, but I surely had the passion.

Ryan Moran [00:06:55]  
Okay, so you're training for this marathon, Iron Man, you're in the best shape of your life. You're on top of the world.

Adel Sayegh [00:07:01]  
Listen, houses ... God had blessed me more than I could ever imagine. My life was set. My kids' life was set. My great, great grandkids' were set. I thought I had it all figured out. Houses, vacation places, I was buying cars, the most exotic cars you could ever imagine. I had it all. I thought I had it all. I had it all figured out and then I get a knock on the door and when I opened, they said, Adel, I don't care how powerful you are, I don't care how much money you've got, I don't care who you are. I'm pancreatic cancer. And there's no escaping me.

Adel Sayegh [00:07:35]  
And you can just imagine, I've known a lot of people that had pancreatic cancer. I don't know anyone that had lived the term I had ... Well, an uncle of mine was just, 2 weeks earlier, was diagnosed with pancreatic cancer, given 3 to 6 months, only survived less than a week. It was still fresh in our minds. So, for me to get this call was pretty traumatic.

Ryan Moran [00:07:59]  
Same diagnosis? He was pancreatic cancer and you had ...

Adel Sayegh [00:08:02]  
Also pancreatic cancer. And I was pancreatic cancer where the chances of survival was less than 4%. I had more surgeries than I could ever count. I was in and out of the hospital for 18 months. Every week I would go in and they had to do a procedure because I was leaking more pancreatic fluid than anyone ever recorded. We had universities, John Hopkins, MD Anderson, City of Hope, USC ... All trying to understand why was I leaking so much pancreatic fluid. No one understood why.



Adel Sayegh [00:08:42]

But in the process, it was causing more chaos than you can imagine. If I wasn't in the hospital just medicated, I was at home and if I was at home, my kids were all still teenage, everyone had to set an alarm every hour on the hour. They had to get up, change my bandages, change my bags if I was sleeping because a lot of times I didn't have the energy or power to be able to do a lot of that myself.

Adel Sayegh [00:09:05]

So, it was very chaotic to go from thinking I have it all to I'm facing the unthinkable of this is it. And while I was going through all of this, I was actually given my last communion on 3 separate occasions where the priest came in, gave me my last communion, family came to say goodbye. Of course I was refusing. I knew it was happening but I didn't allow anyone in my room that wanted to say goodbye or have any ... I didn't want that. I didn't want any empathy. I didn't want anything.

Adel Sayegh [00:09:40]

I just wanted ... If you love me, come and give me a hug and give me a kiss and just support me and mentor me. Don't cry, don't feel bad for me because I'm going to beat this.

Ryan Moran [00:09:48]

You believed you were going to get better.

Adel Sayegh [00:09:50]

Oh, I knew I was going to get better.

Ryan Moran [00:09:51]

The whole time?

Adel Sayegh [00:09:52]

Absolutely. Absolutely. Because the way I found pancreatic cancer was actually by a fluke. And I was in, scheduled to go get a brain cast, I was having a lot of sinus issues, especially when I'd sleep, I was just having a really hard time. Dr. Chang orders a brain CAT scan and when I came in, they gave me a bunch of stuff to drink, laid down on the table, and drop your pants. I said, drop my pants? Wait a minute, buddy. I think I'm only here for a brain CAT scan, I don't know what that has to do with dropping my pants.

Adel Sayegh [00:10:29]



He looks at the paperwork and says, no, you're actually scheduled for an abdominal cavity. I said, abdominal cavity? No, I'm here for a brain CAT scan. He checks the paperwork, he says, no you're not. You're here for an abdominal cavity. He goes, Mr. Sayegh, I cannot change the order. What would you like to do? And I said, who ordered this test? He said, Dr. Chang. I said, she's my ear, nose, throat. He goes, I cannot change the order. What do you want to do?

Adel Sayegh [00:10:54]

And Ryan, for the first time in my life ... I've always been ... My upbringing was in a Christian family. I'll go to church just holidays or whatever. I knew ... I prayed every night. I had what I thought was a special relationship with God. And that was the extent of it that I thought was where I wanted ...

Ryan Moran [00:11:19]

You're good, you're good.

Adel Sayegh [00:11:19]

Okay. Kind of lost my train of thought there. And that happens unfortunately every now and then.

Ryan Moran [00:11:30]

Keep going, you're right on track.

Adel Sayegh [00:11:32]

So, when ...

Ryan Moran [00:11:39]

So, the scan came back, you had the scan.

Adel Sayegh [00:11:40]

Yes. So, the scan came back and the next morning, 7:59 ... So, that was the first time I truly felt God's intervention and I took the test. 7:59 the next morning, my wife and I are having a cup of coffee and I had completely forgotten about the test I'd taken the day before. It just slipped my mind, it wasn't even on my mind.

Ryan Moran [00:12:00]

Because it was the wrong test.

Adel Sayegh [00:12:01]



It was the wrong test and I wasn't expecting anything back in return. And it was my doctor, Dr. Raisin, and he calls me "Ad-uhl". He says, so, that was my 9/11. If I was to say, Ryan, where were you June 5th 2015? I don't know if you would know but if I was to say, say, where were you September 11th for one, most people remember exactly what they were doing because of the emotional attachment to that day. That was my 9/11.

Adel Sayegh [00:12:29]

And he says, I have good news and I have bad news. I said, okay. He says, the bad news is that we found a massive tumor on your pancreas and it does not look good. I don't know what you've got scheduled for the week, I need you to cancel everything. I've scheduled for a barrage of tests. And my knees just turned rubbery. I could just feel ... I was shaking internally, not externally.

Adel Sayegh [00:12:53]

My wife was there. I'm trying to hold myself together. And I said, okay, what's the good news? And he said, we found a tumor on your pancreas. I looked at the phone and I said, Dr. Raisin, how could that possibly be good news? He said, I thought we ordered the wrong test. And that's when it really donned on me that my life was happening for me, not to me. I felt like my life was being guided and knowing that and growing my faith is when I believed I'm going to overcome anything, because if God wanted something to happen to me, I would've not found it.

Adel Sayegh [00:13:35]

And I was so determined to win and that's what I did on a daily basis. I actually had ... You hear this but I had literally visual ... Every morning, and then sometimes 3, 4 times a day, I would just close my eyes and one of my favorite movies was Gladiator. I must have watched it 100+ times. And I love the movie, and I used to see myself in a Gladiator outfit with my sword and 2 people walking into the ring, into the colosseum, cancer which was 100x stronger and bigger than me and here I was, the little guy with ... It was almost like that David and Goliath.

