

REAL AND RAW PODCAST with AGENT 0 | EPISODE 6 | DIETRICH RILEY

Welcome to the Real and Wild podcast This is Agent Zero I'm your host Jordan Anderson Before we get started step into a world of Wellness with Lucia eye blue light glasses from combining eye strain to improvement sleep Lucia eyes Has you covered with lenses design for day and night Lucia eyes brings you the perfect blend of fashion and function reduces eye strain it improve sleep quality and also the prevention of the digital eye fatigue prioritize your eye health by visiting [Lucia eyes.com](https://luciaeyes.com) today and use promo code Twin Birds 20 for an exclusive 20% off your next order I wanna give a special Thank you to Danny Hubert and the founder of Lucia Eyes for sponsoring the Real and Raw podcast here at studio place in Los Angeles What's up Y'all Welcome back to another episode of the Real and Raw podcast with Agent Zero I'm your host Jordan Anderson And to the left of me I have my man my guy Dietrich Riley in the building Nice to meet you man Nice to meet you man I appreciate you having me dog how you feeling how everything been going for you Everything is great Man especially in the holiday season you know So I'm always in a great mood you know So Thanksgiving did just uh pass Thanksgiving is great man It was great man just being around the family you know But um it's it's it's the fourth quarter now so it's just making sure business is tight and on a positive note and carry that momentum into the mamba year 24 So definitely I'm I'm excited to be here Most definitely Speaking of Thanksgiving before we get into it how you uh what's your favorite Thanksgiving Move My favorite one man is funny So I'm pescatarian Like so I I don't eat meat and all that stuff but you know sometimes I have like a little mac and cheese or like you know like a potato casserole Yes I just got on the stuffing like vibe Like I never used to eat stuffing as a kid or cranberry sauce I feel like that's the most like underrated type of like spread you know but as I as I got older my my taste buds adjusted but I would say mac and cheese potato casserole and it was like that combination is the chef's kiss You ever had the mac and cheese combo Oh of course Yeah you gotta have that next to each other if you got if you don't have it next to each other like I'm questioning your plate I I've seen a few questionable plates on IG I was like every year though way somebody post their you know you for real And it's like it's funny one of my my good friends like he was he made his first turkey this year and he just he felt the

pressure and he was just like the the thing is man it's it's like you don't know how to marinate it and it's very dry So you gotta really like you gotta you know put you know put that that thing on there and make that sauce you know what I'm saying But it was funny just watching that behind the scenes But no man I love Thanksgiving food No Yeah that's the biggest that's one of the biggest uh roll It's either you on a turkey roll or you on the mac uh mac and cheese booty That's the biggest one No for sure I'm not really a big fan of stuff and neither to a lot It's cool but it's like it's not one of my favorites I don't think I can do it Yeah folks can make it real dry literally That's the same with turkey too That's why I'm not a big turkey fan for real Like I rather be like f for before you see the fan We do both we do a bait and we do a fried turkey So I had the best of both worlds We got you man Got you All right So make sure you tell it Let's get get into it Um Just tell everybody you know where you from uh where how how you get to how you got to UCL A Obviously you know you're a football you were a football player So tell everybody how you got to that Yeah So born and raised in Pasadena which was dope I was able to play at the Rose Bowl Be in my backyard I attended Saint Francis High School in Laquita Um My coach the late Jim Bonds he was also uh a quarterback at UCL A So when I was when it came down for me to narrow my decision in in high school it was it was real tough like because I was committed you know to us c since a freshman you know so that's where my I was set on going and then things had kind of like shifted within my recruiting process UCL A really started really coming after me real aggressively coach New Heisel and we had a very special recruiting class that 2010 class man was like we set it off We came in here with high expectations you know it was myself We had Anthony Barr Eric Kendrick Cassius Marsh We had some dogs on that uh on this podcast Donovan Carter He was on there too Yeah DC Yeah man So yeah he's a couple of classes before me But um so yeah man I was able to attend UCL A and um you know came in I recruit and came in as a true freshman you know you know competed and contributed right away But then my sophomore year you know I had to I had a a big adjustment That's when I you know I suffered an injury and stuff But um but yeah man you said it was it was dope man I was there from 2010 to 2014 Definitely thinking what was your injury Yeah So I had a herniated disc I I suffered versus cal my sophomore year October 29th 2011 and still to this day man I if I could take a few plays back from that game I wish I could have changed I would have man Like I dropped the pick We was in a combo coverage in the slot on a key third down versus uh Keenan

Island Read it perfectly dropped the pick trying to use my body rather than my hands dropped the money And then yeah man they had a it was in a two minute drill or like not in a two minute but because they had a big momentum drive and they were just marching on us and I came down Um and I just you know rather than taking that extra step I dipped my head and uh you know paralyzed myself top and bottom man So it was crazy man But I'm here today I'm breathing I'm alive man But it was a big it was a big pivot I had to make in life man my career came to an end you know But uh it was crazy Yeah You say you were paralyzed from top to bottom So was it like uh in that state in that moment How long was you paralyzed for Yeah it was it was uh the duration had to be around like 2030 minutes man Top to bottom I could I didn't feel anything slowly but surely it can't it went from the fingers to my feet and my my legs I start getting my feeling back Like I was fully aware of what was going on I was conscious you know and I just remember uh when I made the tackle with Jordan Zumwalt my linebacker came up to me he's just like laughing like come on man get up dere like let's keep this drive going Let's go And I'm just I'm like bro I can't move I can't move But then like I said they had to cart me off and we went to the hospital ran all the you know did all this you know CT scans X rays and all that stuff and I was discharged at night Thank you know thank God But uh yeah so it was like I said it was ac three C four disc that was like you know pinched against my nerves and that's what caused the the you know for me to be paralyzed But I'm here man I can tell you that That's that look like it's a vivid moment especially how you explained it for sure No it was it was crazy They told me I was I was very thankful to be alive or not be paraplegic So yeah when I heard that man it was just as a 20 year old I'm like that's scary That's scary for you Yeah man But you know sometimes you know you know like those curveballs that you saw about how you how you respond to it Definitely No I had I didn't have that that similar uh injury but I know somebody that uh was in a similar situation I was in the game my freshman year and my uh one of my teammates Jerry Roberts he was a linebacker he liked to hit with his head a lot So then we had made a tackle He he he I got obviously he came down with his head now made the tackle but then they was running tempo So everybody was lining up quick So then he was running to get to the other side and like when he was running he literally like almost just fell down and like went face first and it was like he tripped but he's a silly guy So we think I'm laughing I'm like I'm like I'm like get up bro Like I was saying my bro was like laughing right And then like he wasn't he wasn't moving I'm like I'm

