



Podcast Episode 231  
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## “How to Actually Get Your Teenager to Talk to You”

**David Loy:** Hi and welcome to *In the Loop* with Andy Andrews, I’m thrilled to be your host David Loy. I was thinking this morning that intro was always the exact same so I was trying to figure out a way to change it up, spice it up, do something a little bit different.

**Andy Andrews:** I know. I just got through listening the audiobook, I’m Andy Andrews by the way. I got through listening through the audio book of Stan Lee.

**David:** Oh yeah,

**Andy:** Marvelous, incredible something like that, you know. And it’s an awesome audio book. And we could take a cue from that audio book for your, because he’s the guy who invented Spiderman, The Hulk, all the stuff, you know. We could take a cue from his audio book as to how you could be introduced on *In the Loop*, dan dan daaaan, *In the Loop*, appears David Loy.

**David:** I need my own hook. That’s what it is, that’s really good. That guy has done so many things, and he’s the one that always makes a cameo in all of the movies. That’s pretty cool.

**Andy:** Yeah, he talks about that in there too. It’s funny because in the audio book, he’ll do several of the cameos, he’ll say, I’d like to recite my lines from Iron Man 2 and he’ll go, what, I’m sorry. And that’s it.

**David:** That's really good. And you, we talked about this recently but you and the boys had a special opportunity to be at some studios recently.

**Andy:** Yeah, The Pinewood studios, where, the Pinewood is the one who has done all the Bond movies and then they have studios now in Georgia, in the woods. It's like in the middle of, I mean, it's a cool place. And there are stuff being built around it but it's unbelievable. And so Marvel has kind of taken it over. And they did Ant Man there, and they did the new Captain America that's coming out this summer.

**David:** The Civil War.

**Andy:** Yeah.

**David:** That's really cool. And you said that Austin and Adam just loved it.

**Andy:** Oh yeah, they're doing The Guardians of the Galaxy second thing now and

**David:** That's really cool. That reminds me, somebody was asking us recently, everybody's always asking you how your boys are doing, how Polly's doing but somebody asked me recently, how is Sporty Citrus going, for Austin. So give us a thirty second snapshot on how.

**Andy:** Oh, you know, this is the time of the year that Sporty Citrus really. I mean, Austin's like, ok, dad, I'm gearing up. Because it is, it's springtime and this is the time that he does some planting, he's got a lot of clients. And man, it was so cool this year, in the winter time, there was this Citrus Symposium, and of course he's the only kid there at this thing. And he's out of school so that he could go to the Citrus Symposium, with all these PhDs talking about it. But man he has learned

so much and the container thing that he does, where he teaches people all over the country how to grow citrus in these little pots, little containers for their families. So he's got some clients in Canada and Minnesota. So it's really, really neat. And I appreciate all the listeners of *In the Loop* and encouragement that they give Austin with that because all of them have done the pot plant.

**David:** Yeah, absolutely. Well and I was going to say, that for those of you that might be new to *In the Loop* or if you haven't heard those episodes previously, Andy's sixteen year old son, I guess three years ago now, started his own business, it's called Sporty Citrus. So go to [sportycitrus.com](http://sportycitrus.com) if you're interested in learning more about that. We actually have done a couple of episodes of *In the Loop* with Austin. I believe those are episodes 182, I know it's 182, there's a couple of more in there somewhere. Maybe 183, I guess was the following one as well. But go back and check those out. But Andy I guess this kind of leads us to today's question, you've talked a lot about Austin's journey, as starting his own business. And how unique it is that he, here's this teenager who's not doing the same things that his friends are doing. But he has decided to go this other route. But this is not a new philosophy for you, you're not just experiencing a teenager starting a business for the first time.

**Andy:** It's not a new philosophy for me but the ability to understand and explain it, as fully now, is kind of new and certainly evolving.

**David:** Well I think someone heard you saying recently, I can't remember was that in an interview or at an event, but somebody recently heard you say that all kids should start their own business at some point. So I was going to see if you would elaborate on that, why is it that you think that might be the case?