Adel Sayegh [00:14:14]

And I was literally ... I knew there was only one person that could come out of that ring, and I knew it had to be me because I had something so much bigger to live for than I was. I was beginning to realize, and going through the medical, and going through these surgeries, and going through this, that it's no longer about me. And the moment I realized that life was not for me and life is happening for me and it's so much bigger than me is the minute I defied all medical odds.



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Adel Sayegh [00:14:44]

Every doctor that told me, I'm sorry, there's nothing we can do, I wanted to prove them wrong to show them how strong faith is. And today, the doctors are still amazed that I recovered the way I did.

Ryan Moran [00:14:56]

Why do you think you got better?

Adel Sayegh [00:15:00]

Listen, for me, I know why I got better. It was because of my faith. You need something in your life, and if you don't have something ... So that for me was God, and you have to have something to fall back on. Something true, something that's real. And science was not going to determine who I was. I was not going to be a statistics that somebody was going to throw on the wall. I'll leave that for the other 96% where whatever their doctors tell them, they want to believe.

Adel Sayegh [00:15:33]

I believed that no one will ever take care of you better than the way you're going to take care of you. And knowing that ... And earlier ... I'm going to share something with you that happened earlier. Tony Robbins is a good friend of mine. I've known Tony for quite a long time, way before his fame, and I love the man to death and he was truly ... Off stage, he's genuinely 100x even more beautiful than he is on stage, and you can't not love him on stage.

Adel Sayegh [00:16:04]

So, that's how genuine and real he is. We're in Fiji, and I shared with Tony a lawsuit. So, when I was growing, all these big companies wanted to buy me out. And I had no fucking interest. I wanted to grow my company. To me, it was like a legacy. And one company had the balls to come in and say Adel ... They made me an offer. I said, listen, I'm not interested.

Adel Sayegh [00:16:27]

A week later, they say, hey, the CEO executive team would like to come out. We love your company. Would you mind if we just take a tour, and they wanted to meet you. And not knowing they brought their attorneys and they actually gave me an offer in a letter. He says, let's just take a look at this. And it was a very, very generous offer.

Adel Sayegh [00:16:43]

But I was not interested in selling. And the attorney says something stupid to me. He says, Adel, you know, we think you may be violating some of our intellectual property and we don't



want to get involved in lawsuits. And that's when I asked him, I said, I think our time is up, I've got another meeting. And I excuse him out of my office.

Adel Sayegh [00:16:59]

A week later, I'm hit with a lawsuit, some of the most bullshit lawsuits you could ever imagine, they were just made up and they were just threw on the wall knowing that their billion dollars they have, an entire legal team they have on payroll, and here I'm the little guy trying to make it. I don't ... 100% of my company was financed by myself and my wife.

Adel Sayegh [00:17:23]

And I'm telling Tony you know what? I feel like I have no other option. And he says, Adel, no other option, that's not an option. That's suicide. He goes, go out and create options. It didn't mean nothing to me when he said it to me at that time. Maybe it did, but consciously it wasn't something that I walked away with or remembered or did anything with.

Adel Sayegh [00:17:49]

But when the doctor said, Adel, I'm sorry, there's nothing we can do, there's no other option, I knew ... It was like Tony was just right in my face saying, Adel, go out and create options. And that's what I did. I went out and created options. I even learned more about pancreas and the surgeries and the procedures all around the world than anyone else.

Adel Sayegh [00:18:13]

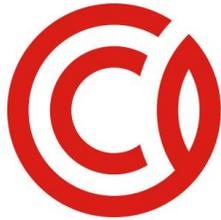
And Dr. Fung, the number 1 doctor surgeon in the country, known all around the world as being the pancreatic specialist, you know what he said to me? I had a half hour meeting with him and it ended up being 2 and a half hours and he says, Adel, I'm going to ... Goes to his nurse and says, move my schedule, I want to spend more time with Adel. He says, it's so refreshing to finally meet someone who has taken the level of interest in themselves as you did.

Ryan Moran [00:18:41]

Most people don't when they're in that scenario?

Adel Sayegh [00:18:45]

Most people, unfortunately, want to become a statistics. There was actually a study done a number of years back where people that were given ... Diagnosed with terminal illness, they went back and 86 diagnosed with terminal illness died within a week of when they were told. So, if they were to say you have a month to live as an example, they died in 3 weeks to 5 weeks. So they died a week earlier.



Adel Sayegh [00:19:14]

But 86% died within that range and the other 14% survived. So, when they did the study and they talked to the families of the deceased, they said, oh, Harry, Sally, they kind of gave up. They were okay with it. They accepted it. They knew it was the next chapter in their life and they just moved on.

Adel Sayegh [00:19:34]

And then going to the other 14, the ones that survived that says, who are they to tell ... I don't have an expiration date. What the hell do they know? I have so much to live for. I want to walk my daughter down the aisle. I want to watch my kids graduate. And again I read the article, it meant absolutely nothing to me until I was in that moment myself and I started recollecting that if you want to be a statistic and you want to listen to what people will tell you and you're worried about what people are judging you, which happens to all of us in business, we're all worried about what people are thinking [INAUDIBLE 00:20:10] bullshit.

Adel Sayegh [00:20:12]

The only opinion that ever should matter is your own opinion. And if you come from a place of kindness, if you come from a place of ... A beautiful place of humbleness, of trying to make this place better than you found it, then how could you possibly make any mistakes?

Ryan Moran [00:20:28]

I love that. Now, it wasn't just the health stuff that was going on. When you got the diagnosis, your team didn't think you were coming back.

Adel Sayegh [00:20:38]

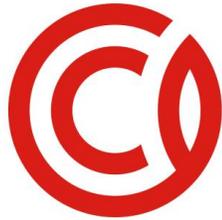
So, things got really, really ugly for me. So, my last surgery which was ... If I didn't do it ... My choices were, if you do know surgery, max, you're probably looking at 3 months. It just ... Things had gotten really awful and my body started shutting down. Virtually every organ started shutting down at that time.

Adel Sayegh [00:21:05]

And I get a call. And when I answer the call, it's the president and I'm thinking the priest is there, my family is there, and I'm thinking, he's just calling me to check up on me and just wish me well.

Ryan Moran [00:21:18]

The president of your company?



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Adel Sayegh [00:21:19]

Of my company. He's only been with me, at that time, I think 8 months or so. He's just new to my company and he says ... He does the unthinkable, and this is what, looking back, was pure evil, but you will never believe what he tells me. He says, Adel, I know you've got a lot on your plate, buddy, but I got an offer by your competitor who offered me \$150,000 dollars more a year and a \$500,000 dollars on the backend bonus and if you can't match it tonight, I have to submit my resignation. I will start with them tomorrow.