like oh my Oh so yeah it was like it was crazy for real but obviously he wasn't he wasn't paralyzed Nothing like that But obviously he had like a little concussion a little But it's uh this is ironic that that same thing can happen like that Like you don't think people uh be you know in that type of situation that they're playing or like it's just like a uh a misfortunate situation for sure It's an aggressive sport man People don't realize what they sign up for That's why you gotta really when you out there practice your technique and you know what I do love nowadays that they implemented the right practicing in terms of taking off the load on us players or you guys I'm sorry Um in terms of like how many you know padded practices and stuff like that because at the end of the day man we're banging daily So it's like we gotta make sure our bodies are fresh when we go into these games If not then you know it could be one episode that could change the whole dynamic of someone's career So I'm glad to see that you know not just the NFL but in the collegiate sports high school that they've been doing things to really you know protect the players and you know also coaching the right the right way to tackle you know putting those you know the role tackles the rugby tackles and stuff like that because there's no way guys should be getting injured man We gotta we gotta protect our players out there Definitely I and I I I'm very appreciative of that too for sure Just only because like like you said you're out there banging and grinding like week in and week out day in and day out So like your body could give out at any point Only thing I do like I only thing I do I don't like about it Like obviously I I'm all for for a safe precaution and like playing playing good and like make sure everybody is not injured but I feel like the game is just a tad bit a little bit more soft than 1000% man But and I feel like I feel like like somebody would make a tackle and it'd be it'd be it'd be it'd be rough or it'd be physical but it wasn't like they they they quit the call target forever and that that could change the whole outcome of the game man just for players getting ejected in college man It it sucks I got a couple of yeah that's why you can't put your put the you know the game in the in the refs hands That's why it's like hey man take them legs out or do something rather than you know targeting that that you know that neck area for sure And then like you said just how it was back then Like back then people was just hitting they was hitting head first then Like equipment wasn't it wasn't evolving how it was and how it is now So they only had just a little bit so much shock absorption that you guys got in the padding of the helmets now man And that's what and that's what I feel like it it helps it helps them I mean it helps us but not not them back then too because most most of the CTE

cases come from players back then now but that's only because they was hit with the head didn't have the the proper um equipment where it wasn't evolved all the way And then like you said as far as precaution goes like it wasn't there wasn't a certain amount of padded practices or periods or practice they could do and then how we we don't have two a days now like two days three days od I think I think myself like I'd be like nah I ain't no way I'm like I understand we're trying to instill toughness but at the same time we gotta work smarter Not harder No most definitely most definitely You think I'm about to get up at six in the morning come practice then turn around come back for you Crazy crazy That's what I'm saying man I don't know but that's a great it's just that's a great inspiration story for somebody I'm Sure definitely So you moved on you stopped playing UCL A obviously you um you graduated from UCL A So now you're one of the biggest real estate uh agents in California to talk about how you got into that Yeah So you know after I graduated from UCLA I kind of was unsure which you know path I want to take in life You know I was like do I wanna continue coaching be around the game of football But it was just too early too soon you know I was still dwelling on the loss of football and I just felt like it was just like I said just too soon So I went into modeling you know when uh model with Ford models still signed to this day I signed in uh 2014 Ford L A and Ford New York which one of the biggest modeling uh agencies in the world and um was able to do some great things uh you know do New York Fashion Week and was able to you know model for like the biggest companies out there Uh just to name a few was like you know uh Lululemon Gab Tommy Hilfiger Levi Yeah it's been it's been around for a minute But uh yeah so I was able to do some great campaigns and stuff But then after that I was just felt like you know I really didn't see myself modeling my whole my whole life because of the day man that window it closes So um I figured you know at the end of the day the richest people are tied to real estate you know at the end of the day you know uh when I was a kid I used to always drive down you know neighborhoods and just say I wanna I wanna build something or I wanna own this building So then uh opportunity came about you know I was able to in turn get my feet wet I was able to learn you know all facets of the business whether it's property management whether it's uh residential leasing you know apartments and stuff like that Then also I was able to learn construction and then um you know COVID had happened I was like all right well now I need to get my license so I can actually get a piece of the pie and actually be able to get some deals because I love

watching shows like million million dollar listing and stuff like that And I just loved architecture I was always enamored with it and just the whole process And I'm just like at the end of the day we all need shelter not everyone wants to get rained on So I'm like all right I think it's the time that I get my license and I could really contribute and really you know make some great things happen And plus I had a great a great network of you know people that you know whether it's from athletes and entertainers I just felt it was an appropriate time for me to get my license So I was able to it's a funny story how I was once I got my license um you know I did I met with all the top brokers in all of Beverly Hills West Hollywood and how I got my how I got situated situated with Sotheby's was from uh a buddy of mine who was a walk on at UCL A And um I'm stumbled upon you know reading all these you know uh real estate articles online about all the top brokers in Beverly Hills And then this one name had came up and it stood out to me and they just said her name was Nisha Go And she made uh she had left compass and went to Sotheby's Beverly Hills and she was one of the top producers and I said I need to do my research and see who this is So I read up on her and come to find out she was engaged to one of my old teammates at UCL A called him instantly and I just said hey I wanna take a meeting with her fiance Like can she just tell me give me a little bit of more insight about the brokers here in Los Angeles you know because I need to figure out where I'm gonna hang my license at and she was able to be such a great resource And till this day I'm working with her and that just as I tell everyone never burn bridges because you just never know and say if I treated that treated her her husband wrong when he was a walker and you know me being a starter again you know because at the end of the day you just never know who's in the locker room and what you know who you gonna need down the road So I was always good with them and I was able to you know make a smooth transition to the industry and uh make some great things happen In 2020 uh two we sold over 293 million in deals uh from new construction all the way on to all the beautiful spec homes that you see in all of you know uh uh ranging from Calabasas Hidden Hills you have we've done deals in uh the Pacific Palisades Bel Air We've been all over So we've been doing great things and we got some special things brewing for 2024 So it's been a great it's been a great transition and I feel like I'm just getting my feet wet and I'm hungry to do you know great things in this business for a long time Most definitely So you said you you you said she was a broker So what's the difference between are you are you a broker as Well no we're agents So our