**Andy:** Yeah, I really believe that. And I had a conversation and you know me David, Bill Gaither said, that I am a dot connector. I keep going back to that because I think, I guess that's true because you asked me one question and I immediately go a dot that I, some other dot. But I had a conversation the other day with people that I just hugely admire and that's Joe Bullard and his son Ty Bullard. Now Joe Bullard is Joe Bullard Automotive. Down on a Gulf Coast, they have Jaguar and Cadillac and Infiniti, and just on and on. And so it's this kind of, I tease Joe, you have an empire. But Joe is second generation, his dad started, he had one Oldsmobile dealership. And then Joe eventually took over. Well Joe is kind of a big brother to me, he's not old enough to be my dad but he's a big brother to me and certainly just a huge source of wisdom for me.

And so I've talked to him and Polly and I watched Ty grow up. Well Ty is 31 now and has recently taken over the reins of Joe Bullard Automotive. And of course this wasn't just like boom, now you're in because you are. I mean, he had to really, really earn his stripes in a way that I think a lot of the people work here had no idea. I mean, Ty started washing cars first. And I went over there one day, several years ago and he's all greasy and coming out of the service department.

**David:** Well it's not like he did that for a couple of weeks, didn't you said Ty did those jobs for years?

**Andy:** Years, yeah years. And so in any case I was talking with them and Joe said or Ty said, I asked him, what's the smartest thing your dad ever did. And he said, well I know the answer to that right away. Because years ago, he said, my dad was so involved in stuff, like the city council, all these kind of stuff, that some big, huge person in community is involved in. And he said, my dad, put that aside. He said, I need to be with my son and my daughter. I need to be here with my family. And it occurred to me as I looked long-term, which most people can't manage to think

long-term. Ok, it occurred to me as I looked long-term and I talked to Ty who has not only taken only this empire now but has expanded it. It occurred to me that while Joe, 20 years ago made this decision to not be involved in so many community things, that a lot of people would say, man, I know you're doing this for your family but that's going to hurt your business. It's kind of, you can't do both so you're choosing your family over business and so good for you. But you know what, you could look back now and choosing your family over business, so good for you. But you know what, you could look back now and you could make a case that if Joe's goal was to continue to expand his business for generations, then you could make a case that the best thing he could ever do to continue that business, was to step back from that stuff and spend time with that kid. And so this idea of a child having his own business, and I did say, I did say that several times recently that I believe that children should have their own business, that parents should kind of gear that up.

Now here's why. Another dot, I have had a lot of parents of teenagers that will comment to me, gosh he just doesn't talk to me. Or I can't get a conversation with her or that I just get these one word answers. And the typical response to that by people is, well, that's just a teenager, that's just a teenager, ok. But I understand something in retrospect now that, you know how you look back and go, well I know what I did wrong but you can also look back and go, oh, I know what I did right. Now if you do know what you did wrong, it is important that you figure out why that happened so that you don't repeat it. But people don't ever ask why on the good things. And so if you did something right, it's important to figure out why that worked as it did so that you can repeat it and help other people accomplish it, ok. And so one of the things, one of the huge benefits that came of us prompting and encouraging Austin to have his own business was that he talks to us, alright.

Now I want you to think about something, this is something that I did early on, this is something anybody can do with their child. I tell people now, in fact a lady came up to Austin and Adam and I, Polly was somewhere else and we were eating pizza in a place, in Foley, place called Portabella's. If you're ever down in our area and you're going through Foley, Alabama, this little bitty place in midtown Folly, called Portabella's, the best pizza, the best Italian food, it's unreal. And so we're in there and some lady comes over to our table and says, I just have to say I am so impressed with how these boys seem to, she said, young men, how these young men seem to be engaged and talking with you. I see so many young people that are on their cell phones or they're just sitting and reading a book, or they're just sitting, looking bored, while their parents are at the table. But they're engaged with you. And so when people say to me, gosh my kid won't talk, my first thing that I think is, we put Austin and we're putting Adam, we put Austin in a position that he had to talk to us. And people say, well what does that mean? Well, from the time Austin was 12 years old, he knew we're not buying him a car when he turns 16. When he turns 16, whatever money he has, that's the car he's going to get. And that may have been kind of, he may have thought we were kidding at first but by the time he was 13, I mean, he was aware that he was going to have to buy his own car. Now at one point he came to me and he said, dad, when I'm 16, when I buy my car, I said, right. He said, how do I get the money, what do I do? You understand this is a 13 year old and I'm so excited. I mean, I didn't have a car, my family, I mean, let me tell you how dumb I was. My family could not afford a car for me and nobody ever thought to say, well, you know, you can start a business or you could go do this for money, nobody ever even, nobody even said, how you could buy your own car. And how dumb I was, I never thought, yeah I guess I can. And so, anyway, Austin says, so dad, how do, what do I do, how do I get the money? And I said, Aus, there's three ways. There are three ways that you can have them, you've got three years and really two and a half at this point. I said,