Ryan Moran [00:21:51]

Geez. This ... You're scheduled for surgery at this point.

Adel Sayegh [00:21:56]

At 5:00 in the morning, which 96%, the doctors, they all prepared me, saying understand, my family was already in understanding that 96% I was going into the morgue and not coming home. And he gives me that call. I had no choice. What do you do? I was like, done. I just wanted to get through my next phase in life and I felt like, could take care of it later.

Adel Sayegh [00:22:21]

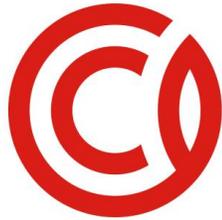
And while all this is happening, I had a great board, external board. So, I have my internal plus an external. My internal was made up of my executive team who unfortunately were sending us reports, sending my board reports, sending me reports that looked incredible. In fact my board, external board, said, Adel, your company is doing so well, so much better without you. Why don't you just stay home?

Adel Sayegh [00:22:49]

And part of me was insulted a little bit. I was hurt. Like, man, that's my baby. But at the same time, honestly, it was the greatest feeling. I felt free. I was like, wow. I get to be in the owner's box and just watch my team on the field. What a great feeling. And then reality set in when I got the call that I need to revisit my financials.

Adel Sayegh [00:23:11]

Had a [INAUDIBLE 00:23:12] come in behind the scenes just to give me a piece of mind, and we found the unthinkable. They had embezzled more money than you can possibly ever imagine. Borrowed money of my credit card, of my line of credit, forging my signature. I mean, doing the unthinkable to me and this is my executive vice ... She was with me for 14 years, attended ... She saw the birth of my kid. She's attended every event that we had from baptism of my kids to graduations to picnics.



Adel Sayegh [00:23:48]

I took her to Hawaii. She was like part of my family and she was on the executive team and she was the mastermind behind how to embezzle. And we were doing investigations. I wanted to sit in because I wanted to understand. I was in awe. I was in denial. I didn't want to believe that this could happen. Even when the FBI was telling me what was going on, I was like, no, there's no way, it's impossible, you guys got it wrong, this is my executive team, man. This is the one I took care more than anyone else.

Adel Sayegh [00:24:18]

I would have taken a bullet for ... There's no way they would ever do anything like this. And they did. And I started liquidating assets. So, I haven't even recovered. I'm still in recovery. I could barely, barely walk. I was on crutches, on a cane. Massive amount of drugs. I mean, I was on Dilaudid, 300mg which is unheard of. I mean, it was just ...

Adel Sayegh [00:24:50]

And now I'm dealing with the unthinkable where I thought ... Here I was telling my wife and my kids how perfect everything is and how they're set. And I'm dumping all this money in. The next thing you know, I'm being advised by everyone else that the problem was so much bigger than any of us could have anticipated because they really did a good job on cooking the books that I ended up having to file bankruptcy of my 25 year old company that was virtually zero debt when I left.

Adel Sayegh [00:25:19]

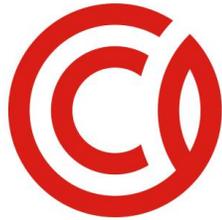
We had more on the balance sheet. And it was a tough decision at that point. You can just imagine your whole life just coming at you. You've got the medical, you've got what you went through, you're trying to survive on a weekly basis you [INAUDIBLE 00:25:32] am I going home? Am I going to the morgue? And you're thinking you're surviving it, you're going to be okay, and come back to your baby and just relax and be able to live life on your terms. And now that's just been pulled from me. Everything I ever built was literally now hanging on the line.

Ryan Moran [00:25:52]

In their mind, they thought you weren't coming back, and so they just milked the company for everything they could.

Adel Sayegh [00:25:59]

And that was the heartbreak because when I was in these investigations, when I was sitting in, and they asked the question why, and that's ... That was the part that probably ate me and hurt



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me more than anything else was when they said, no one thought Adel was coming back. And when they said that, that's when I realized for the first time, there's evil out there. I never really realized what evil was until I saw what I witnessed at that time.

Ryan Moran [00:26:30]

And you say evil because they just ... These people that you trusted so much lost their faith in you and then betrayed you.

Adel Sayegh [00:26:37]

Yeah, and not only me, they weren't betraying me, they were betraying my wife, they were betraying my kids, my teenaged kids, their whole life depended on them. My house now had a mortgage. Everything had a mortgage. Everything was on ... And my family was dependent on them and they would have welcomed them and all they wanted to do was take that away from my kids, my wife, and just give it to themselves and that was ... I can't think of anything more evil than that.

Ryan Moran [00:27:02]

So, Adel, 2 years prior, you're in the best shape of your life at 49. You have a \$3 to \$4 hundred million dollar valuation on your company, cash offer, you're working your ways towards a billion dollar exit, you're on top of the world and you literally lost the entire business, it goes to zero. You lose the people who are closest to you outside your family. And you are ... You almost lost your life. You lost your health. You are from ... You are now at stage zero again.

Adel Sayegh [00:27:41]

Realistically I am at stage zero.

Ryan Moran [00:27:43]

Right. But you're now 5 years cancer free.

Adel Sayegh [00:27:47]

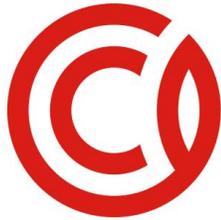
As of last week, yes.

Ryan Moran [00:27:48]

Congratulations.

Adel Sayegh [00:27:49]

Thank you.



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Ryan Moran [00:27:50]

And you are a very happy man.

Adel Sayegh [00:27:54]

I'm beyond happy. Let me put it this way. If somebody came up to me and said, Adel ... Look, what I went through was very traumatic. There's no denying what I went through. But today, let's just say somebody comes out of the blue and says, Adel, you know what, here's a \$10 billion dollar check tax free. You don't have to pay ... All your taxes and everything has been paid. This is your gift. \$10 billion dollars and you get to do whatever you want.

Adel Sayegh [00:28:24]

You want to donate it, you want to build it, you want to build an empire, you want to buy businesses, whatever it is that you want to do. It's your money. Do whatever it is that you want to do with it. But the condition is I would have to turn the clock back and you never got sick and you never lost your business. So, I'm going to make you whole. I'm going to give you \$10 billion dollars, but you never got sick and you never lost your business. Would you do it? And the answer would be absolutely not.

Ryan Moran [00:28:49]

You wouldn't change it?

Adel Sayegh [00:28:50]

Absolutely ... For nothing. You can't pay me enough money to change it.

Ryan Moran [00:28:56]

Does not compute. I need you to unpack that. What you're saying there is that there's something on the other side of that ...

Adel Sayegh [00:29:05]

There is.

