

## GDL Jonathan Pach

Welcome back to No I'm just kidding Welcome back Good day live I am Kyle Michelle had to step out I have the guest the man of the hour Mr Johnny Pack How are you doing guys Look at the reception that how are you doing How are you doing it Like Johnny Cash you know like cash just to you know pash means kiss in Australia So you had a challenge for us today I absolutely OK F out right now Let me know what it is what it is Yeah So for the viewers back home I said hey let's do a little something different So I'm obviously from London the UK I'm going to talk in an American accent I don't know which state that's gonna cover Kyle is gonna be a Cockney Londoner a Cockney Londoner Hopefully And I'm I'm gonna be Johnny Pesh from Ohio I don't know That's pretty good Ok All right Ready to carry on for the whole thing until we can't anymore Ready 32 one Hey how are we how are we how are we all good man Just like took a ride over here cruising through Brentwood We're here Man Really Absolutely Have some freaking what a wonderful wonderful story Now how how's London bro London is not bad London is not bad II I actually have been to London Almost almost almost almost Didn't come back You near you nearly didn't get your ass back here Not at all I mean I was living in Notting Hill for two weeks and I just I just felt the culture I felt the culture and uh hit my heart hit me heart Apparently all they do is get a Brewski in the in the pub the pub we watch what is that We watch our football our football not your football I mean soccer you guys handle handle it with your hands but you call it football What is that What is that I know man Well we know soccer over here bro L A Galaxy Come on Where did we even come up with The word Soccer Sounds violent I don't know It's like so yeah you guys are weird man You guys are weird We're the origin is not you We started this I speak English Our country is called England You're welcome I'm from Compton bro I mean you don't want to mess with me You don't even know where that is Having a ball I feel pretentious Is that a thing with this accent I don't know man It may be We got the we got to talk about last year Can you see me last year Yeah I've aged a lot from the transition That's what it is That's it man That was a while ago Yeah that was a dating show I did quite a while back Oh that was the uh Hollywood Christmas parade many moons ago Yeah a little bit of V background Just like you guys So what's next to the Johnny Well just got here from London your place Right I thought we were are we staying Are we going I don't know we can kind of I'm not breaking Ok I'm

gonna ok I got here from I got here from London South I moved here with my wife uh back in back in Jan and I wanted I wanted to like do we abbreviate like that a lot You guys Yeah But but over in a it's like hey how you doing Yeah Yeah Yeah And I'm like love what you know what you want Yeah So I'm gonna switch back and forth I got here in January obviously known you guys for a while used to live here six years ago And um yeah man just wanted to come back um open up my advertising and marketing agency over here increase the opportunity you know make it a global agency We had a high level of success back at your hometown in London And um yeah we just we wanted to get out of the UK for a bit and it was kind of it was kind of good timing because you know we sold our house and everything we got the visa set up and everything We came over here and then uh Paul Queen diet and then our Prime Minister resigned and then got a new appointed for a new one And it's just it it's a little bit of a it's a little bit of a mess up back there Man That's a political theme today I just want to ask how do you feel about the new Prime Minister I I think he's gonna be great He's more of a he's more of a people's person He's he's a real kind of people's person He wants to come in and get the job done No messing around with him I just feel like he's going to get the country back up to the top level of where it needs to be It's nice to be away from that for the moment though It's nice to see it from afar Yeah we we have a lot of clients in the UK and um they just don't sound very happy at the moment They call us in the morning and they're all very dreary and and gloom but it would be to pull it out of London But so coming over here is it a better experience right now Culturally are we a little bit more at ease with the cultural climate Big big difference massive difference So firstly for over here the opportunity is vast and you know when can we just pop down on a Friday during work hours to come and do a quick segment It just doesn't happen The lifestyle over here is just incredible as you guys know the nature the mountains the drive to the beach the sunshine 360 days of the year but it did rain the other day which I was loving It made you feel like you were back in London again in London again and again now I have to tell you my my stepmother's from Liverpool So I can I can hear the British accent in my ear a lot Yeah Ok Fine fine fine Liverpool is all right Yeah Right That's how everyone feels about it Isn't that where the Beats were from The the Beatles Like why did they call a band uh for something that you're just gonna squish in the street A Beatle original God Brits companies flashed up Why not Um so basically yeah opportunities vast over here the people I just find are amazing you know really friendly

