

# Interview with Jason Oman

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Michael: Welcome to Logical Soul Talk. My name is Michael Craig and I'm your host for this mixed up wickedly exciting weekly radio talk program. As the host, I get the rare privilege to interview truly interesting folks. They're not yet celebrities. Well, some of them are.

In fact tonight we have one, but who I consider to be the best, brightest and most creative people in the world. During this half hour program, I will focus mainly on some of the turning points in their lives and people who influenced them the most and decisions they made that brought them success.

You see, as a chiropractor for many years I discovered that most people including myself have an underlying pattern of what I call hidden decisions that we made as small children or picked up from our parents, teachers or even our ancestors.

These subconscious decisions form our reality and affect our motivation and our destiny. Now quite by accident many years ago, I discovered I could access and change these hidden decisions, a kind of mental detox that suddenly allowed amazing results to happen in my own and other people's lives. You can get more information on this Natural Nine Detox Process at [www.logicalsoul.com](http://www.logicalsoul.com).

Now, the guests on my show were selected not because they're familiar with my work. In fact, many aren't, but because they have obviously cleared their minds enough to make strong decisions that led them to the current success in life.

My goal in having them on this show is to probe a little bit and discover their pattern of life decisions. This will allow you as my listeners to maybe pick up some special nuggets that will add to your motivation and nourish your own seeds of success.

So listen to what they have to say. After about ten or 15 minutes, I invite you to call in with your comments and your questions. Our number is area code 347-843-4544.

Now, the guest on my show tonight is a very special one. He's a number one best-selling author of a book called Conversations with Millionaires which features the secrets of non-famous and incredibly successful self-made millionaires.

Now, before he wrote Conversations with Millionaires, this young man was featured in a success story on a TV infomercial called Creating Wealth with a few other millionaires. He's currently working on a new book just for you entrepreneurial women out there called Conversations with Female Millionaire which is his new upcoming book.

So if you can probably imagine, this person has met self-made millionaires over the years which helped him create his latest product which he'll talk about today called the Millionaire Money Formula. His name is Jason Oman. Let me get him on the air.

I just hit the wrong button. Hold on a second, Jason, I'm coming to you.

Jason: No problem. I'm here.

Michael: Jason, you're on the air. Can you hear me?

Jason: Yes, I can hear you. Can you hear me?

Michael: I can hear you wonderfully. I hope people out there can hear. Sometimes these microphones get a little bit screwy. Before we get started here, Jason, first off I got to tell you how thrilled I am to have you on my show. I just want to clear the air right off the bat though because I know some people may have read the blog and let everyone know that Jason here has just come back from a huge set back in his life.

It was a burst blood vessel in his brain back I guess it was October of 2007. Since I have only known you a few months now, Jason, I did a little research on your life and discovered quite by my amazement that you're connected one way or the other with practically the whole who's who of internet marketing.

Based on the logs and tributes that were flowing out over the web in the late months of 2007, I know you had a huge impact on these folks. In fact, I recall Matt Bacak is at one of these events giving you a very loving testimonial. It really touched my heart and made me want to meet you and get to know you better.

I figured anyone with a heart that big is in fact these many people would certainly have a place in my heart. So welcome again, Jason, and that's from a heartfelt speech for **[0:04:18] [Audio Glitch]**.

Jason: Well, thanks so much for having me, Michael. It's a pleasure to be here to share with everybody.

Michael: I'm so glad you made it, Jason. Tell me, before we get into the meat of the matter you're going to talk a little bit about your book and your upcoming book. Tell me a little bit about the beginning, about Jason, how he got started. How much do you recall and how much can you remember of your childhood? Things that inspirations that you had, things that motivated you, things that gave you ideas that maybe you carry forth today.

Jason: Well, luckily my long term memory is fine. It's really just my short term memory that's been challenged by the head injury. I mean I was basically somebody who I grew up probably not too unlike most people.

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I was a kid growing up and there would be toys and bicycles and skateboards and videogames and whatever, different stuff that I wanted. The thing was, I was the youngest of five kids and it was an interesting scenario because my parents didn't have a lot of money. I mean they did okay for themselves and they got by, but there wasn't an influx of money or anything.

So kind one of those scenarios where being the youngest of five kids, by the time I came along and it was time for me to be able to get stuff, all the other kids had already kind of been before me. The older you get the more expensive the things that you need are.

So the other kids just ended up kind of I guess you could say to a certain degree kind of capitalized on my parent's resources. There I was kind of like wanting what I wanted as a kid and kind of being, "Okay, what do I do now?"

So at a very young age I just realized and discovered that if you've got money, it opens up a whole lot of possibilities for you. So you know. Being like any kid wanting the things that a kid would want, toys and games and whatever, but kind of being let's just call it challenged as far as being able to get any of those things.