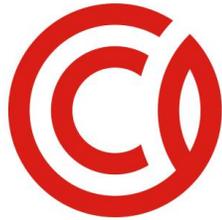
Ryan Moran [00:29:05]

That was even greater than what you had before.

Adel Sayegh [00:29:09]

Absolutely.

Ryan Moran [00:29:10]



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And even better than having all of that plus \$10 billion dollars.

Adel Sayegh [00:29:14]  
Absolutely.

Ryan Moran [00:29:15]  
What is that?

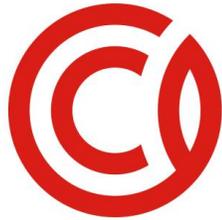
Adel Sayegh [00:29:16]  
What we all strive for. We all get in the rut race of working and trying to make a billion, thinking a billion dollars is going to make us happy and we're going to be doing all these wonderful things, and the reality is I am so much more happier now than I've ever been in my life. I have more inner peace than I ever did in my life. I have a better relationship with God than I ever had in my life.

Adel Sayegh [00:29:39]  
And I truly, in my heart of hearts, I feel that ... I know my life is being guided. I know life is happening for me, not to me. And knowing that, and feeling that, and knowing that my life is being guided, that makes you fearless. Imagine going through life feeling that you just ... You have an armor on you, like a bubble and no one can hurt you. Wouldn't you be doing things that you wouldn't normally do?

Ryan Moran [00:30:05]  
Yeah, that sounds pretty freaking cool.

Adel Sayegh [00:30:08]  
And that's the ... That's why I wouldn't exchange it for anything. I know billionaires that still see psychiatrists twice a week. I know a lot of people that have more money than ... And they're so unhappy because what happened is that the most beautiful things is right in front of them but sometimes we just get too carried away and for lack of a better word I'd say sometimes we get just too stupid to realize that because we're looking so far beyond that, of where we're supposed to be, where we think we're supposed to be based on our education, our upbringing, our background, that we forget sometimes our wife, our kids, my health, their health is the single most important thing.

Adel Sayegh [00:30:45]  
And I shared this story with my brother who struggled financially back in 2008 when he was ... He had a mechanic shop but he was droning, he was wanting to create a franchise, and God



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blessed him financially at that stage and he had blueprints, he wanted to build his house, it's like 7,000 sq. ft. and he was just all for it.

Adel Sayegh [00:31:07]

2008 comes in and all the money that he has saved, he starts re-advertising and branding and doing all those things because that's what he always did. Business goes down, you advertise, business comes back up. Well, 2008 was kind of a unique year for the US and actually the world and none of it works and he had lost everything that he had built.

Adel Sayegh [00:31:30]

My parents house, and he's sitting on a couch, whining about how miserable life is and how he doesn't think life is worth living and on and on. The kind of stuff that if your brother says to you, I have no doubt right here you'd get up and slap the shit out of him. I wanted to but my brother is so much bigger than me, he'd kick my ass.

Adel Sayegh [00:31:58]

But he had been trying for 14 years to have a child, and they went from the US and even went abroad to try to have a baby and they tried everything that you can imagine, but it wasn't happening. And he finally said, you know what God, it's not meant to be, and I was okay with it. And then they had a boy, 11 months later they had another boy, 11 months later they had another boy.

Adel Sayegh [00:32:27]

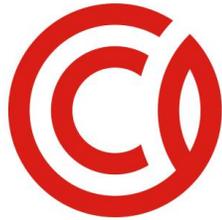
But here he is a couple years later, his kids are like 2, 3, 4, and he's talking about how life is not worth living and I looked to him and said, hey, listen, do you mind, do you mind if I just role play with you? He's like, yeah, yeah. I said, let's just pretend I'm a genie and I can make any wish you want come true. He says, okay, I'll play that role. And we're just there on the couch.

Adel Sayegh [00:32:52]

I said, alright, listen. I've got this magic wand. You wanted to build this house, right? How big the house? He goes, I want a 7,000 ... I said, dude, I'm a genie. That's all you want? I can build any house you want. He goes, oh, I want a 20 ... I said, I'm a genie. He goes, I want a mansion, I want this, and he started describing it. I just see him kind of lighting up.

Adel Sayegh [00:33:13]

And I said, okay. Bank account. He goes, I'd be happy with a billion dollars. I said, a billion dollars? I'm a fucking genie. What do you want? He goes, oh, I want a hundred billion dollars, and he's telling me about all the cars that he wants and all this, and he's lighting up and he's



coming alive. All of a sudden he's just like, that's what I want, that's what I want. This is me. And he's telling me, this is me, man. This is me.

Adel Sayegh [00:33:34]

I said, alright, listen. I told you I was a fucked up genie earlier and if I didn't, I'm fucked up genie because here's what the genie's going to do. You have 3 beautiful kids, and I said please don't take this the wrong way, you have everything that you want, you sound like you're happy and you've got the life that you want. He says, absolutely.

Adel Sayegh [00:33:51]

I said, Michael's your oldest son. Let's just say, God forbid, he gets diagnosed with an illness that no insurance is able to cover it, nothing in the world would be able to save your son, and the only way he would save him is to sell this mansion of yours. Would you do it? And he was like, dude, what the fuck? Why are you asking me a stupid question?

Adel Sayegh [00:34:14]

I said, I'm just asking. He goes, you know I would. I said, okay, would you give up your bank account? And he started choking ... He just wanted to give ... He goes, why are you doing this? I said, I'm asking you a question because right now I really don't know. He goes, buddy, you know. I said, I don't know.

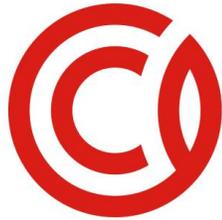
Adel Sayegh [00:34:32]

He goes, you know I would. I said, would you give your cars? He started bawling, he says, I'd give up everything. I will live under a bridge. I will live under an overpass with a cardboard box with my family if I can save his life, and you know that. And I said, is that what has to happen for you to wake up? Is that what ...

Adel Sayegh [00:34:55]

And a lot of times, we get our priorities screwed up. The most beautiful things are right in front of us. But our business mind and our entrepreneurial drive alters that. And I'm not saying don't be motivated. I'm not saying don't have the drive, don't have the passion because for me, your attitude will always dictate your altitude.

Adel Sayegh [00:35:15] Attitude is everything and if you have a great attitude about life, about being happy, about being fulfilled, look what it would do to your business. Look what it would do to the interaction and relationship that you have with your business partners or with your employees, with your coworkers or with other people that you engage.



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Ryan Moran [00:35:35]  
Amen. A-freaking-men.

Adel Sayegh [00:35:36]  
Amen.

