

Rachel: Thank you so much for being here, Michael.

Michael: Thank you, Rachel. It is a thrill for me to be talking to the Queen of the Internet.

Rachel: I don't know about that but I'll take it. Thank you. The intention behind Better Life is to show people that if they have a choice they can choose a better life. In that spirit, can you take a minute to share with us about some of the things that you are most proud of in your life?

Michael: Absolutely. I am most proud of having gone through 9,500 days of imprisonment. That's 26 years for those of you who aren't great at math and coming back to society with my dignity intact, ready to contribute, live as a law-abiding citizen and build a fulfilling life. I am inspired by you and I will continue working to prove worthy of this opportunity to share my story with your audience.

Rachel: Michael, I just adore you. I think your story is so fascinating. To get everybody caught up to speed, can you just tell us a little bit about how you ended up in prison and then how you decided to turn your life around while you were there?

Michael: Wow. That's a long story. I hope your show is long, but I'll preface it by saying that I did not end up in prison. I started in prison. In fact, I went to prison when I was 23 years old because I made some really bad decisions when I was 20. Back in 1985 I saw this movie, *Scarface*, some of the people in your audience may remember that movie and I thought it would be a pretty cool way to live. I was just a misdirected young man. I moved to Miami. I started trafficking in cocaine. I would purchase cocaine in Miami, have it shipped back to Seattle, and start distributing it. That scheme lasted for about 18 months, until August 11th, 1987 when DEA agents approached me and told me to put my hands up, so I did. I was indicted with the crime of leading a scheme to distribute cocaine and at that time in my life I wasn't really ready to start changing.

The only thing I cared about was getting out of jail. So I continued making a series of bad decisions by taking my case to trial, listening to what my attorney told me rather than working to accept responsibility and express remorse. As a consequence of my response to those charges, I was convicted by a jury and it was at that moment that I recognized I have to do something better with my life. This might sound a little bit crazy or fantastic, but after some prayer and then reading some philosophy and Socrates, I started to project myself into the future. I knew that I was going to spend a long time in prison, but I would think even back then, of people like you, Rachel.

I would think about law-abiding citizens, community leaders and say, "Is there anything I can do while I'm in here, anything at all, that will help me emerge from society strong? Is there anything I can do that would help me reconcile with society? Is there anything that I can do to kind of undo the bad decisions I made when I was 20?" And I came across with this three-pronged plan and that was plan was to work toward educating myself, to work toward contributing to society in some kind of meaningful, measurable way, and to work toward building a support network, because I felt if I could do that every day, I would have opportunities when I got out of prison. That was very important for me. So my transition or transformation really began at the earliest stages of the journey, right

after my conviction but before I was sentenced. So at that time I didn't even know what level of sentence I was going to receive. I had never been incarcerated before.

I was just sitting in a jail cell feeling the walls and the floor closing in on me, extinguishing my hope, but I found my hope in looking to the future and thinking, "Someday I'm going to come back to society and I am going to find a way to contribute and work toward building a better world and that [inaudible 00:04:07] -

Rachel: Oop. Michael, you just broke up.

Michael: It's what guided me through [inaudible 00:04:17] -

Rachel: Okay. I'm sorry, Michael. You broke up for a second. I heard you say you were going to work towards contributing to a better world and then it broke up.

Michael: I'm terribly sorry. I don't know where I broke up so let me just say it again. I had this epiphany when I was in the jail cell to want to emerge and come back to society strong, with my dignity intact, and I just executed this plan through every day of my imprisonment. There were 9,500 days but at the start I didn't even know how long I was going to be in prison because I had this transformation while I was still in the jail cell before I was sentenced. I had been convicted but I had not yet been sentenced and I just made a decision that I was going to spend every day working to educate myself, to contribute to society or to build a support network. That's what guided my transformation through my prison journey.

Rachel: I love it. You were initially sentenced to 45 years in prison, which is just crazy. Were there times while you were there, even though you had your plan, that you just felt like things were hopeless and, if so, how did you get through those times?