It kind of created a scenario where at a very young age I started deciding, "When I grow up, I want to learn and figure out how to make a lot of money so I don't have to worry about just wanting the things. I can actually get them."

So I was lucky enough to have a mother that was interested in personal development and self-help and kind of learning how to get and do and have the things that many people want in life. That kind of set me on a path of self-development, personal development, of self-help and of learning from highly successful people in different areas of life.

So from a very young age, I just started learning and studying a bunch of really successful people. I remember when I was just a teenager, I went to a seminar and walked barefoot on a, I think it was like a 12 or 15 foot long stretch of hot coals, the Tony Robbins Fire Walk Seminar and just kind of got myself started on doing what you got to do to make things happen.

Michael: Right. That's one of the first intros a lot of people talk about getting into the success motivation field and that kind of thing. Tony did a great job there bringing that Hawaiian tradition of walking on coals out here.

Let me ask you this. I met your mother, Mary, by the way. She's a sweetheart. I know you're living with her now and she's doing a **[0:08:05] [Indiscernible]** job helping you out and taking care of you and watching out for you, bringing you back basically. I'm so glad you're with us today and you're out there doing things and publishing and all sorts of stuff.

Now, so you had a lot of support obviously from your family, but you had a lot of hand-me-downs too I can say. That having older kids probably you had, you know, you wear their clothes and you get their toys. You get a lot of stuff that's sort of used rather.

Jason: Yeah, when I was growing up there was definitely a lot of that going on, sure.

Michael: Yeah, yeah. So you just want your own stuff. You certainly were successful. Now, how long did it take when you began -- I know that you got together with Mike Litman and both of you wrote Conversations with Millionaires and you had mentioned that he's the one that had done the conversations or the interviews.

What was your role in that? I know that you met all these people. Did you put the book together, wrote it? How did you all work together?

Jason: Yeah, basically I mean he did the interviews on a radio show and after a number of different interviews. I literally would call up to the radio show and just get on put hold. I was in California, he was in New York. I'd call up and be put on hold and just listen to him interview these incredibly successful self-made millionaires. I would just be on the edge of my seat.

So I just wait. Then the next week he'd interview another one. I do it again. Really, right around the same time that was happening, at that point I had started my first business and was successful enough. I'm a featured success story on a TV infomercial called Creating Wealth.

So basically while that was happening is when he was starting his radio show. He was looking for people to interview for his radio show. So he saw me on that TV infomercial and called me up to interview me. We did that and then he interviewed Robert Allen and Mark Victor Hansen and Jack Canfield and Sharon Lechter from Rich Dad, Poor Dad and all kinds of people.

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From basically studying all the different self-made millionaires and stuff that I had leading up to that point, I just realized there is value in the content that was delivered there. So I said, "Hey." What happened was kind of interesting.

Right along the same time that was taking place, there was a really successful book out called Conversations with God. So I basically just kind of put two and two together and came up with the idea. Let's take those interviews with those famous self-made millionaires and turn them into a book called Conversations with Millionaires.

So we did that and then became, “Okay, we’ve got this book. It’s a great book. We had amazing testimonials. People are loving it.” It’s like, “Okay, let’s really take this thing to the moon and see what we can do with it.”

I came up with a strategy for making stuff happen and it became a number one best-seller. Everything just kind of took off from there. It’s kind of an interesting combination of from the business that I had before I did that and ending up as a success story on the TV infomercial and then going and creating a number one best-selling book.

People can check that out at [conversationswithmillionaires.com](http://conversationswithmillionaires.com). Things have just kind of transpired. There’s literally on my website [jasonoman.com/aboutjason](http://jasonoman.com/aboutjason). There’s a picture of me on stage with famous self-made millionaire Robert Allen.

Michael: Right. I saw that picture.

Jason: Yeah. It’s just been a lot of really cool stuff. So it’s been pretty cool.

Michael: Now, you mentioned the TV infomercial Creating Wealth. What was that all about?

Jason: Well, I guess that I grew up as somebody who want to go and make money and stuff. I was up late one night. I was probably 19 years old or something. I was up late one night and watched the TV infomercial talking about the concept of direct marketing. I said, “Hmm, that looks like an interesting way to make some money.”

So I responded and I called up and ordered the course and went through the course and studied it and it was kind of my introduction to the world of marketing a promotion and stuff like that and ended up starting my first business at that point. Literally, it was probably only about five or maybe six months after starting that business I was successful enough in that business to be considered to be a featured success story on the next version of that TV infomercial.

Michael: Right, right. They wanted your testimonial. That was a great start.

Jason: Yeah, so literally I just got a FedEx envelop one day and there was a ticket for a flight to Florida. I was living in California. Not too long after that, I was flying to Florida and got picked up in a limo and the whole thing.