broker is Sotheby's we're just real estate agents So as a broker you need somewhere to hang your license at so short for brokerage And uh so yeah at the end of the day I don't like this we're real estate agents but I feel like we're more than just agents I I always when people ask like you know where do you label yourself as within the industry I say I'm an estate's advisor because at the end of the day we're advising people on whether it's a good investment or a bad investment If it's something they need to you know proceed you know proceed with And um because then man money is money people want to make sure that they're putting their money in the right places and it's gonna work well for them And I always advise people that you know real estate is something that will always you know pays dividends down the line you know So I do a lot of great deals you know on the buying side and also on the residential you know leasing side people that you know need apartments condos or you know whether it's homes as well Uh I represent a lot of clients on that you know whether it's athletes that are you know here in the city whether you know they're here for you know vacation properties I do all that type of stuff So it's been fun man and that's there's many ways to make money in this business and I'm all for it Definitely got you So when you first got into it and you first got your license and you were you know going out trying to sell uh residential leases or you know houses or construction What what how was that that process Because it's always like kinda hard in the beginning you know trying to especially like with real estate agent you know trying to sell someone a house because you know like like you said that's an investment for them and their family So how hard was did you get like rejected a lot when you first got in there or how was that Absolutely And I'm I'm glad you asked that I was I was able to make some great connections I was getting a lot of positive feedback and then of course I would have some owners go code on me like I would just meet with them and they were yeah I wanna you know I'm interested in selling I was just cold calling because at the time when I got licensed it was COVID So there was still we were still limiting the access of you know having the face to face interaction with people So now I got some of my business or some of my leads as we call them was through cold calling and I was just making sure at the end of the day I wasn't selling them on you know the fact that hey I just or do you want to buy it But I had to come forward to them and be honest because I was actually was able to be around some great people on my team that were just like hey let's we need to farm some areas Find these are what my clients are looking for We need you to work this area and get your feet

wet and be comfortable being on the phone And then once I'm able to you know get bypass that step and get in front of people the rest is on us But yeah it was tough man I didn't I didn't I didn't close my first transaction until like you know a couple of months of me getting my deal and how I got that deal was through a buddy of mine from high school He's like hey I have a friend of mine that's actually about to you know move out of their apartment that they've been renting for X amount of years now They're ready to be a first time home buyer and I was able to you know gain their trust because they were working originally with a family member that's been licensed for you know has been in the business for a long amount of time But I just said let me just shoot me their information Let me just take a call with them and they don't go with me and we beat out a multi we beat we beat out several uh offers on this property and I was able to get them this house 5000 over asking compared to someone that came in 90,000 over asking So I just had to be very creative and use my tools and you know uh present attractive terms to the the seller and the agent developed a great relationship with them and just doing things like that man just thinking outside the box how long is the process for trying to get someone to for listing the house and then finding someone to buy the house and then going through all the process of them you know finally signing off on buying a house How long is that process It it all it's it all differs man cause you especially around the 2020 2021 you know properties were closing and record record speed you know all cash offers you know it like I said if you're coming in all cash usually it's gonna be a quick quick escrow But if you're gonna be getting the banks involved in doing like the loan process it's gonna be it could be a standard 30 days or or longer it just all differs But um like I was I made closes in 14 days all cash with my investor clients that we we do fix and flips with or you know uh I've had you know standard 21 day Escrows So it just all depends man I've heard of people closing in 7 to 10 days It just all like there'd be some people that would say I don't even want to go inside the house We waive all our contingencies I just want to get in there and just buy it because some people were just so desperate at that time But nowadays people were taking a much uh slower approach you know in in certain areas depending on the on the dollar amount and being very you know thorough and making sure that it is the right right uh purchase because economically right now you know with rates where we're at with interest rates it's uh it's very tough So some people want to make sure it makes sense Ok Yeah So basically like when somebody um say like yeah they don't wanna say they just wanna buy it right now Do

you like hold on do you like try to hold them off from like buying to like make sure like this is the right one or you just say just say fuck you take the money I don't want to discourage them but I just wanna make sure at the day I this is a reflection on me so I wanna make sure I don't want it to come back and bite me in the ass So I wanna make sure I mean you know I'm conducting as many reports and like I said I wanna get it gain as much information as I can from the the listing agent to kind of know what what's the property history what are their what are the sellers Um What's their motivation for selling Uh What's the ballpark figure that they you know why they what do they want to aim towards the sale What's the what do they want to achieve But also what is you know we have to put in like it depends if someone then day everyone has a different reason and motive for buying and if someone's like hey I'm selling and I need to get I need to get somewhere right away All right we'll make sure we when we're going into our inspection inspection we'll you know going for you know we can have it for 3 to 5 days we can have it for for seven days to make sure we have that contingency removed So everything every situation is different in this industry So then day like I said I don't want it to bite me in the ass So I always wanna make sure I cover myself And also I always have I hold my client's interests at best heart So I wanna protect them So and that's what it that's all it's about man It's it's a people leading industry man So I wanna make sure it's a it's always a great experience with with a client because it's a referral business So I want them to be able to refer business to me down the line or say if they don't want to sell them down the line or buy down the line and a secondary property that they trust me Right It's all about trust No I definitely agree with you too cause like you know growing up um my mom had a landlord like our landlord was pretty he was pretty shitty So like yeah like he would do stuff like he uh he sold us the house or whatever or didn't tell her it was leased I don't know but like he didn't want he didn't wanna like fix up or like do certain stuff he complained about doing certain stuff for about the house that way which was his how he sold it to us So like that's why I like when we were able when she was able to actually buy a house then it was like ok yeah we know we're not going with him again because like what he was doing like the whole time we was in our other house so I definitely can agree with that 100% You had said that you were beating out uh competition Is that a very I know it's probably a very competitive uh industry I'm sure So how does that how does that work as far as it being competitive Like as far as I do outbid each other in that in that industry or especially you gotta think about it Los