Ryan Moran [00:35:38]  
The realization that I have had glimpses of is that when I operate from that place, I could have everything else that I want but I don't need it anymore. It is the sense of if I'm obsessed with the house or the car or the status ... It's not even the stuff, it's the status and the money and the safety. If I'm obsessed with that, then I ignore all of the great things that are in front of me.

Ryan Moran [00:36:09]  
But if I notice all of the great things in front of me, then the status and the stuff mean less and I can have them and it's just a choice. It's what I believe that Jesus meant when he said, seek ye first the kingdom. The pagans run after all these things. They run after the money and the status and all of the external things that we use to fill an internal void. But if you seek the kingdom first, then everything else is added to you as well.

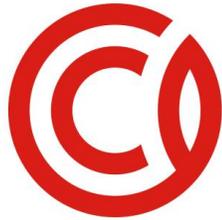
Adel Sayegh [00:36:47]  
Absolutely.

Ryan Moran [00:36:47]  
Adel, do you have to almost lose everything in order to find that?

Adel Sayegh [00:36:52]  
And that's the beauty of it, and that's the question, is you don't. See, for me, I had an awakening, and the only way I could describe it, the best way I could describe it, imagine driving through life and you've got your windshield, you're in your car, and life is coming at you. Mud, grime, dirt, bugs, shit is coming from every direction and that's just life.

Adel Sayegh [00:37:15]  
And you've got these little pinholes and you're trying to navigate life. Is it a green light? Is it a red light? Do I go faster? Do I slow down? Are there pedestrians? And you become so inefficient because you're just trying to navigate, and imagine somebody comes in and Windexes your windshield and everything becomes crystal clear.

Adel Sayegh [00:37:33]



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That's what happens to me because ... And everyone could have that because clarity without having to lose a business, without having to have a child that's ill, without you having to have an illness or anything traumatic in your life because the beautiful things are in front of us. And the only way for you to know that is to start your morning with a ritual.

Adel Sayegh [00:37:55]

I have a ritual that I do every single morning. I love my Christian music, and I meditate and not in the sense of ohm meditation. That doesn't do a whole lot for me. My mind wanders a little too many places. But the meditation of gratitude. I start my morning from a place of blessing, that I'm so grateful for what I have. I'm so grateful to be alive. I'm so grateful that God gave me an opportunity to still make a difference because the kingdom, the heaven that everybody talks about, and listen, [INAUDIBLE 00:38:30], if heaven is anything like the movies where everything is white and everything else, I want nothing to do with heaven.

Adel Sayegh [00:38:37]

But we all know that's not it, and heaven is eternity. It's not 100 years or 1000 years or a million years or a billion years. It's eternity, and our place, our time on this earth is nothing more than the blink of an eye. And my favorite story in the Bible is talking about the parables, and everyone is given these talents.

Adel Sayegh [00:38:57]

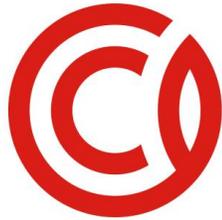
My challenge to your audience and everyone listening here is we're given these talents and when the day comes, which everybody's going to have ... Their day's going to come, and if you're Christian we believe in heaven or afterlife. Would God be proud of you? Would he look down and say, man, I gave you all these talents and what did you do with them?

Adel Sayegh [00:39:16]

What did you do with all those talents? Did you go bury them? Did you just make them all about you, you having the nicest houses and the nicest cars and your ego and your rating and your social media and all that stuff and showing ... Was that what would make God proud of you?

Adel Sayegh [00:39:32]

Because for me, I don't care what other people around me today think, whether they're proud of me or not. The only person that matters for me to make proud is God. And if that is the choice that I make ... Think about it this way Ryan. Look at every decision I make on a daily basis, if my goal is to make God proud of me. Look at every deal, business transaction I make. It comes from a place of love, it comes from a place of unconditional love.



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Adel Sayegh [00:39:57]

It comes from a place of kindness, humbleness, and the people you interact with will see through that and they want to deal with a real person. They want you to succeed. And the good people are always cheering the good people on. And the ones that are envious of everyone else, they want everyone else to fail. And those are the ones that, when you're coming from a good place, you'll be able to see them a mile away and avoid them and keep them out of your life.

Adel Sayegh [00:40:22]

And that was my mistake with my executive. I didn't have that eye. If I was to go back in time, I probably would have never hired them in the first place because they didn't fit the model of the world the way I see it. And there are good people and ...

Ryan Moran [00:40:35]

The way you see it now.

Adel Sayegh [00:40:36]

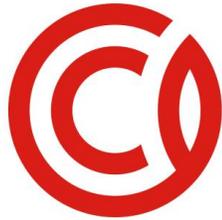
The way I see it now. And the only ... Here's a great way for me to say it and I think this is a great way that everyone can probably relate to. Imagine putting on a set of glasses and those glasses change your perspective from the way you see the world today to seeing it from God's point of view. So, when you walk by that homeless guy or the person that's irritating you or the person that just doesn't fit your model, they may be obese, or crooked teeth, or just sometimes you don't want to associate with them.

Adel Sayegh [00:41:10]

If they approach you, hey get away from me, just ... And sometimes we say, look at these bums, they make these choices. But if you're looking at it from God's perspective, you no longer see the external beauty of a person or ugliness of a person. You now look through their soul. And when you look through their soul, I'm so amazed at how many people I'm able to connect with and who are struggling and in some cases they actually share with me that ... How they were thinking about committing suicide, and here I'm talking to them about life and everything else.

Adel Sayegh [00:41:45]

And I realized one thing, everyone I talk to, Ryan, that wanted to commit suicide or even thought about being depressed or anything else, here's the one common denominator. You want to know what it is? They're so focused on themselves. That spotlight is so on them. It's



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me, my life is shitty, my life is this, this always happens to me, this ... My marriage has a problem, this problem, this business problem.

Adel Sayegh [00:42:05]

They're so focused on them and only them that my life comes depressed. Now I'm just comparing myself to the Joneses. I'm just living life here, I'm supposed to be here, and I'm here. I'm supposed to have all this, but I don't have this. Fuck, I've got kids coming. That's just ... Who needs that? Who needs that? We all find ourself in there but we don't have to be in there.

Adel Sayegh [00:42:30]

The only one that can rob you of your happiness is you. The only one that can rob me of my joy is me. No one can ... Listen, they can take away my house, they can take away my properties, which they did. They can take away my business, which they did. They can take my bank account and savings ... They can take everything away from me but 2 things that they can't take away from me. The single most important thing that no one can take away from me is my relationship with God.