there's three ways you could get the money. One is, you can save the five-dollar and ten-dollar bills that you get from people for your birthday. Aunt Barbara sends you some, and Mary Ann and Tyler send you, so you can save that. And so then in a couple of years, you might have 3 or 4 hundred dollars. And you can buy a 3 or 4 hundred dollar car, ok.

Now the second way and this is the way most people do it, you can get a job. Now you can't get a job until you're 14. You can save a little money doing odd jobs and stuff, you can't get a real job up to you're 14, in Alabama. So let's look at the calendar here, there's, that'll be two years to work, if you manage to work 40 hours a week. Now you can't because it'll be a part time job but just for the sake of the math let's figure this out. If you manage to work 40 hours a week for two years and 52 weeks a year and no breaks, no nothing, and you don't miss anything, you're never sick. Now it'll be minimum wage, ok, so there's the minimum wage number, there's the number, that's the number that in two years, that's what you'll have for a car, that's the second way.

Now the third way is a little more up in the air because it's going to be kind of up to you and that is you start your own business. And the way you do that is you figure out how to create value for other people and the more obvious the value is, the more business you'll have. And the more obvious the value is and the easier you can prove it, the more money you will make. And now alright, think with me David, here is why I laid that out like that. Number one, I laid the first one because I knew that ain't happening. And I wanted him to understand, alright, we're thinking of everything. The reason I laid out the job versus the business thing, is because I knew, I knew that I desire close relationship with my son. Polly and I know that as important as school is, the way our boys end up as adults will have a lot more to do with the time they spend with their parents and the friends that

their parents have as adults, then it will anything else. And so I don't want to get to the teen years and have some, have a hard time communicating, right.

So I know that if my son gets a job then his boss is the go to guy. And whoever the boss is, that's the go to guy. That's the guy who says whether he can go on vacation, that's the guy who says whether he can go fishing with his dad. And that's the guy that when his dad tells him something, he says, well my boss, he let's us do it like this. And dad say, ok, well, here's what we want to do. Well my boss says that the better way to do it is this. And you know, the kid's got a job and so you can't say, well your boss is an idiot, you can't say that, alright. And so you're already, you're in second place, whether you like it or not. Man that's just a fact. And I'm sorry, I don't mean it to sound bad but it's true, ok. And so I knew that the other way, having a business, I'm the go to guy. Polly and I, we are his only source. And with half a brain, Austin figures out very quickly that with a business of his own, there are so many variables, it really is up to him as to how much money he makes. And a lot of things have to do with it, ok. And so because it's his business, it's his soul way he's gonna get a car when he's 16, you can bet the kid wants to maximize everything he can possibly do. Now here's what I'm saying, is, it also becomes a way of very easy discipline or very easy guiding somebody without having to put the hammer on him, ok. I mean, if there is something that Austin came dressed a certain way or talking a certain way or looking a certain way, then, I could say, hey, go back in your room, put something else on, you're not going out of the house looking like that. Well everybody else dresses like that. I say, well that ain't happening in my house. Because see, I'm able to say, hey Aus, and truly I only had to do this when the kid was 14, to be able to say, hey Aus, I know where you want to go, I know where you want to live, I know what kind of car you want to get, I know what you're working to do, and so just understand that your clients with Sporty Citrus, if you look at your client base, there are

people who own their own homes, because they have these citrus trees, right, that you're managing. And these clients are, they're generally 45 and up ok. And so think about what they're comfortable around, ok. How are they comfortable with people being dressed, what do they respect? Because if you dress in a way that they don't like, that means less money for you.

**David:** Because there's a direct correlation.

**Andy:** And so I don't have to tell him, you don't dress that way, I just say, hey do you want this kind of car or that kind of car? And curiously, it has to do with how you act.

**David:** Well I think there's a lot to be learned here for everybody who's joining us that there's really a lot to be learned for kids, is what you're saying.