Michael: The hopelessness really began, I would say at the time of my arrest because at the time of my arrest I didn't have control of my destiny. I outsourced all of my decisions to my attorney and just was really going through the motions so I had no control of my life. But after that time that the jury convicted me and I started to accept responsibility and say, "I'm going to change," that's what restored my hope. I had mentioned just now that I had this three-pronged path that was going to help me. As soon as I started executing that path of working to educate myself, boom. All of a sudden I didn't feel like a prisoner anymore because I decided to work toward a college degree. Once I got into college, got into a university, I felt as if I was a college student and not a prisoner. After I got my first university degree or concluded my formal education while I was incarcerated, I began focusing my attention on publishing. Through publishing I was building a strong support network and I felt as if I were contributing to society.

That really gave me a lot of hope. So the short answer to your question is, yeah, I felt hopeless up until the time that I chose to control my own destiny and begin building my own life. So every day I felt empowered as long as I had a goal that I could work toward.

Rachel: It works for you because I had no idea that you earned more than \$1 million while you were in prison. You got married, you got two degrees that you talked about,

and then you got a job 17 days after you left prison, just ridiculous. I would love to just, I'm just curious from a how does this get done perspective. We can attack some of these one by one.

Michael: Yeah. I'm -

Rachel: First, sorry?

Michael: Go ahead. No, go ahead.

Rachel: So first, how did you earn over \$1 million while you were in prison?

Michael: So, okay. That's a great question and it starts back, because I could tell you I earned it initially through the stock market, but you have to go back further. I spoke about, for me it was always living a values based goal-oriented life. So the decision that I made at the very earliest stages of my prison journey were to work to educate myself, and as I educated myself, I really took myself out of the penitentiary and prison and put myself in society, learning how society operates, learning what I could do to prepare myself to function in society. So after I got my Undergraduate Degree and then my Master's Degree, I was in a PhD Program at the University of Connecticut and then a warden blocked me from completing the PhD so I had to shift my focus elsewhere.

That shift of my focus led me into publishing and into doing more work for the legal community while I was incarcerated and that led me to earning some financial resources, and I mean a minimal amount of financial resources. I'm talking about a couple of thousand dollars. But I had this change in my life back in the late 1990s, at the time that the Internet was just starting and I'd read about the Internet but I'd never had access to technology. So when I received my first couple of thousand dollars from earnings when I was in prison, I asked my sister to open a brokerage account for me and that led me to purchasing stock in some technology companies that were, at the time, the real movers in the space.

So I purchased stock in Yahoo and America Online back in the mid-1990s, just after they went public really and just continued to leverage those purchases using margin over the prison telephone, watching CNBC and watching these companies and reading The Wall Street Journal and reading The Investor's Business Daily. I educated myself on the Internet and although I couldn't access it, I really believed it would have a transformative effect on the world. I believed it would be more important than the telephone, television, and radio combined and I wanted to own a piece of it. Through the rise of the stock market I was able to leverage those few thousand dollars into bigger positions, and as the valuations of those stocks escalated, splitting, I would continue to borrow more using margin against my equity. And that's how I really earned a considerable fortune while I was incarcerated and it completely changed my life.

The money that I earned from the stocks, and I earned about, I hit a peak of \$1.2 million, I think it was in 1999. But what goes up goes down and that 1.2 million in Yahoo and America Online significantly deteriorated with market corruptions in late 1999. So I ended up selling those positions, paying my taxes, and setting aside some capital that would help me through the rest of my journey in prison. So I made that million dollars, I

think I was in my 13th year or 12th year of imprisonment, I still had another 13 plus years to go but those resources enabled me to launch new ventures while I was incarcerated and really transformed my life, which I'm happy to talk with you about if you care to know.

Rachel: Yeah, I think that's just incredible and to be able to just self-educate the way you were and not having to pay some big guru or anything like that, invest in high end coaching programs, but just you had this dedication that you wanted to learn something, make yourself better. That's just incredible to me.

Michael: Yeah. I think it's really what you try to teach, Rachel. It's just show people how to use the resources that are at their disposal, figure [inaudible 00:11:28] -

Rachel: Oop. Michael, you broke up again. Sorry, you broke, oh, Michael -

Michael: - you're achieving your goals.