Angeles is a gold mine you know So every there's a joke that there are more you know agents in L A than homes on the market So you're probably they probably not lying So you can everyone you're competing with so many people that are agents out here So you got to do things creatively to you know you know prospect and generate business But like I said when you're going against if it's a property that's gonna be that you feel OK when we do our due diligence and say all right this is in a in a great area and a great you know great location great school district and and it checks all the boxes interior wise Um You just gotta do things you know to build that trust with the with the agent as well and not BS them because they could kind of they could kind of fish and figure out if someone is just coming just to kind of window shop and that's one thing agents do not want to do They don't want to waste their time can't be reimbursed So you gotta make sure when you're talking to them you're very straightforward give them the information that they need you know from regarding your client's interests and you know go from there man And that's how I've been able to you know do great things and just building a great rapport with with those that are been representing you know sellers or buyers got you So uh you see I know you see yourself doing this so probably a good good amount of time But how long And you estimate things for 10 years 20 years I know some people some people be in real estate for forever you know and that's II I see myself being in it forever man And you know whether it's other business you know ventures that I plan on doing down the line I can always sell real estate I can always do that I can always represent myself You know I can always represent you know family members anyone down the line And um whether it's here in California the Sotheby's network is is so enormous I'm actually working with a relative that's acquiring a property in a different state So I could literally just go into my my database and find the top the top agents in each city each state each country we're across 78 countries And I could literally make a call or an email and you know be able to work with people all over the world So I I there is no definite timeline man I could definitely see myself doing this for a long time and do great things and you know be amongst the best and compete bring that same mindset for football into this field of work Most definitely I feel like that helped a lot of people though for sure Just like the the the morals the lessons you learn Just like the competitive mindset when you go into go into a job first or a career I feel like you get that edge a little bit Only because like it's the mindset that you like you've been dealing with It's been instilled with you for for for for months and years I feel like it

gives you the edge of people 100% Yeah football teaches you a lot about life and business man So I just you know the day it it's it's never personal it's just business So I'm always trying to make sure I I'm able to handle projection well and just next play move on No literally that's how it is for sure What would you uh tell somebody that wants to start working in real estate What would be your advice find your niche What is it you know that you feel you may excel at whether it's working with athletes entertainers first time home buyers uh investment you know uh investment uh you know buyers there's so many things whether it's Air BN Bs there's so many ways that you can nurture business and do well that So my advice to those is first get your license because you can't do anything without a license But also figure out what area you that you're familiar with and what area you see yourself wanting to you know you know Mark and market a stamp because you know you could really sell real estate and do anything all over man So that's my that's my uh my advice So you don't need a you don't need a a specific degree for real estate You just need you just need a certification you need you need your certification and also you have to take the state exam Ok So that's probably hard too No it's not I've heard of some people you know that have failed multiple times but you know in a day man it's just common sense It's just common sense and just knowing it's all a word game And I feel like you know if you prepare and you put in the work it shouldn't be it shouldn't be difficult So I was able to knock it out the first time in 30 minutes and it's a 3 3.5 hour exam But you know like I said it's just common sense and just you know knowing the vocabulary and you know like I said I've had experience on the leasing side but also property management So I was able to kind of like plug things together and no certain scenario So when you know it wouldn't trick me So Air BN you brought up Air BNB as that's a part that's a part of real estate as well And so is that is that more so in like the property management type of type of field Yeah So you can you know you can have a client or it could be you you could be owning a property or something You put it on Air BNB I've represented I've had clients that have had you know tons of Air BN BS whether it's in Palm Springs all over But of course they're gonna take a certain percentage because they're gonna be the ones that are gonna be managing the property Um you have vacation rental by owner which is verb there's so many there's so many things like I said you know for you know for vacation type properties and stuff Um like you know you have you know everyone's always willing to come to L A you know it's such a hot like I said it's such a hot market Everyone wants to be here you know for you

know a short duration or there's there's so many things you can do That's crazy I thought it was more so like if it was airbnb if you just had somebody like a house or like an apartment you could just rent it and get paid for first of all if you're not the owner of it you gotta make sure you gotta make sure the management company or whoever it is of the complex is you just can you can't just like throw it on airbnb I know that Yeah I've heard I've heard some some crazy stories man like yeah people just trying to Airbnb or Peer space them you know for a place and guess what They find the the property manager finds out the landlord finds out and it's a whole disaster So can y'all sue that Y'all can sue that person for for doing that or It's like man that's the one thing you want to avoid is that that litigation all that man But uh but yeah man it's so many it's many things you could do No I get it now I see why Air BNB people be tripping a little bit for shit Like like I know Palm Springs and I know Orange County they're starting to ban Air BNB because you have certain people that are going into these areas throwing parties trashing up the place That's where it's more so Air BNB as well So if it's if you're not staying somewhere you know what I mean Obviously you probably gonna be out of town like on vacation but more so like I feel like that's more so like the groove now or that's what the that's what the the norm is now is more so just getting Air BNB and throwing a party there because obviously it's not your these these people are getting what they're asking so much information nowadays These managers they're like what is your reason for staying here What's the duration if people are staying here So they wanna make sure everything is ran properly But like I said Orange County Palm Springs a lot of these places are forcing owners to sell these properties because they're they're banning airbnb because it's ruining the integrity of the neighborhood because you're constantly having this flow of traffic of new people And like I said whether it's they're partying and all this type of stuff just acting out of character and just doing things to destroy these people are like they're ruining for others So like I said it's been it's a crazy you know it's a crazy time right now So um you gotta just make sure that if you are wanting to get into that if you do want to air BNB your house that it is it's permitted in that area So that's stuff you gotta do your due diligence about that makes sense to shift back I know you were talking about earlier You said you were uh in modeling for a good amount of time How many years you said what Probably since 2014 So you're still doing it I'm still doing it I'm still sign for but it's not it's not it's not as heavy as it was way before he was doing Really No I'm still doing campaigns like I've still I've still done some