**Andy:** Can I say one more thing? And I know you're looking at the clock David but why should kids have their own business, I could talk about this forever, I mean, I am so passionate about this but I found so many reasons. And here is a huge reason. You want them to be prepared for adulthood. You want them to be prepared for adulthood. And so many people feel like, an education, that is the key, that is the key. Well you know what, that is true, it's not the truth but it's true. An education is the key but the truth has to do with, an education in what? See, a lot of the problem with our schools right now is not necessarily that they lack money or anything. This is what the politicians will tell you, we got to have more money, we got to put more money in education. Look, they didn't have more money in education in Alabama my entire life, and we're still 48 or 49, whatever it is. But you know, if you have a church, you have a horrible church where the pastor's misbehaving, the church is hemorrhaging people. And somebody says, gosh, it's a shame, that church is so bad. I'm gonna give them a million dollars.

Now you've got a bad church with a million dollars to spend, ok. But it didn't really help there. The challenge is, what are we teaching, alright. And so I knew this very quickly, listen to this. This is a huge reason kids should have their own jobs, or they should have their own business, they should have their own business. Much better that this child struggle with something like that when they have your umbrella, alright. And they will be prepared for adulthood. Ok, well what about school? Yeah, school's important but we are requiring, I want you to think about this in your town, in your area, we're requiring a generation of kids to do more than we did, kind of in the math department, alright. Now you took geometry right, David right? You take algebra 1, algebra 2?

**David:** Yes.

**Andy:** How many geometric proofs have you done lately in the grocery store?

**David:** Praise the Lord I've done zero.

**Andy:** But you know what I'm saying, I mean, how much algebra 2 do adults use and yet we all had to take it. I want to tell you something, right now, we've got a nation of teenagers and baby they can do some algebra. They can do the algebra. They can't balance a checkbook, right. I mean, you couldn't take them down to the store and say, ok, I want you to do the books for the small business. They can do the algebra though. And so I'm saying, we as parents, while the world is pushing us to educate our children at the boundaries of stuff they might not use, they're ignoring the obvious. As parents we have to educate the obvious. You want your child to understand how to vote? Well you better educate him on economics, ok. Most high schools in Alabama, most high schools that I see, now, a lot of them have dropped that. I'll tell you what's next to go? It's history, history is next to go. And the reason I know that educational systems don't really take history

seriously, is because you go in any high school in America and for the most part is the coach that teaches is.

**David:** It's the filler subject, yeah.

**Andy:** Right.

**David:** They've got to fill the void somehow. So in any case we need to be involved and that entrepreneurial effort, teaches like nothing you will ever find anywhere else.

**David:** That's terrific. Well again if you haven't checked out Austin's business, I will take the opportunity to plug it, sportycitrus.com, make sure that you go look at that. Just to learn about what he's doing and who he is, turning into an outstanding adult at a very young age.

**Andy:** And let's play a trick on Austin. I can do this because I'm his dad, alright. But on that pot plan, the container plan, where you grow them in containers, I think it's 49 dollars and you just do [Austin@sportycitrus.com](mailto:Austin@sportycitrus.com), tell him where you live and what citrus that you're interested in doing, and he will do, as a personal consultation, I don't know, it's like 12 to 15 pages with pictures, how to do it. No matter where you live, you can grow it at your house. What an awesome family project, great Mother's Day present, Father's Day present, whatever. But in any case, it's 49 dollars on the site. When you email him, say, your dad said that because we listen to *In the Loop*, that you would give me a 50% discount.

**David:** That's great, this is our own little coupon.

**Andy:** Yeah, he'll be fine, he'll laugh.

**David:** That's good. Alright, we want to hear from you as well. What businesses have your children started or what business did you start when you were younger? Loved to hear from you.

**Andy:** What did you learn from?

**David:** Exactly, what was the lesson that you look back and say, well that is become invaluable in my life. Send us an email to [intheloop@andyandrews.com](mailto:intheloop@andyandrews.com) and Andy and I will get a kick out of reading those. Might even read a few of them on the air on a future episode. Alright Andy thanks for your time, we will talk to you next week.

**Andy:** Thank you buddy.

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**Would you like to run something by Andy? Contact us and your question might be featured on the show!**

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