Adel Sayegh [00:42:56]

No one could ever take that away from me. And the second thing that I know no one could take away from me but me is my joy and my happiness, and if you want to live a fulfilled life, a life of fulfillment, and that's what we all do, we work so hard, we get up in the morning, we go through ... We do shit that we really don't want to do.

Adel Sayegh [00:43:19]

I'm sure so many people ... I was living out of a suitcase and hoping and praying. Keep your ambitions and keep your education and keep [INAUDIBLE 00:43:27] keep getting up every morning, but do it from a place where you know you're making God proud of you that day.

Ryan Moran [00:43:39]

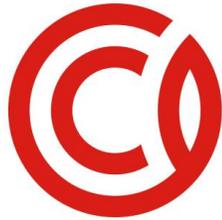
Do it from the kingdom place.

Adel Sayegh [00:43:43]

Do it from the kingdom place.

Ryan Moran [00:43:44]

Because then ambition, it fuels you and I have experience myself, and I've worked with many entrepreneurs who are trying to expend and drain the battery. Like, expend the energy so that



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one day they can have freedom. And so, they're trading now and next year, and next year, and next year so that one day they can have freedom.

Ryan Moran [00:44:11]

But the truth is that you can find that now, and then everything that you do is from that zone, from that place. When you mentioned that parable of the talents, I thought about how ... I think about the natural gifts that I have and how happy I am when I'm in that natural place, just that place of who I am, that alignment with myself.

Ryan Moran [00:44:40]

And I think of how unhappy I am when I am doing those same exact things, but doing it hoping to get a result, to get more downloads. If we take this podcast for example, I know from experience that when I am myself, the audience grows. But the minute, the second I start trying to make content to make the audience grow, it sucks.

Adel Sayegh [00:45:11]

Amen. And you know why? Because people are real. They see through all that.

Ryan Moran [00:45:16]

That's right.

Adel Sayegh [00:45:16]

They know when you're genuine and when you're real.

Ryan Moran [00:45:20]

That's right. And when you're real, it awakens the real part of other people. Like, when you are yourself ... Why do we like being around people who are themselves? Because it makes us feel like ourselves.

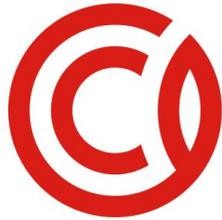
Adel Sayegh [00:45:32]

Absolutely.

Ryan Moran [00:45:32]

It gives us permission to be ourselves. That's why we like doing business with happy people. That's why miserable people hang out with other miserable people and happy people hang out with other happy people.

Adel Sayegh [00:45:43]



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Amen.

Ryan Moran [00:45:43]

So, the way that you change your friend group is change yourself first.

Adel Sayegh [00:45:49]

Absolutely. 100%. Listen, every result, success or failure, was as a direct result of your actions that you have taken. The actions that you have taken produce the results, the life that you live today. The only reason you live your life today is because of the decisions that you had made, and every decision was an action that you had taken, and every action began with a thought.

Adel Sayegh [00:46:21]

Don't change the end result. Don't focus on the end result. Focus on your thoughts. You change your thoughts, you change everything. Listen, there's times where I'm in the middle of a prayer and I get these awful thoughts, like oh my God, where did this come from? And there was a point in time that used to scare me. I would question, like, man, am I not worthy ... Am I not a good person? Am I this?

Adel Sayegh [00:46:44]

You engage in or you're doing something with someone, it's like, man, was I trying too hard? And the one thing I've realized is stay out of here, stay out of your mind. This thing will fuck with you every single day. It will question you. Do I have enough? Do I have what it takes? Am I good enough? Am I really that nice person? Am I a true Christian? Am I this?

Adel Sayegh [00:47:06]

And even in the middle of prayer, you get these stupid thoughts. And you've got to remember, those are just thoughts. They're passing thoughts. You have the choice to either dwell and focus on them, or dwell and focus on other things that are good and beautiful in your life.

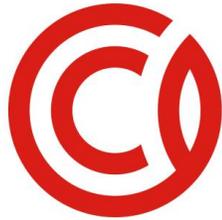
Adel Sayegh [00:47:18]

Miserable people choose to be miserable. You know what I was talking the other day about an example, if you're driving and somebody cuts you off, you're in traffic and somebody just abruptly cuts you off, almost hits you, makes you swerve, the first reaction is what?

Ryan Moran [00:47:37]

Fuck that guy.

Adel Sayegh [00:47:41]



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The international symbol goes up. And sometimes it ruins your day. It may ruin it for a minute or 5 minutes or an hour. Some people even take that to work as like, you're not going to believe this son of a bitch who cut me off. But the reality is, here's my question to you and everyone listening to this podcast. What if there was an angel that was put in your ear the moment he cuts you off, he said, hey, that guy who just cut you off? He's on his way to his only daughter's car accident where they just pronounced her dead.

Adel Sayegh [00:48:18]

Would we still be rolling down the window and shouting and giving him international ... Telling him what to go do with himself or would we be so understanding and just with our eyes just saying, I'm so sorry, I'm with you man, not a problem. The person that cuts you off, there was an angel that says hey, this guy is on his way, his wife just got diagnosed with terminal illness after 35 years and she was only given weeks to live.

Adel Sayegh [00:48:45]

Would we still want to roll down the window and tell them what we think? That cashier we come up to that is so rude and doesn't want to talk to us and you can just ... She's got an attitude. Sometimes we get the urge to tell her what we think, how she should do her job. Or maybe better yet, call her supervisor and say hey, unless you do something with her I'm no longer going to shop here.

Adel Sayegh [00:49:07]

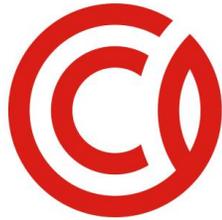
What about if that angel said hey, she's been betrayed by so many people that she's actually planning to go home tonight and kill herself. Would you still want to complain and tell her how to do her job, or call her boss, or would you want to engage her and just make her smile or make her day different or give her a compliment?

Adel Sayegh [00:49:28]

You make those choices, and if you come from a place in your heart, look, your first organ in your body, it's your heart, man. Stay true to your true north. If you operate from your heart, and I truly believe your heart ... It hasn't failed me, it hasn't failed you, and it hasn't failed anyone on the podcast so of course no one would be listening, but our hearts hasn't failed us and I ... If you stay true to your heart, and you invite ... For me, I invited the holy spirit and I'm not here to convert anyone from what their beliefs say, I'm just sharing my belief.

Adel Sayegh [00:50:00]

The minute I accepted the Holy Spirit, it's like I got a download and that's when I got my clarity. Having God in my life, he's my rock. He's what I fall back to on a daily basis. My life is



far from perfect. It doesn't mean I don't have bad days. It doesn't mean that shit doesn't hit the fan. It doesn't mean I don't stress out. But I don't dwell on it. It might last a minute, 2. And it's like a muscle, you condition it.