good ones I just shot Uh Actually last week it showed on it Uh I did a commercial with Amazon Prime for uh Black Friday It was the Jets and um the Jets and Miami Dolphins game I did a commercial for them And uh you know I've done Gillette recently I've done uh what was it United Airlines I did a campaign for them So I'm always I'm always facilitating and doing that How did you get into that Did you say I get No I didn't Um So I just went in for an open call man like when I was in college I was able to you know build up a following on Instagram You know when back then it was just a popular page when it was only I think was 16 posts per page or whatever So I was able to get on the popular page gain all these followers And then when I graduated like I said I was trying to figure out what I wanted to do And my dad was like man you need to you know just take your ass on in into a modeling agency and you know go see Ford I'm like who was Ford the Ford You talking about the Ford Driving company Got a model agency So like I said I was I thought I like for models man So I went I went you know I chopped it up with them and then yeah they even let me leave the building and they signed me right there on the spot And so from that point on man I was just able to like I said do some good work man and work with work with all of these brands I never envisioned myself doing but it was fun man It's like I would come in there no nonsense Be all about my work man I wasn't trying to like party or be around nobody I was like man let me just get in here get my work done and most importantly build these relationships because at the end of the day it's a relationship you know business So if you build a great rapport with the casting director or you know the producer guess what They gonna wanna rebook rebook you for the next campaign So that's what I just kept doing I would go in there show up on time make sure I was conducting myself like with great manners and being about my business and they was like all right we wanna continue to rebook you for the next the next show So that's why I was able to get into it man It was just through an open call back then when they had it Nowadays there's so much exposure You got the Instagram you got certain agencies that will reach out to you directly But before it was it was uh it was different at 20 in 2014 And previously you just have to go in they had open calls they don't do that no more Um So I went in man and just worked the room and did my thing and they signed me got to pause on that when he says on time this is for the youngest out there Even the people that uh you know who you is you old enough but you still not get on time to meet us on timing is 15 minutes earlier maybe 30 maybe 30 minutes early maybe five minutes early is not

even that's not even on all time I said if you on time you late come on if you're on time them late people take note of that They take note of that man You the only thing like are you just trying to bypass and just get in there late Like you always gotta be on time man And if you say if you aren't on time you better be a legit reason legit you better be legit reason But um yeah man it was fun It was it's it's still been uh still a growing process and um still you know like I said I was able to do commercials and stuff and I was able to shoot Revlon with with uh Sierra I was just about to I was that was my next question Like have you like have you worked with like any big time stars or like uh just entertainers or like athletes within them uh campaigns or whatever Yeah Sierra Revlon I was able to shoot with uh uh Adam Levine's wife I forgot her name Bella something Well I was able to work with her Uh I was able to work with some pretty cool people One of my good friends Calvin George I was able to work with him who is now the creative director for Gap Uh He was also working with Yeezy So I was able to do all great things and work with some great people I mean like an amazing creators out there man But um yeah I was able to do some good stuff What was your favorite uh campaign you would say Or my favorite campaign It's it will be when I did New York Fashion Week I did it for uh a Brazilian company a soft G uh and we had Patty Mills who was out there because you know he's the Brazilian uh descent And I just remember being on that that runway man in New York Fashion Week man I just I'm trying to just tell myself like man you played in front of a hunting shouldn't be nothing but it's an unfamiliar territory So I just had to go in there and first and foremost take my time walking because I felt my legs were so weak and I just had tunnel vision And I just remember I'm like yo when I and I still watch the video to this day I'm like man why I look so like so like you to the right way you trying to look a certain way you trying to add it right man It was crazy But it was good times man But funny story man My mom got me in modeling when I was like uh when I was like 22 or three years old she would take me down to the local mall and they have modeling competitions So when I was a young one I was doing competitions didn't even know it So it's always been in me and you know fast forward I was able to you know be represented like on the actual professional level with the like I said with Ford So I don't take that lightly I know Yeah that's that's a full circle moment for sure So obviously you've been in model and of course there's some baddies that be modeling for sure for sure Well um how was that uh that interaction Like when you first got in there it was man it was it was fun I met some great people on set and some