Michael: Not too shabby for a 19 year old.

Jason: Yeah, it was pretty cool.

Michael: Not too shabby, not too shabby at all. So how did that open doors for you or did it open -- sorry.

Jason: Yeah. I mean, you know basically it put me in a scenario where every night of the week I could just turn on the TV and flip through the channels and see myself on TV. So what ended up happening was me and a number of other people saw me on TV and I got called like I said I got called from a guy who wanted to interview on his radio show.

We did that and then he went on to interview like I said, Robert Allen and Mark Victor Hansen and all these people. So I basically went through a series of steps to come up with an idea for how he could capitalize on the interviews that he did with these famous millionaires.

Michael: Okay. So it was Mike that called you up and you were on his show one time, is that correct?

Jason: Yes, exactly.

Michael: Okay. Then you just called in to listen to the other interviews after that happened and came up with that brilliant idea and both of you wrote that book. Great idea, man.

I know you're doing that now with Conversations with Female Millionaires. I also know you're collaborating with someone on that book. Tell me a little bit about that and how's that coming along?

Jason: Yeah. It's coming along great, I tell you. It's really amazing. One of the things that's happened as a result of kind of being influenced and being around all these famous self-made millionaires is it kind of helped me understand the thinking process that self-made millionaires use to come up with ideas and become successful in business.

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Literally, that thinking process of how they come with ideas and rock and roll with it and turn it into successful businesses is where my concept for the Millionaire Money Formula which is at [millionairemoneyformula.com](http://millionairemoneyformula.com). That's kind of where that concept came from, from being around these famous self-made millionaires and kind of learning and understanding how they think.

It's how they think that allows them to get the results they get. So that's where that formula kind of came from.

Michael: That's exactly true. I believe that there's really some deep rooted decision that people make and this goes back to what my work is about. That really there's a seed there based on a

deep rooted decision that I will succeed. It's almost like somebody is not making a decision to support to go after something.

By going after something no matter what or whatever it takes and I guess the wording that you used was no matter what it takes or whatever it takes which I thought was quite wording for a commitment. That the difference between those and correct me if I'm wrong. The difference between those who really made it and those who are wannabes is basically a deep seated commitment to what they want. Would that be accurate to say?

Jason: Yeah. It's interesting that you kind of brought up the deeper level of this because I think it's almost like it's gone to a point for these really, really super successful people that it's literally their sense of purpose. Like it's their life purpose to really rock their business out and make amazing happen.

It's almost like all the different elements and kind of natural gifts that they have that we all have as human beings kind of all comes together and creates this synergy of power that allows them to be able to just do amazing things.

Michael: Yeah. I've just found that the difference between those that make it and those that don't basically you can look at them and you could say, "Are you committed to this thing?" A lot of times if they are, they look you in the eye and they say, "Absolutely, yes."

If they're not their eyes sort of waver off the side and they sort of have other things come up. They distracted. I know the difference because, "Hey, I was like the second group." I was like drifting around not knowing what the heck going on. I guess that's why I came up with this technique called the Logical Soul.

I realize there's a difference between those who make it and those who don't and I, the one who makes it. I had to come face to face with that reality to be able to accept my limitations and understand there is something though that's going on that needs changing. When I discovered that it really has to do with the decisions.

Like you said, a sense of purpose on how to capitalize or how to actually access and tap into that, that a lot of people like myself and those who really don't make it happen or have a lot of ADD going on in a sense that they get distracted don't have.

Would that be accurate to say or?

Jason: Yeah, absolutely. I think you really hit on one of the main keys to making amazing things happen is there is really no super successful person who hasn't decided, who hasn't made a powerful decision to become successful.

I think if you make the decision to become successful and then you take the steps to learn what you need to learn so that you can do the things you need to do, there are really no limits. It's whatever limit you put on yourself.

Michael: I know. That came home with me really strongly because I remember that when for example I spent years in real estate and I was really going to be successful in real estate. I was committed and I was like nose to the grindstone and I was really doing it and I was following all formulas.

I was following the formulas and I was paying all these money following and it wasn't working. I had to really dig really, really, really deep down and discover, "I don't really enjoy this stuff. It's not really who I am. It's what I want to do."

That was a rude awakening. It was an expensive seminar, but I mean the point is what do I really want? What do I want to do and who am I? How do I fit in to this full picture? The sense I get from those who are self-made or those like yourself who really make things happen almost seemingly effortlessly is that you're very in alignment with your purpose.

It's almost like you know your purpose, you put the word out there and suddenly things and events and people and resources start gathering around you to make it happen because of that deep seated congruence. Correct me if I'm wrong or if I'm right on or whatever, but that's the sense of it that I get.

**[0:20:02]**

Jason: Yeah, I think when you combine two of the most powerful words that start with P in the world which is purpose and passion. When you combine those two things together there is really a whole new ball game that takes place. It just puts an enormous amount of power in your favor.