Rachel: Michael, I'm sorry. It broke up again.

Michael: No.

Rachel: Yeah, you said, "I guess it's what you teach," and then it broke up.

Michael: I'm sorry. I was just saying it's exactly you teach. You teach people to make the most of the resources that are around them, to figure out a way to add value, set a plan, execute that plan every single day, and it was really that strategic, principled approach that got me through my journey and enabled me to do more than what people think are possible for somebody in prison.

Rachel: I love it. And then how did you meet Carol, your wife?

Michael: After the stock market era, I'd lost a considerable amount of money when there was a market reversal 1999 and I recognized I still had enough money to pay my taxes and set some money aside. So that's when I switched my focus more deliberately to publishing. I began writing [books](#) initially for criminal justice for scholars who were studying to be, to get into the criminal justice space, whether it was a probation officer or a correctional officer. I wrote a number of books that were used in universities. Through that writing, and I also had a website back then. It was [michaelsantos.net](http://michaelsantos.net). It's now [michaelsantos.com](http://michaelsantos.com), where I was publishing about my journey in prison.

Through all of that work Carol, my wife, learned about me and she learned about the work that I had been doing and she reached out to me with a very simple letter, an old-fashioned letter because although I had a web presence, I never had access to the Internet but I would write articles by hand, put them online and people would find me. So through that work, long story short, Carol found me, she wrote me a letter. That letter led to a correspondence and that correspondence led to a romance. I was in a prison in Fort Dixon, New Jersey. Carol was living in Lake Oswego, Oregon. She moved over to New Jersey to visit me first and then when we started our life together she moved to

New Jersey so that we could visit every day and then we really became a team through revenues that I would generate through my published writings in prison.

I could support my wife. I could pay taxes and support Carol. She even went back to school. She went to nursing school, became a nurse, and it was just all part of a plan and that's what carried us through my final 10 years of imprisonment. We got married in a prison visiting room on June 24th, 2003 and for the next 10 years, we just nurtured our relationship during our weekly prison visits. So we were never together in private and never able to do anything more than kiss under the bright lights of a prison visiting room but through the same principled plan we were able to build a love and nurture a love and really build an extraordinary life.

Rachel: Wow.

Michael: I'm very grateful.

Rachel: Unbelievable. So 17 days after you are out of prison you get hired from San Francisco State University as an adjunct professor. How did that happen?

Michael: It happened, again, from the seeds that I began sowing very early in the journey. I mentioned that I earned my Undergraduate Degree from Mercer University, a Master's Degree from Hofstra University, and then I began publishing books. I published a number of books that would teach people about the American prison system. I wrote a lot about it. I think it's the greatest social injustice of our time and I wanted to have a role in improving outcomes of the criminal justice system and so I wrote a number of books about prisons. I wrote a number of books that would show people how they could face prison and still come back strong, and as a consequence of that I built a very strong support network that included many universities from across the nation. So when I got close to getting out of prison, and I mean close, I mean a couple of years before I was being released, I had to think about where did I want to come back because I had no roots.

I could have gone anywhere. When you are in prison for 26 years, there is really no hometown. I had a, what do I call it? I had a relationship with Stanford University. They were using some of my books and a professor at Stanford invited me to come speak there when I got out and through that relationship I met people at Berkeley and then Berkeley at San Francisco State University. It led to a lot of media attention about me and then San Francisco State reached out and invited me to the campus. I thought I was going there to give a speech but they were instead offering me a position to be an adjunct professor and I taught a course called The Architecture of Incarceration, which was really showing people how our nation became the world's leading incarcerator and, more importantly, what we could do to improve it.

Rachel: Wow. Just insane. I had a question. This is kind of coming out of left field but I'm curious now as you were talking because you were saying after 26 years you don't really have a hometown and I read in other books, like I read [Orange Is the New Black](#) forever ago. I don't know if you read that.

Michael: I'm familiar with it. I haven't read it.