badies but in the day it's just like like I said when I was on set it's crazy as it sounds I was just I was just worried about getting through the work Of course I was always you know you know making you know conversation with people and stuff But yeah man I had the opportunity to work with some beautiful models out there man They hit they hit you up for like just in general like d and stuff It's crazy bro Like I never dated or they were acting bougie Uh uh not even that I just I never I never dated like someone like on a that that scale like in my industry like my you know my ex she was like a brand ambassador and like an online you know influencer and stuff but like an actual like someone I was represented like like like I said in my agency or any other agencies nearby No I didn't But you know I I have my I had your fair share your fair share Come on man He still he still on the run right now man You you single now So I'm a agent agent I'm a free agent you know but in a day I'm like you know I'm always I'm well aware I'm like always trying to make sure I'm investing my time wisely and not wasting it So you know when I'm getting to know you know people out there I'm like what's your purpose right now You wanna be around me So that's what that's what that's what your um your focus is now that's a that's a staple you gotta do when you're starting to date now Got you man Got you especially here in L A You gotta make sure you got your you got your your high beams on because you don't know what people's intentions are man because think about everyone's coming here everyone's an actor spring a actor actress actor So you gonna see they put on the fade Everything gonna be peaches and cream when you first get to know them But then it's like all right once you take them out a couple of times and what not it's like you see you gonna really really Yeah So I'm like like I said I'm like I gotta be well aware of my surroundings and who am I really bringing into my circle Because you know I I've always conducted and treated myself like I wanna always hold myself to a high standard and I'm like within a day we celebrities they want to be around us You know you on TV you playing on ESPN and stuff So you you're the celeb you know so you gotta always hope that most definitely be well aware of that and like like I said when you're out in public and stuff you know making sure you you really stay in the room because you know you never know who's watching watching and that's a that's a true thing too and that's how you gotta always treat everybody with respect even if it is you know a trick you getting to know and stuff like you just never know you know how it can affect me because you never know you might need them for work for business and stuff So I'm always like whether you know if it it does last long or what not

but I'm always trying to be respectful with anyone I come across It's crazy You say that cause like it's been some females like I didn't try to shoot at like not that we older but like in middle school or high school that wasn't that good looking and like one girl one girl one girl hit me with the what Hit me with I hit her a lot I'm like oh like you look good like how you been what you been up to and like she already knew like I was trying to get at her but like she had said like nope I'm not messing with you You used to talk about me in middle school which I don't remember though That's crazy And like I feel that I feel bad now but I feel like I really didn't do that though People hold on to that even at UCL A like I had a girl try to do that with me too now but I I don't you know but you gotta also be be careful who you tell your business to You know like we always wanna like we get excited you know we we always like hey man we wanna always like have fun and stuff but you gotta always be protective of your your inner self not making sure like you don't want it to be you don't want no gossip You like I said your reputation is everything Every pressure can be your last So um like I just remember like this one chick I I came across and like you know we just happened to rekindle a couple like a couple of months ago around the summer and I don't know dating stuff but I just happened to see her out and she was like yeah you were the first guy that ever told me like that I was like attractive that I was you know gorgeous that I had potential and things like that And I wasn't even trying to get at her I was just like yo man you're like you attract a woman like yeah like you don't even know what you're capable of And here she is nowadays and and when she told me and I was like wow I didn't even realize how my words had an impact on her and I probably instilled that confidence in her to this day and she probably holds on to that man So you know I'm always just trying to make sure when I'm you know talking and having these interactions with people that you know I'm just being authentic What you see is what you get I'm not trying to feed no BS and I'm just I'm I'm just trying to you know keep it keep it real keep it real keep it organic No definitely I feel like we're reputation is everything too especially like who you keep around the company keep you the company you keep around too And I feel like I feel like you can't be around me if you're doing like some BS for sure Or if you just hold yourself to a low standard or anything because like you man you business right You a business and you gotta make sure whoever's around you whether it's your teammates anybody No we on the same wave we're not acting out We gotta always make sure we are always you know trading correctly around here Yeah like one of my uh

mentors my football coach he always say he said football football players hang with football players athletes hang with athletes He was like he was like thugs he's like gangster like they hang with thugs and Gangsters Like you gotta keep yourself product of your environment Yeah and that's for that's definitely for sure Like and I got I got people I got people I'm cool with that that deal with that But like I keep that from a distance though You feel me because like like you said like it's two different worlds we in right now like we can't cross paths or let that combat for what I got going on And that that's the same with women You just said that football players here with football players and stuff So on the flip side of that we are very comfortable in that circle right But if I have any words of advice for you your teammates anybody and other football players out there is step outside of that Oh yeah get outside you gotta step outside of your comfort zone and you gotta really you guys have all these resources at UCL A and all these other universities make sure that you're able to utilize that be in front of these donors and be in front of the you know the alumni make the you know reach out to the the compliance office and the athletic office and make sure you know when whether there are gatherings and things like that step outside of that man because this football window it's only certain it's gonna close eventually man And that was one thing with me when I when I retired you know in 2013 I was able to intern and work work with Kobe Bryant and Rob Pelinka when it was when they were at landmark sports in El Segundo and how I got that was through the athletic department I was like well I'm unsure if I wanna coach football but are there any other opportunities that may come up that are you know kind of centered around sports And that's how I was able to get that internship So you know like I said for you and anyone else man do not be afraid to step outside of the circle man And you know whether it's hanging out with other students outside of football whether they are athletes or not man meet as many people as you can because you know you never know who you could cross paths with that can have an impact on you No And that's big for real cause like like you said like people don't like to get outside They they they comfort zone only because like it's it's uncomfortable for them and like they don't know they don't know they don't know how to they don't know how to move that way Just like with me doing this like a lot of people couldn't do this So like just sitting in front of the camera talking or like even even interviewing people and just having a talk like people can't do this Like I know this is I'm very good at talking I'm very I I I'm good at just you know getting out of my uh my uh comfort zone But like this is still like a