and they're not afraid to share their their contacts and get business opportunities off the ground you know um back home in England Everybody is dreary and gloom and sitting on the tube and not talk into one another But over here everybody's talking and everybody wants to know what you're up to and hey you need to speak to my friend He can he can do this for you and this for you So I just feel like um yeah you guys are great in terms of opportunity entrepreneurship and all of that greatness and obviously the weather But then but then also over here there are some downfalls I mean we don't have any free health care That's a big 10 man Yeah I think myself and my wife we haven't even needed to see a doctor this year and it's been in the thousands I don't know what we paid for Um So but you guys have got fantastic amazing doctors and surgeons and everything that you need So would you say better service after like way more attention to detail over here Um So so that's what I found with that Um And yeah just your kind of your little your little kind of nitty-gritty rules about certain things can get a little bit tedious Like come on man don't even get me started like parking on the same side of the street and the roads like you know what do you guys in the middle to the left to the right we swivel the car around on no matter what street it doesn't matter how words what is this middle earth What do you what do you guys do with the car Well like we park it on the left side of the road for example but you guys drive on the other side No but it doesn't even matter about that you have to have the car faced in the way the cars are going I mean who cares how you even alive at this point What how do you guys park What's this Wait me get this straight now let me bring it all the way back first I want to compliment England because I was so shocked at how diverse I was I didn't think it was going to be I mean judge a book by its cover I guess But I got there and I was like wow like and I'm not just talking black and white It was like every group had an Asian an Indian a black and a white knit and I was like ha ha Yeah totally multicultural I love it It's wild actually wild And you guys have the most billionaires in your culture in your population Never see them You can never speak to them as we're over here leading on to real estate You can literally go and door knock and have a conversation with a billionaire and it's open to speaking to you and sharing his contact and open to new opportunities So I love that about you guys but switching back to your rules and regulations right You can't even just freely walk the road You have to wait you have to wait That's in L A for the New York walk in Yeah I love New York New York is different My wife loves New York She wants to move back New York is different Yes I would say

New York might be a little bit more similar to London than a I would say So it's along with that billionaire like in the secret top floor club can get to them L A is very friendly L A is so friendly and I don't know if that's because like half of the country are high because cannabis is legal here or probably that half the country is most of the country What are you going to shout out to America I love you guys Hey shout out to you guys I'm happy to be here I'm loving life working on the green card now Not going back to the UK Will we reside in L A I'm not too sure I think I think we've got I think we've got to go to New York and just hit the ground I'm running with the real estate with my company over there It's probably gonna be better for the time difference saying that we've got so many L A clients now and so many events kicking off This is why I love L A because every single night of the week there's film premieres there's events where I met you lovely people And yes you have that in London but not as frequent and you're networking You're socializing I love that about here man I love that L A is like the representation of America for you because that is L A is like a mecca and a little bubble in itself Yeah Yeah it's America has is a lot of variants to it A lot of variables and a lot of uh differences You could go 40 miles down the road and you're looking at a whole different culture I love I love that about America I love that I do love that about America and I love that about L A But this this state that we're in is super expensive and I'm trying to figure out why and it's more expensive than London Is it really Yeah Oh yeah Yeah If I compared it Yeah it's it's above that And there's one thing that's been quite tricky for myself and my wife is to find good good produce good meats You know I haven't got 1000 bucks and we gotta go to sprouts and Trader Joe's That's it sprouts and Trader Joe's But it's hard to get the meat Don't get the meats from there get your like your pastas and your sauces and like it's cost sprouts for sprouts is like a whole food sprouts for Thanksgiving Do you guys have sprouts with your turkey We have Christmas dinner man You know Christmas dinner in the day We don't even eat sprouts I don't even think that's a thing but we just call it sprouts You call it sprout like like the word the verb sprouts right Not the not the vegetable Ok Damn it right there we are I see where you go you see I'm going with that What about Bristol Farms Farm Ok Yes No I'm gonna have to check Whole Foods is the one for us Whole Foods I'm not sure if we should be using trademark names on your TV show but it's Amazon So they'll be fine You know Amazon owns Whole Food Yeah they bought about five years ago We're fine Nathan we're good We're fine So what's the next one of those shows that we can just talk about whatever and whenever as