Rachel: It's a girl who is in jail for a year for drug laundering also, I think, and she talked about how a lot of people, like jail would become really familiar to them and so they would get out, not really be equipped with ways to handle the outside world, and so they would do whatever they had to do to get back into jail. I'm curious. For you, do you ever miss being in prison just because you are so used to it?

Michael: I'm not used to it. Every day that I was in prison, I was obsessed with focusing on success and how I could come back strong. And when I walked out of prison I had more than \$100,000 in the bank, I was totally stable, and I was just obsessed with building my life in society. So I taught for a year at San Francisco State but I also was simultaneously creating programs that would teach other people in prison how to emerge and function in society as a law-abiding American and function in society so they could live a life of relevance and meaning and contribution. That's still what I am doing, but no. I do go back into prisons but when I go in there it's really to show people inside who live without hope what they can do to come back successfully. One of the central points of my entire message and story is that adversity is something that we all face whether we are in prison or not. A lot of people who lose their jobs or people who are unhappy, people like [inaudible 00:18:34] -

[blank audio]

- you describe about the people who -

Rachel: Michael, I'm so sorry to interrupt you. We got cut off again.

Michael: You want me to start from scratch?

Rachel: No, you don't have to start. You were saying about how, I don't remember the sentence right before. You were talking about resources that you had.

Michael: I was just looking for ways to contribute to society and I believe that imprisonment was just the context of my story, but the reality is all of us as human beings face struggle and challenge. There is a pattern to break through and I'm obsessed with trying to show people how we can face a challenge, but with a disciplined plan we can overcome it. That's what I strive to teach.

Rachel. I love it. You were in this, almost like a time machine for 26 years. Things changed a lot from 1987 to 2013. I know that you were saying you were watching NBC, you were learning about the Internet, you had your money in the bank, you had your wife, you had different kinds of things to support you. Were there other like mindsets or mantras that you were keeping in mind to adjust to life outside?

Michael: Yeah, I used to project into the future. What I'm I going to need? What will help me become most successful? What will help me return to society with my dignity intact ready to hit the ground running? So I would do everything with a purpose. When I would read books, I mentioned earlier how I got involved in the stock market. It was because I educated myself on the stock market. I had to educate myself on technology so I learned a lot about how Google operates, how WordPress operates, how people have used the Internet in a manner that will help them build their own careers because I really

believed I would have to build my own career. Just by learning as much as I could, I came back to society and immediately began working to build this career around my journey using the web.

I just stayed focused on learning as much as I possibly could. That kept my spirits high. It gave me a high level of confidence and it allowed me to come back to society and continue or resume the same pattern that got me through prison to become successful in society. Within weeks, I persuaded a developer to finance me on my first piece of real estate purchase. I've since bought another piece of real estate and have been just really building this career. I've only been out for 18 or 19 months but every day is a thrill and I'm just grateful to be alive. I'm very passionate about what I do and just feel grateful for every opportunity that comes my way, including participating on your program.

Rachel: It's so amazing to have you here. This actually leads me to a whole new question. You're saying you're passionate about what you do. Is passion something that you think you create or it just kind of comes from you?

Michael: I think we all can be passionate about something. What we have to do is really find this piece in our life of what's going to make us happiest. What makes me happiest is showing other people how to find their passion, inspiring people to believe that regardless of where they are today, if they can visualize a plan and then execute a plan, they can become something more. To the extent that we empower ourselves, we will always feel stronger. Every day I wake up early, I go exercise, I resume my work of either speaking or teaching or writing, and because I feel as if I'm contributing to the making of a better world, I feel incredibly grateful and passionate.

I think that everybody has that opportunity and when we live that way, we are always smiling, we always feel whole, we always feel connected to other people, and we just strive to do more and more and more and it rejuvenates us. It keeps us young. It keeps us filled with a love for life. That, I think, is within every one of us and so it's my job to try and inspire people to find their passion and create plans and then execute those plans so they can go and achieve the goals that they want to achieve.