big deal to do type of deal Like every con constantly conversation Yeah literally But I um I definitely agree with that too and I feel like like you said just like being a product of your environment Like people like I said a football player only hang with football players that's the environment they grew up in So that's all they know It's a brother Yeah that that's a commodity No I definitely but you definitely should get out of your uh comfort zone for sure And that's just for the the different networking opportunities you got and relationships for sure Yeah And like I said like as far as like the reputation wise that's the that's the same thing that go with with females too Like I always look at uh a female and like who her friends is for real cause they say like birds of a feather flock together I honestly I honestly agree with that I'm not gonna lie Like it's obviously it's it's it could be one oddball like you're like OK that's just that's just her cause like even you got an oddball out your out your out your close circle like the friend group Like he like the wild one He like like how did he how did how did y'all meet Like how did y'all get close in contact with each other But like if it's the whole group that takes a I take note of that a little bit No you got to but you know if it is someone I'm trying to get to know I'm always wanna make relationships with everybody You got to But then if it's like if you if it's pulling teeth with everybody then I'm like I don't know if it is gonna work because at the end of the day if I'm a Yeah it's only a certain amount of time we're gonna be together But if we gonna all be you know around around each other collectively and it's and I'm like we're not we're not vibing we're not jing then I don't I don't know if it's gonna work because at the end of the day it's like this we all got to be able to get along and be on the same the same page Not a different chapter Got you So if you was you know going into talking to somebody or dating somebody what's one thing that a female is a must have for you Like what does she have to have for you know integrity gotta have integrity That's number one you gotta have you gotta have standards and I don't settle man So like I take my time getting to know someone and I'm like that's one thing that people have trouble with is getting to know somebody Like within a day that boyfriend girlfriend stuff like that's just a title Like you gotta get to know that person I gotta be your friend I gotta rush into rush into a relationship and I'm like I'm not even knowing somebody for sure And I'm a very independent person and I'm like I take my time getting to know somebody So like I said integrity standards man you just gotta be authentic be yourself You ain't gotta try and impress me with too much Just be yourself because I could I could I could sense when it's fake It's not it's not

real But yeah you gotta be genuine You gotta have you know you gotta have you know charisma you gotta be family oriented I'm big on that big on family So if you're not you ain't got a great relationship with your family I'm looking at you sideways Would you tell them to men that or what if she don't want what if she don't want men That that'd be a that'd be a minor for you if she doesn't want what I'm saying If she if she had like a if she didn't have like a good relationship with her family and then you like encourage her to like go mend those those problems But she don't want to though if you don't have a great relation rela relationship with your family how do you expect to have a family and build a family That's true You know we all come from you know different dynamics and stuff in life but you know there are ways to rekindle that relationship you know and if you don't have that going for yourself then it's like I don't I don't really I don't really see it you know really working between us and you know you know teach his own but I need to make sure I'm with someone that has that you know that has that family feel that knows that comes from love and that's gonna be able to instill into like I wanna have kids one day I wanna build a family that's gonna be able to instill it to them Oh yeah that's definitely no that's big for sure Speaking of family how many kids you wanna have You wanna have kids I do wanna have kids Uh I say an even number 24 I want a dream team I want a dream team trying to build a 10 I'm I'm playing I can't even do that You missed 100% 100% Don't take no for I always say 42 That's all I'm the youngest of 42 That's why I always say for But at the end of the day it's like it all depends on what my surety what she would have because you know yeah us men we want to be able to have a large family but it's all the it all depends what other ones they would do and how their bodies they would to bounce back and stuff But no that's true No that's definitely true because uh like uh that really put a toll on women body Like I think that's like if that's if I'm not mistaken I think I learned like that's like the top pain in the world I think No but the key is you gotta stay physically active and I'm gonna make sure like my chick is right going on these walks So when you know when you push when you push them out her out you know we gonna make sure we still you know we can still be you know no you gonna still be active So you know you ain't gotta worry about no you know your bounce back is gonna be flawless No I feel it I feel it for sure I think I think I always I don't want one child I always say one child is boring and I feel like I feel like that would be I feel like that would be boring for them and I don't want that for my child And like like I said I'm the youngest of four but like I'm like really youngest like

my oldest sibling is 12 years older than me So like at a point in time after everybody was like out of high school and like they was in college and out of college like going on with their life I was the only one in the house So like I was bored and like I was like dang I wanna I wanna I want a brother like a younger brother It's like dang my mom always tell me like yeah son that ain't gonna happen I'm sorry I'd be like I was the only one at home So I had you know half siblings but it was just you know it was just me but my cousins I treated them as my siblings because I was around them every day whether it's on the way to practice leaving practice games and on the weekends when my mom had to drop me off when she had to work and stuff I was always around family and stuff and I was I treat them as my siblings and stuff So that's why I'm like when it when it comes when it comes for me to be a parent I'll be able to handle it quite well And I've always like I said I've always been around a large family so it ain't gonna be it ain't gonna be foreign to me Yeah I definitely I like when I was when I was like kind of like the only one in the house like I was kind of older a little bit though So like it wasn't really that bad to me but like when I was like younger and it was just starting it was kinda like I'm like dang like other than football like I was a pretty busy kid like with sports and stuff But then like obviously it's an off season So like when nothing was going on I was in the crib I used to be bored I'm like man I'm like bro I hate my mom was like what's wrong I'm like I'm bored She would like go read a book I'm like oh I'm like I'm saying this this summer Yeah No probably in the summer like probably winter wise or something I got like probably too for I was about to say in the summer I had no time to sit around I was at summer camps You sit around summer camp summer camp used to be fun too man too That's crazy Good times What was I about I was about to ask them before we got on kids too Oh would you uh you date a girl with a BBL Yeah No I don't I don't discriminate man Like you said you like you like it natural I like your natural But then the day it's like is that BBL It doesn't fit you know what I'm saying You're not about to be walking around disproportionate You gotta make sure it's fitting the legs and everything You you ain't about walking around looking or you know built like the damn refrigerator or whatnot you know but no I don't I don't mind as long as that thing you know as long as it move man I don't wanna I don't wanna have nothing just stuck like I wanna be able to you know you gotta move Are you a so you would you be an advocate for it or are you advocate for for all natural I you don't discriminate I don't discriminate man Everyone is doing everyone got different body types and