long as it's PG All right Ok Well let's get into you Ok forget about the countries forget about that Johnny Cash Hell yeah What do we have here Entrepreneur Media mogul This is I've now delved into real estate as you do because I'm I'm very much a person of you know had a had an amazing TV background and experience Loved it It was great I still do it for a good bit of fun like this That's what it's all about It's the thing that gets me gets my juices going Yeah we saw you we saw you hosting with Angel Jolie was it was 2008 We had the real Yeah we had the real up We we pulled your real up and we were just real real stalking you before you got here Why not Why not Why not TV And then I set up my company six years ago and and the company is doing fantastic now big shout out for next generation and then but I've always had a passion for real estate So um you know million dollar listing my favorite show all of them New York especially L A And um I did my six month college course which is really intense really intensive and with the move and running my company it was quite difficult to manage The both conquered that then got my real estate license probably six weeks ago And now I have joined today six weeks ago man Wow Yeah And now I've joined Douglas Eman which are regarded as the biggest and the best real estate broker in the country Congratulations Huh Let's get some for that Huh I love it I love I'm applause myself Now now it's time to get to work uh building up my client base Um Anybody anybody looking to obviously sell their property in L A or they're looking to you know add to their portfolio or commercial Would you do other things I can do other states I just have to fly back and forth and we haven't really got time for that We need the L A we need the L A Uh peeps So little business on the V show Sorry And just kind of trying to do that job He found the house but he doesn't he doesn't have a real estate agent yet but maybe I'll put you guys in contact I'll tell you the difference for me Ok There's there's loads of agents out there obviously Um And to be under the wing of Douglas they're just fantastic Their their marketing is next level Their experience is just incredible Um They get a a lot of listings that are in some ways under the table So you know a lot of the listings you see on Zillow have kind of been up there for a while but this is very much a who you know business send out the email I've got a buyer 5 million in Culver City Does anyone have anywhere Yes look I have this brand new listing and very like that under the table But I think um whilst I'm going to add so much value to this is because firstly um I've got a big investment network because part of my business was generating investment needs for many years So I've got a database of like 1.2 million um global

investors who could who could be looking for property in L A Um I'm British just like yourself Carl So absolutely So um I've got that more kind of hard working uh tenacity feel about myself And I'm I'm keen to get in and get the deal done you know no messing around Very Josh Altman level Not yet No I gotta say actually uh well I'm technically from Jersey and New York but when I came over here too It was like oh I think my hustle is way stronger than the L A natives Yeah Triple Maybe to you It sounds like you're working about 10 to 12 times harder than most people though I mean it's the hosting and you went far with that Then it's the real it's the investments and now it's the real estate Well actually let me give you an example that day when we met at her two charity event big shout out for those guys That was an incredible event Um I had been up at six in the morning managing my team back in London and all of the campaigns that we've got live Then it got through to lunchtime where I was handling the accounts um with with my wife who handles the accounts and operations for the company Then it was it's so you guys work together That's great Oh yeah Yeah She's she's an amazing entrepreneur in herself with a vast wealth management backgrounds Great Fantastic It's amazing Rarely hear of couples in the same field Yes can be stressful But we get the job we get the job done We work together and we're a complete union It like that And then you know it was real estate for the rest of the day with door knocking and calling prospects And then it was arranging my team to get to the Beverly Hills Hotel do the hosting on the carpet with you guys and just make sure the team did a stellar job in capturing that amazing event So you guys did That's kind of yeah like my days and then we enjoyed some amazing salmon Yeah Was good Oh there we go Loss of sound However this was the event that uh Mr Johnny and I met each other at you were hosting this right next to Michelle We were doing the video for her too You guys are doing an incredible job there as well We really we we set it off there was a ban we did it we were like sharing people OK I'm finished with this one Now You have a chat with this guy Um So yeah No it's great And but do you know what it is Carl Like um it's all it is all about the graft and and you know creating opportunities and and making money But I I see that the work that I'm doing at the moment is it's so enjoyable It doesn't feel like work Do you know what I mean Like doing stuff like this is just great It brings out our our natural energy and our buzz It makes us feel alive Can we go into that Because that was going to be my next question Like what is that passion for you that correlates between all three of these industries the real estate the investment and and the hosting it

all has the same thing There's something there Yeah it's it's me it's my personality Whether that's I I'm very passionate about marketing so whether that's selling to a client about a specific marketing opportunity that they need to invest in I suppose I'm giving across that that energy and that experience and you know you need to take that on board It's the same with real estate you know what an amazing house you have Um I I love every intricate part of it Do you want to sell it And then you know on the red carpet like this it's like wow you know you look magnificent What brings you to this event and it's just us it's our personality is what we do best So it's hardly like work in a way And here we have Mr Johnny interviewing us This is how we met You asked some great questions Let's can we take a look Do we have sound on this It's fine but it's still good Yeah off the cuff questions make the best Um Is that is that how you usually operate You want to be off the cuff He loves when I'm off the cuff it's quick thinking It's off the cuff Yeah Yeah Yeah And when they're answering when they're answering a specific question you've already got 2 to 3 backs up questions ready to go right Flowing in with a little bit of banter But what's interesting is is that we actually had a guest on that was complimenting on us on this the other day and I noticed that you do this as well even though you've asked a good question and you also have two questions in the back of your head You can still listen to that person and what they're saying That's right That's the key Like I don't see you thinking while I'm talking you're really listening to me you've got to which helps me talk more It's just experience man It's it's just practice you know back in the early days when I was getting into TV presenting I trained myself and I used to look in the mirror and actually interview myself in the mirror There you go Yeah So that's the best practice that you need man Awesome Awesome You know talk to a teddy bear whoever it is in your in your home Yeah Yeah Yeah Your your pet dog Sally what I would do is I would act out a full movie Like if the movie was playing I would just do the scene like with the character and see if I could like hold the emotions and all that stuff That's that's kind of a thing Next level is right Um So you just seem very adept at all your fields You don't really seem like a novice in anything even though you just started real estate six weeks ago So but it seems like you have some uh some advice to give in hosting Um absolutely hosted So obviously number one is absolutely be yourself Um there there's so many hosts out there Um if you if you can come across on on the camera and you're just you're just acting in yourself So you're not showboating you're not trying to pretend to be um something