Rachel: Awesome. So for people who come across you and maybe they're thinking you were in prison. You didn't have other things that were like taking away your attention. What would you tell them, for those people who want to better their lives but feel like they are too busy or they just don't have that kind of set up that you did?

Michael: I'm sorry, Rachel, that time I lost you. Could you repeat your question?

Rachel: Sure. I was saying, for people who might be listening to you and feeling, Michael, you were in a prison. You didn't have other things competing for your attention and maybe people have families, busy lives, all this stuff. What would you say to them, for people who want to make their lives better but they just feel like they have too many things going on?

Michael: That's a great question. I teach this course about the importance of identifying the values by which we profess to live. If we can begin from that standpoint, like in my case I said that the initial values that were going to guide me was a commitment to

education, a commitment to contributing to society, and a commitment to building a support network. Those became very important to me and then I set clear goals within each of those categories. So if somebody is outside and they have got family and they have got responsibilities and they've got obligations, I would urge them to do the same thing.

Sit down and figure out what are your highest values? What are the values by which you profess to live? And then set clear goals within each one. And once you've done that, that's like the prerequisite that's necessary to launch you onto the next phase of your life. That's saying, "I am going to create this plan within the structures of my life and I'm going to execute that plan, understanding that the decisions I make tomorrow are not the same decisions that I'm going to be making next year, but these decisions are going to lead me to where I want to go." It's all about incremental steps. We've got to take incremental action steps just as [inaudible 00:25:08] -

[blank audio]

Rachel: Mama mia.

Michael: This is a pattern [inaudible 00:25:19] -

Rachel: Michael, I'm sorry, it got cut off again. You said we have to make incremental action steps and then it cut off.

Michael: We have to take incremental action steps that are going to take us where we are today to where we want to be tomorrow. That's what empowered me through prison. It's what empowers me out here in society and I'm absolutely convinced that any individual can use this same strategy to achieve a higher level of performance and optimal health and advance their career, advance their marriage, advance their fitness, every area. I just really believe to the extent that you can feel passionate about what you are doing, your life is going to be better.

Rachel: I love it. Now something else I've been curious about. A lot of us have a fear of being judged by other people. In your specific circumstance, I could see where people might hear that you were in prison for such a long time and maybe write you off as a bad person, somebody not to be trusted or something like that, and that would not be easy to deal with it, especially given the huge mission that you have now. I'm curious, have you had to deal with that at all?

Michael: Yeah. I really live my life how I want to live my life and I do it on my own terms. I can tell you a quote that I can try and paraphrase, maybe not as eloquently as when I read but it's kind of interesting. It was a story of Stephen King, the famous American author, or rather James Patterson, another famous American author, and he was asked a question. It said, "What do you say, James Patterson, to writers like Stephen King or other famous writers who say that you are not a great stylist. You are not a great author," and James Patterson said, "Well, I guess I'm not a great stylist and I'm not a great author." He said, "Look, there's always going to be millions of people who don't like what I do. Fortunately, there is a few million people who do like what I do and I can earn a living doing what I'm happy about."



That's the way I feel. There's always going to be people who don't like me because I made bad decisions when I was 20 years old but fortunately there's going to be people like you, Rachel, that I can still connect with and come back and be strong and I feel great about that.

Rachel: I love it. One of the projects you've been working and with your podcast, [Earning Freedom](#), which is a great podcast, is to get your podcast into prison systems so that other prisoners can have hope as well. I'm curious how that's been going for you?

Michael: It's going awesome. In fact, I've got relationships with The Washington State Department of Corrections right now and the State of Maine Department of Corrections and they are going to allow me to put my podcasts on mp3s. They will load them onto the prison's intranet and then more than 10,000 people in those prisons will be able to [inaudible 00:28:13] -

[blank audio]

- find inspiration [inaudible 00:28:22] six years in prison [inaudible 00:28:24] -

Rachel: Michael, I'm sorry, it got broke up again. You were saying that more than 10,000 people and then it broke up.