Adel Sayegh [00:50:26]

It's like going to the gym. You can't go to the gym and do one workout and expect you're going to have the perfect body. It's like a muscle, and the same thing here. If you train yourself to always default to your true north and stay the fuck out of your mind, because it will fuck with you all day long.

Ryan Moran [00:50:44]

And what do you say about tapping into and cultivating that true north? The reason I ask is because I've had glimpses of what you're talking about, Adel. I've had times where I feel so tapped in to love and compassion and service and that's me on my best day and I don't need anything. And I love speaking from that place and creating from that place and writing from that place.

Ryan Moran [00:51:15]

Everything that I do is intrinsically satisfying from that place. And I have days that I wake up and I'm like, fuck this chair, and fuck that wall, and fuck that hotel, and fuck that beautiful ocean. And fuck all that service and love stuff that I was talking about yesterday. And in those moments, I crave the glimpses that I had previously so much but I don't feel like I can find them. So, what do you say about cultivating that and building that muscle? I need that advice.

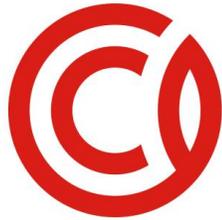
Adel Sayegh [00:51:52]

So I know you work out. I work out. I'm in a gym at least 6 days a week. And I realized one thing. If I want to have a great body, I've got to put good stuff in there. I can't just be eating junk. I've got to be eating healthy. So I have to put good things into my body in order for my body to behave good and feel good.

Adel Sayegh [00:52:17]

And the same is true with my mind. If I allow junk and if I allow shit and I allow fuck that wall and fuck that chair, and fuck this, and fuck this, guess what happens? You're going to have one of those fucking days. And if you come from a place of going to the gym ... Getting started is the hardest thing. Getting started is the hardest thing.

Adel Sayegh [00:52:41]



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But once you do, you're going to love the gym and if you can pair up with someone else to make your partner so when you have one of those days, fuck that day, fuck that day, they kind of pull you out and get you there, it's a great place to be. But for me, it's my morning ritual. Look, if you begin your place from a place of gratitude, your kids, your wife, your future, your business, things that you're truly grateful for, your mom, your dad, your brother, your sister, a friend, a companion, a pastor, someone that said something to you meaningfully, someone that gave you an opportunity or a break that made you who you are today or made you more successful.

Adel Sayegh [00:53:22]

If you start from that place of gratitude and a prayer where you're praying for them and you're just feeling so blessed that fuck this and fuck this will wind down. And it doesn't mean it goes away, but your ability now to jump out of bed and say, man, I'm so lazy, fuck the gym, I don't want to go to the gym. But man, when you're conditioned, what do you do? You still roll out of bed, you put on your shoes, you put on your workout clothes or your running clothes and you go do it and once you're in there, you're no longer complaining.

Adel Sayegh [00:53:55]

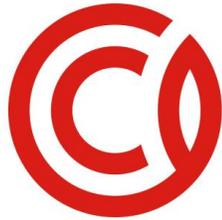
You've just got to get yourself out of the fucking bed. And most of us want to stay in bed and roll in bed and come up with a million excuses and your whole day, as a result, ended up the same way. Full of bullshit excuses as to why you don't want to get up. Oh, I'm too tired. I'm this, I'm this. Bullshit. You're tired only if you stay in your mind. Your mind is the one saying you're tired. Your heart is saying you've got to have something that pulls you.

Adel Sayegh [00:54:25]

And if there's one thing, the single most important thing to remember, the only reason sometimes we feel as awful as we do and depressed and shitty and fuck this, fuck this, fuck this is when we're making it about ourselves. It really is. And the minute you realize that this is so much bigger than us ... I mean, think about it for a second.

Adel Sayegh [00:54:51]

What is truly our purpose? What is our purpose? And do you know your purpose? Because if you don't know your purpose, it's like trying to go from California to New York without a GPS. You're probably going to get there but you may not be so efficient. And if there's any detours, it's going to really screw you up because you may be going north and no matter how far north you go you'll never get to New York, or no matter how south ... East you go you're not going to get to New York or no matter how far west you go you're never going to get to New York.



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Adel Sayegh [00:55:23]

And the reality is, that's what happens a lot is we don't have a destination in our GPS. What we need to do is understand what is that destination and plug it into our GPS, because that minute that destination is not about you and you make it so much bigger than you, meaning that you are fulfilling your purpose. What is your purpose here?

Ryan Moran [00:55:47]

Adel, I want to ask you because oftentimes when people think about the destination or the purpose, it's about the pursuit of something external and that's a false god.

Adel Sayegh [00:56:00]

Oh, absolutely.

Ryan Moran [00:56:02]

It's like we've established ... So, there's such a big difference between that destination of making the billion dollars and the destination of ... Well, help me describe it. How do you describe that real internal destination?

Adel Sayegh [00:56:21]

Absolutely. So, imagine getting out of bed. The example where some days you wake up and you're feeling you're on top of the world, you're so blessed, you're so grateful. And that day, fuck this wall, fuck this chair, fuck this ... What was the only difference? Why would you have a day like this and a day like this?

Ryan Moran [00:56:40]

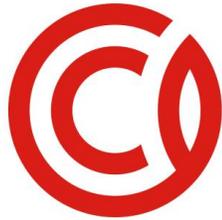
My perspective.

Adel Sayegh [00:56:41]

Yes, your perspective of where you're supposed to be, and are things on track, and are you ... Numbers are coming in. Are you getting great calls? Because it's about you. It's back about you and your ego and you trying to get to that billion dollars but the minute it's no longer about you ...

Adel Sayegh [00:56:55]

So if your purpose was ... If I was to ask you, why do you want a million dollars? What does a million dollars do? And I do a deep understanding and you said, look, the only reason I want a billion dollars is because I want to change the lives of this orphanage, not change the life of the



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world. There's this orphanage I pass by. There's like 6 kids. There's not ... Be just one kid and I am so committed to changing that kid's life.

Adel Sayegh [00:57:20]

I really want to do something with that orphanage. I want to do something with that person's life. I want to mentor young kids that don't have a father, don't have a mother, don't have an opportunity like I got and when it's that ... When you have something pulling you as strong as that, I promise you will never get out of bed saying fuck this chair, fuck this, because it's not about you.

Adel Sayegh [00:57:43]

Now it's about that orphanage that you want to save, and it's about that kid that you want to make a difference in his life. And I always say, you want to do something good? You don't have to get on stage and change billions of people or hundred million or a thousand people. All you need to do is just change one life because when that day comes, and God says well done my son, is he really proud of you? Is he going to say well done?