stuff like that But if I could give advice it all starts in the kitchen man you gotta eat well you gotta get in that gym you gotta work out and stuff But then the day people like to you know have that confidence fulfilled So do what makes you happy But you know I know it ain't too crazy getting their lips done or they be getting their chest done I'll be like it be like ah was it worth it It II I don't judge though It's a crazy world You see some crazy things out there But at the end of the day like I said as long as they happy but you know I don't discriminate You said they gotta get in the kitchen So if you you ni you nice in the kitchen you like y you want your woman to be in the kitchen I'm I'm straight in the kitchen But you know I feel like it's a collaborative effort Like they gotta be able to bring something to the table as well cause I'm very disciplined in how I eat So I feel like you gotta be on the same thing as me Like we're not about to both You know I'm not trying to be in the kitchen cooking and all of a sudden you're trying to eat out and stuff all the time Like make it make sense now we gotta be you know what does she eat healthy But she can't cook though Better figure it out You get on youtube or something get on tiktok learn some ingredients I feel it I'll do the same I'll make sure we expand the menu but you gotta make it do what it do No I feel it I feel it Yeah Some people some girls don't know how to cook but they be they be eating right So I was like uh at least you got you got something like I said man eating out it costs No I do for sure I definitely I definitely say I'm I'm more for eating a home cooked and going out to eat You don't know how to you know you don't know how these places is preparing your meals stuff So that is true too You cooking it right You gotta know how you season and all that type of stuff So some people like to season either and that being a bummer But I tell you that you try to order you try to order you some some chicken or some salmon or anything and the se the season just be off I'd be like oh I'm not gonna do this at home man It's crazy That's a little salt and pepper Don't hurt True But the salt and pepper don't even be fixing it sometimes That's just like the that's like the basic one and two for real for me for sure And that's like and that's that bring me to that can bring me another topic if you want your girl to if your if your order get messed up you want your girl to like go off in the restaurant if her order if your order messed up not go off But you know I'm not about to sit there and just look at a full at a full plate I'm a like I come from a family like we ran we had we we've been in the restaurant business You get what I'm saying So it's just all about how you bring it to their attention and I'm not about to just waste money and just say all right No it's ok We'll just leave I'm gonna make sure I'm gonna get the

the cook's at or my waiter's attention and you know let them know that hey something is wrong But you're not about to sit here and go off and make me look make me look silly That's that's for the birds We're not doing that That's how you being in public You can act like that with somebody else Not with not with me I'm sorry But no I that's one thing I mean I know I've had people like nah man I'm they messed up my order All right let's go No II I said I ain't leaving for sure I ain't leaving for sure We ain't doing that I got a little toxic feeling about that though for sure Like I kinda I agree I don't want all the attention on me and I don't want you to create the attention for your for yourself Like doing that But then again it does make me like you a little bit more if you go crazy for me just to you know my food not prepare right now you kinda you kinda check her about it I'd be like ah it really depends it really depends You're not about to make a scene in a restaurant not a not a not a don't do that That'd be that'd be that'd be I'd be like oh you're not doing that I'm sorry like I said we we celebs man you gotta think that type of life That's what I'm saying I don't want all that attention I don't want all that attention for sure Don't do that I don't want that I don't want that get left right there at that table I'm out If you act and make you doing that You ever left on You ever left out on a date Yeah Yeah Yeah I'm like if I'm trying to pull teeth in a conversation I'm just like pretty much talking to a wall It was nice It was nice knowing you Um uh How was that What was that like explain that it was just he was just boring boring but like I said it's a whole different energy through text right I'm not really text person I really don't like I really I would rather I would rather facetime or even like talking in person for real real Um Of course you can't beat the face to face interaction because that tells you what you need to know But yeah this person man like like I said everything was all good and everything Text was cool Facetime was cool and then all of a sudden we out and then it's just like I'm just pretty much having to carry the load of the conversation and then it just all of a sudden it's just it's no interaction it's no interaction It's awkward then I'm like you know what your interest ain't here You on your phone you're not doing that So I'm not doing I'm telling you because at the day I know it I I'm like I said I'm I feel like I'm outgoing but if you're just about to sit here and all of a sudden be concerned about what's going on on Instagram I'm not about to give you all my energy and I out of here you hey take care last time you'll see me Did she hit you up again Of course did I respond Did I acknowledge you Of course not you had your chance I blew it Congratulations That's crazy No I definitely I definitely agree with you for sure Like they be the same way with like text like

honestly and honestly you can tell some I feel like you can tell somebody like how they is through text with like the interaction a little bit if the if the conversation is going back and forth like that But then again I really don't like to text back and forth all day I'd rather it be like a conversation through facetime or face to face because like you said like you really get to know somebody or just picking up the phone just simply calling at the end of the day Like I understand we all busy we all got our own schedule and stuff but it don't take too much effort man True If it's if it's something you want something you like you'll you'll do it Definitely And I and I I'd be slacking on that sometimes too Why I don't know Honestly bro like we is I'll be busy for sure Definitely But I don't be like in the overstep boundaries sometimes if that makes sense in what way what do you mean overstep boundaries So I'm texting we be texting back and forth and then she don't text me back for a good little minute So then I can say like hey is she busy I can say is she busy And then if she not busy ok we can continue to text But then if she don't text me back then it's like all right you ain't doing nothing So I could be like you were in a car or who who all of that I just feel like it's kinda over all that at the end of the day everybody got that phone and they the palm of their hands So I'm like oh you're not no CEO like you're not no you're not a owner of a Fortune 500 company or whatnot You're not you know a politician or whatnot You near your phone So you got some time and especially with you and you're on your phone That's kinda like I don't like I said if it's something there's someone you like you gonna make sure you go over because then Dave you're not doing it somebody else will So I'm like that's true I'm I'm like yeah if I'm if I'm feeling you you gonna know it's coming from me like I'm gonna I'm gonna make sure I put forth the effort *** Also It gotta be a two way street If I'm always having to you know consistently reach out and stuff like that And I'm not getting a return then I slowly like pull away from it That makes sense I got put in my place about not calling to a couple of times But honestly it's not that I don't want to It's just I really don't be thinking of it for real for real But if they call me I will answer though I will answer though But I do need to I worked on it though I'm better at it now though I mean we always we always evolved in that definitely lesson learned But no that was the you know that's the end of the podcast I appreciate you for coming on man That's the end of the real and raw podcast man Thank y'all for tuning in Be uh tuned in for more episodes Peace