Michael: More than 10,000 people in those prisons will have opportunities to find inspiration through my daily podcasts. I either share strategies that got me through 26 years in prison or I interview other formerly incarcerated people who emerged successfully and I talk about what worked for them or I interview leaders like you who talk about building great businesses and we can learn from people like you on what we can do with the resources that we have available to us to start positioning ourselves for success. So I am very optimistic that over the next few months I will enter into additional prison systems and get hundreds of thousands of people learning and growing and becoming better Americans. That's my goal.

Rachel: I just can't get over how unbelievable this is, Michael. You've been out 18 to 19 months and to have all the things going on. Going on your [website](#), you do the keynote speaking and you had a job already with the adjunct professor, and now you are getting in front of all these thousands of people, which is not easy to do. Are you still working off of your three-step principle or do you have some kind of new mantra or conviction or something that just kind of guides you?

Michael: I do. In fact I'm taking a lesson off of your play book and I have created a mastermind program and what I do is I not only talk. I spoke about the first prerequisites are identifying values and setting clear goals and then I talk about what happens next. After you've done that, you've got to execute the plan and there's a principled way that I've found that works for me, and the first, I call it [the straight A guide](#). We all want to get straight A's. What is the straight A guide? It's the first A is you've got to have the right attitude. Attitude I define as 100% commitment to success to the extent that you commit once you identify your values and you've set your goals, you've got to make 100% commitment to hitting it.

Number two is aspiration. You got to be able to identify what success looks like so you aspire to something great. To the extent that you visualize it, then you can take the next step in the straight A guide and that is action. You've got to take incremental action steps. Then the fourth A in this program is to develop and design our own accountability logs so that we can measure our progress and keep ourselves accountable in accordance with timelines and defined metrics. Then the fifth A is really awesome because it is about a [inaudible 00:31:02]

[blank audio]

- awareness.

Rachel: I'm sorry, Michael, it broke up again. The last thing you said was the fifth A is really awesome.

Michael: Yeah. The fifth A is really awesome. It's called awareness, because awareness, if you are living this deliberate path, you become aware of opportunities that are all around you, but simultaneously the world and the marketplace becomes aware of you and they have a vested interest in wanting to learn from you and invest in you and grow with you. Just like you. Right now you are talking to me. You are talking to me because I became aware of an opportunity of getting myself, figuring out a way to get myself in front of you and now you are helping me connect with your audience and so it's this cycle going on. The sixth A is achievement. We celebrate every achievement. I can tell you that I will be celebrating this incredible achievement of speaking with you again today.

Finally the last A is appreciation. You express your gratitude for the blessings and the opportunities that come your way and I absolutely have to say I express my appreciation and gratitude to you, Rachel, for giving me this opportunity to share my story with you.

Rachel: Oh, man. We have so much mutual appreciation. I'm so happy you are here. I can't say enough just how excited I am to talk with you, how motivational you are, and how much people are going to be able to get from this show. It's just unreal and from your story.

Michael: Someday I hope to work with you, Rachel, because I consider you a great inspiration and I wasn't kidding when I said you are the Internet Queen. I've learned a lot from you and I continue learning from you.

Rachel: Thank you. One thing I'd love to cover for people is, what is something that you feel like people don't share about improving yourself? Maybe it's just not sexy or it's not like a magic button and people don't want to hear it.

Michael: I think that in my personal case, it is some of the challenges that I face in the sense that I was separated from technology for a quarter century and people may not want to hear the challenges that I face in having to learn Twitter or having to learn how to build my social brand or how hard I have to work to try and catch up. I don't know that people want to hear about that. They look at what I am doing and some people will say

I'm lucky, but they don't realize that it's really just work. Everything that we do is really a reflection of our commitment to a pursuit of excellence. I am always striving to become better, to prove worthy of the people who've invested in me and who choose to interact with me. When a man serves 26 years in prison, there is an enormous amount of gratitude within me, and I -

[blank audio]

- I feel very [inaudible 00:34:07]. If I wasn't clear then ask me again.

Rachel: Oh, no. You were clear but you actually got interrupted. I don't know why we're having such a funky connection but the last thing you said is when a man serves 26 years in prison and then it broke up.