Adel Sayegh [00:58:06]

Because that life that you change, think about it. It's a domino effect. That life, that person essentially gets married, has kids. Look at the domino effect. And if you're going to be in eternity, you're going to spend eternity, don't you want to have a whole lot of friends? It would be so boring just to have a handful of people's lives that you barely changed or in some cases didn't change.

Ryan Moran [00:58:29]

But even from a non-Christian perspective, the internal satisfaction of making it not about yourself. I've never had a bad day when I was genuinely giving to somebody else.

Adel Sayegh [00:58:44]

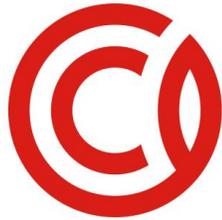
And it's so true. Look, honestly, part of me is selfish but it's like a drunk. The more you do, the more you want it.

Ryan Moran [00:58:54]

But it's a renewable drug.

Adel Sayegh [00:58:55]

It's a renewable drug and it's a great drug. There's nothing that makes you feel better than when you truly ... When someone walks up to you and just hugs you and says man, thank you



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for changing my life, or thank you for that great advice, or I really appreciate it, or 20 years from now says the words of wisdom that you gave me was more meaningful.

Adel Sayegh [00:59:16]

To Tony, I love Tony. I love Tony to death. I love him and adore him more now just because he had that conversation with me 10 years ago that who would have ever thought, and he gave me advice that I would attribute this as he saved my life. It was wise advice because when everything's all falling apart and says you have no other option, I went out and created options. And Tony talks about changing people's lives but we all could be Tonys. We all could change people's lives, and it only has to be just one.

Ryan Moran [00:59:46]

And it's been my experience that our own life experiences, our unique experiences shape what we perceive as important to us and then define our purpose. So, right now I see you as very on purpose, sharing the discoveries that you've made through your trials. And I feel very on purpose when I'm working with an entrepreneur who wants to give up and I can free them up to be able to create the change that they want to have in this world because that's my context for the world.

Ryan Moran [01:00:20]

Those are the challenges I went through. Those are the things that I wish that I had. These are the messages that you wish you had 25 years ago before you had to lose everything in order to get it. And so, our experiences, our context, our perspective is enough for us to have the purpose that keeps us going for the rest of our lives.

Adel Sayegh [01:00:45]

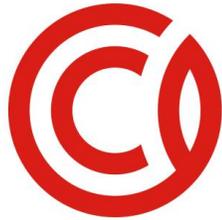
Absolutely. And listen, if your purpose is to make a billion dollars because you want to make a difference, you're going to do it but now you're going to do it on your terms. You're going to do it without getting out of bed saying fuck this chair, fuck this ... Listen, I truly believe, and honestly you've been around me a couple days, I've never in my life been this happy. I lost everything materialistically and gained everything.

Ryan Moran [01:01:12]

You did the opposite of what Jesus warned against, which was you lost everything and gained your soul.

Adel Sayegh [01:01:20]

So true.



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Ryan Moran [01:01:23]

Well, Adel, I'm so proud to introduce you to this audience. I can't wait to see ... What are you focused on now? The business ... I don't even know if that business still exists anymore.

Adel Sayegh [01:01:35]

It does not.

Ryan Moran [01:01:36]

It doesn't. So, what are you focused on for the next chapter of your life? You're at half time in your mid 50s, you're happier than you've ever been, you've got decades left. What do you plan to do from here?

Adel Sayegh [01:01:56]

Leave this place better than I found it. Every day I want God to be proud of me based on my engagement and people that I talk to. And I engage ... Sometimes it's a 5 year old kid that I'm sitting down and talking to and sometimes it's a 97 year old person that I'm gaining wisdom and learning about life. I give everyone my unconditional attention. I'm always present and sometimes I think that's ... The audience, I used to get stuck in ... I was so worried about the next thing that I wasn't even present.

Adel Sayegh [01:02:30]

Sometimes [INAUDIBLE 01:02:29] walk in, he says hey baby, how was your day, and she's telling me, I'm watching the TV, yay, go 49ers. Presence is so important and when you're present you're really present. We're talking about unconditional love and that is absolutely ... It's one of the most important things that I learned from all this.

Adel Sayegh [01:02:56]

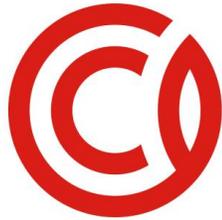
I met my wife, a week later we were engaged, 2 weeks later we're married. That was 25 years ago, 4 kids later. When you know you know. And it's far from perfect but we work on it every day. It's like going to the gym. It's like a muscle. And the more I give her unconditional love, meaning I expect absolutely nothing in return, the more she gives me something back.

Ryan Moran [01:03:22]

Amen.

Adel Sayegh [01:03:24]

And that would be my ... My words of wisdom is just come from your true north.



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Ryan Moran [01:03:33]

I love that word, unconditional. Unconditional love, love without expectation. Unconditional work, work without attachment to result. Can you be unconditionally happy? I love that word. Adel, thank you my friend.

Adel Sayegh [01:03:47]

Absolutely. And before we go, I've had the pleasure of meeting you just the last couple of days, and like I told you earlier, the gift that I was given, that awakening that I went through, the clarity that I have is my ability to truly see through people's soul. I could literally look at a person and see right through their soul. I, instantaneously from the day that God gave me this gift, I have not been wrong.

Adel Sayegh [01:04:17]

And I have to tell you, you are bar none. One of the most unique and special people that I have met and I mention this to you, and I don't know if I've ever mentioned it to anyone else, but you're truly greatness in the making and you just don't know it yet. You've done so many wonderful things, and I see the engagement, and you are so smart by the way. One of the smartest people I know. I'm impressed with you.

Adel Sayegh [01:04:51]

But when I look through your soul, you are truly genuinely a beautiful, beautiful soul that's caring and loving and want to make a difference in the world. And I know what your true path is. I know what your true north is, and I just want to say it is truly an honor to meet someone genuinely as beautiful a soul as you are because you're given a lot of beautiful talents.

Ryan Moran [01:05:17]

Thanks Adel. Appreciate that very much. Thank you.

Adel Sayegh [01:05:19]

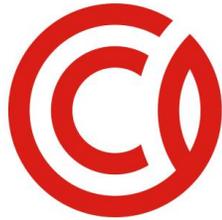
Absolutely. My pleasure.

Ryan Moran [01:05:23]

That's a wrap my friend.

Adel Sayegh [01:05:25]

Good one.



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Ryan Moran [01:05:26]

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Ryan Moran [01:05:53]

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