different If you try and be something different it's never gonna flow properly But if you just if you just get within yourself and you just you just be yourself in front of camera it's really natural and you can just relax and do your thing Have a good high level of energy I think this type of industry automatically brings it out to us anyway there's something about just looking at a camera and it just I don't know what it is it just gets you go in it it's just like OK all eyes on you now and it just brings out that that natural go time Um And so I just think yeah maintain a high level of energy and and also just um just hard work just hard work in the craft I just think there's a lot of TV host that that are pushing for lots of different big roles and they get really deflated when when roles don't kind of come about their way I'm always a believer I think it from my sales background have a load of prospects out there have a lot of different TV opportunities out there network like crazy speak to every producer that you can get lots of jobs in the firing line and just allow them to come in as they will naturally come around If they're meant to be they're meant to be And and it's supposed to take you in that right direction So just chill a bit if you could look at yourself and think I've made a high level of work in terms of generating those prospects and those connections and then just relax just chill a bit The right roles will come in at the right time It seems like you formatted a way to stay a little stress free Is that a thing or do you get really stressed out Um I get a little I get stressed out with knowing that I haven't got many prospects out there So I already two weeks into real estate I'm already this is how my mentality goes I'm already freaking out but I don't have anything in the pipeline just yet in terms of people that want to sell their homes or or buy a new home I actually do have um some stuff out there at the moment But yeah a couple of days ago I was saying to my wife I've got nothing out there but what am I doing I've only been doing this a couple of weeks I'm sure the company you're working for Loves that kind of an attitude though It's such a go getter such a high expectation of yourself That's what it is I think And I'm coming in with a level of difference with the marketing So like my team did this incredible website and we can obviously put it in your blurb Um But they've done an amazing job there in terms of the video content the editorial the logo the brand in my team created It looks like we've been doing this for many years I was gonna ask like did you do this website also on Wix dot com No no this is a Wordpress This is this has got multiple pages behind it Um It's got some fantastic seo um behind it now as well because of the editorial content I used a couple of the homes that I was interning at Compass with Aaron Kerman



He's regarded as probably the biggest agent in America Now he's done billions I was I was sitting in a lot of his open houses so I got the camera crew in I did a little VT I did a video of of the listings even though they weren't mine A little bit of drone footage in between and it looks like we've been doing it for years I'm not a believer in fake it before you make it type of scenario But that's very much what what that was what would you suggest Because that is what this town is surviving on faking it till you make it What do you suggest to those people instead of fake it till you make it What else would you what's the alternative sprung to my mind was fake it and cake it I don't know Maybe you maybe you create a cake of success I'm not sure I don't know It should be in a rap song though And I just like that saying we should we do should we do a British rap I'm really bad at rapping but I'll do it with you All right All right All right All right I'm really bad at rapping as well That's gonna be great I don't know I was like in the back of my head I was like wow is he good at rap or No Maybe not Yeah I'm not I'm really bad You know it's great Michelle we call her she's a fantastic We call her DJ Shelley Shell Yeah Yeah we have run out of time We just kept going We love it We run out of time Yeah we did Actually We did about 20 Wow Yeah Yeah Just race right through it But um you know I glad you were here I'm really glad you got to like get the main points out at least And we hope to see you back again But I see your camera right here Just plug away where they can reach you where everyone can find you Johnny Pash you can get me on linkedin Jonathan PAC Check out the website www dot Jonathan pas dot com And then my agency is all the Ws dot We are NXP generation dot com Cool man I love it I love it You heard it here Uh Thanks for stopping by I hope you had a good day if you did not I hope we helped you out and uh looks the way