Michael: When a man serves 26 years in prison, he is grateful for every day, for every connection, for every opportunity. For people who take life for granted, who don't know how to smell the flowers and appreciate the sunshine and really just enjoy the warmth of being a human being, they might find that a little bit corny, but for me every day is an extraordinary blessing and I try to live that way, showing that appreciation for life every day.

Rachel: I love it. Do you ever have moments where you just don't feel inspired or you just kind of want to like get back in bed?

Michael: Actually, no. I feel like there's a sense of urgency to my life and I have to work really hard to seize every advantage that comes my way so I never lose a moment. I haven't had a day off since I've been released from prison. I work seven days a week and many hours every day because I just don't want to miss a moment of this extraordinary journey.

Rachel: Wow. How is Carol with that? Is she okay, I mean I guess she is okay that you are working a lot, huh?

Michael: She is awesome. In fact, together we are achieving a new milestone that's going to really, in a couple of weeks she's going to graduate with her Masters of Science in Nursing. When she came into my life, this was a plan that through all of my earnings I would put her through school so that she would have a great career and while I was incarcerated she went through every stage of first becoming a certified nurse's aide, then going back and learning algebra again and all those prerequisites so that should get into nursing school, and then becoming a licenses vocational nurse or a licensed practical nurse, and then a registered nurse, and finally now she is going to graduate with her Masters of Science in Nursing and that will make it possible for us to really enjoy life a little bit more.

The truth is, she's been working as hard as I have been working since I've come back to society. Now that she graduates, maybe we'll be able to have a little bit more time together. But for me it's not work, Rachel. I love what I do. All I do is I write and I teach and I talk and I speak. I just got back from a tour, a 12 day tour where I was in Washington D.C., New York, and Minnesota. So now I'm catching up and doing follow-

up for all of that, and I produce a new podcast every single day so how much better can it be?

Rachel: Oh man, you are just spectacular. Thank you so much. I think this has been so enlightening. I can't sing your praises highly enough. Can you let people know where they can go to find out more about you?

Michael: Yeah, [michaelsantos.com](http://michaelsantos.com) is the easiest place. I'd love for them to get signed up for my newsletter and share stories. I'm also on iTunes. I'm [Michael@michaelsantos.com](mailto:Michael@michaelsantos.com) if anybody wants to connect with me personally but I'm totally transparent, totally eager to help, totally inspired by you, Rachel. And I will always work hard to prove worthy of this incredible gift you've given me of being able to communicate with your extraordinary audience.

Rachel: So my pleasure and just so everyone knows, Michael's podcast is called [Earning Freedom](#). So you can just do a search for "Earning Freedom" and find that great podcast there. All right, thank you again, Michael.

Michael: Thank you so much, Rachel. I look forward to shaking your hand in person some day.

Rachel: Me, too.

## Want More?

If you liked this, there's plenty more where it come from. Let's stay in touch!

We can connect in any of these places:

Main website: <http://www.RachelRofe.com>

A Better Life Podcast – where these transcripts are taken from:

<http://www.rachelrofe.com/podcast>

Rachel's books – Learn new ways to improve your life:

<http://www.rachelrofe.com/booklist>

Twitter: <http://www.Twitter.com/RachelRofe>

Pinterest: <http://www.Pinterest.com/RachelRofe>

Facebook: <http://www.Facebook.com/RachelRofe>

Instagram: <http://www.Instagram.com/RachelRofe>

YouTube: <http://www.YouTube.com/RachelRofe>

And as a thank you for checking this out, I'd be thrilled to give you a copy of my **favorite** time management tool. It's normally \$97 and can add a mind-blowing amount of productivity to your day.

Sign up to that here: <http://www.rachelrofe.com/ablgift>

## Review

If you liked this podcast and you wouldn't mind, I'd *\*love\** if you could take a minute to leave a rating, review, and subscribe on iTunes.

Your doing that will help me to continue to publish more and more podcasts that will hopefully help you.

Learn how to rate, review, and subscribe by going right here:

<http://rachelrofe.com/subscribe>

*Thank you in advance!*

I really appreciate you.

With love,  
Rachel Rofé