Michael: Yeah, I know. Two people that come to mind when you say that, Matt Bacak I mentioned him earlier, he just got so much passion. Even though he's a little bit scattered, the guy comes across. When he wants to come across, he comes across.

Another one that I just recently heard, an interview of and it's Gary Vaynerchuk. I can't pronounce his last name, but he's very powerful right on. He talks about his passion with a great deal of purpose and yourself. I can sense that in you.

So Jason, it's a real pleasure having you on here and talking about this because this is really it's dear to my heart and I know it is to yours. Having somebody who's on target and on purpose is it's really great to talk to someone like that.

So tell me a little bit about the Millionaire Money Formula. You gave the website, [millionairemoneyformula.com](http://millionairemoneyformula.com). How does that work? How does it help people and what do you have to offer there?

Jason: Well, it's interesting. As a result of being around all these self-made millionaires, I really figured out that there is an actual thinking process that they all have in common even if you're in totally different businesses or totally different backgrounds or whatever they've all risen to a very successful place. I said, "What are the commonalities? What are the true commonalities?" Because if you can figure out the commonalities inside of a lot of successful people and then start living and taking action with those yourself you can create the kind of results they have.

So I started kind of figuring out what do these people have in common and they all have basically come up with an idea for a highly desirable product or service that other people would want to buy.

You can look at for example Wally Famous Amos He's one of the people who --

Michael: Right, cookie guy.

Jason: Yeah, exactly the Famous Amos Cookies, right?

Michael: Right.

Jason: So he's one of the people that were interviewed and he's in Conversation with Millionaires. It's cookies. It's not even a new idea. It's not something that nobody's ever done before, but he had a passion and a purpose to create in his mind the best cookies and a very successful company providing those cookies to other people. He combined purpose and passion and came up with a great idea and made it happen.

Michael: I know there are a lot of entrepreneurs who started business and Truett Cathy comes to mind. He started the Chick-fil-A. He's -- what -- 83 years old now or something. He's another person that comes to mind with that.

Fantastic. So with your course, what is it? Is it a home study course? Is it a book? What form does it come in and how do people take it?

Jason: Right. Millionaire Money Formula in its current form is an e-book. So literally, go to [millionairemoneyformula.com](http://millionairemoneyformula.com) and you can grab. Start going through it right away and it is literally I mean I've gone through a lot of different products and concepts and stuff that are out there in the world of success and building wealth.

There are some very, very powerful things out there. There are some stuff that can be helpful, but not necessarily for every person and things like that, but to a T across the board, every

single highly successful self-made millionaire if you really boil it down to the foundation. How do they really get started and make things happen?

They all started with a great idea for some kind of product or service or information that other people would want to buy. So I said, "Well, how did they do that then?" So that led me to kind of figuring out some of the deeper level thought processes that they used to come up with the ideas for these products, services and information that other people want to buy.

It's kind of an interesting process. It's interesting because as soon as I figured out those steps to that formula, it was like a whole new world of possibilities opened up to me. I realized, "Oh, my God. This is huge stuff." Because really I mean if you know the process and you can come up with ideas for products and services that other people want, there is like no limits for you.

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You can literally take that and go as big as you want to go and go as far as you want to go. There are literally no limits. It's the people that are sitting there wanting to make money, but they don't have a concept for some type of product or service that other people would want. Well, it's pretty difficult to really kind of build a business to make money if you don't have some kind of product or service that people would want to buy.

Michael: Right, right. You can make the best buggy whips in the world, but if there's no market for it. Yeah, I know exactly what you mean. So you've got to process here that actually shows people how to go through that and come up with products and services. That's fantastic.

Jason: Right, come up with ideas for products and services, absolutely.

Michael: I'm going to get that, absolutely. I have one more question for you or maybe a couple more, but the one that's on my mind has to do with how do you see the world now, Jason? I know that you had that incident, that health problem that came up a couple of years ago and you've done remarkably well by the way since then.

You sound extremely clear and really right on today. So you're definitely coming out of that. How have your values changed? I know in talking with Jill Taylor, she also had a brain -- it was actually a stroke several years ago and she worked her way back. She said that there was something in book, she talks about it, a stroke of insight.

She talks about the brain and how she started seeing things differently and her values had actually changed. Has that happened with you? How do you see the world now as opposed to how you used to see it? Have any of your values changed or has anything shifted in you since before that time?

Jason: Yeah, I think there has. I really feel like what it really did for me is it made me realize none of us know how long we're really here for either stroke as well, stroke and aneurysm. I mean it very possibly could have taken me out for good. It made me realize that, "You know what, none of us really know when our time is going to be up and it's in a different period of time for every person."

I think if you can really barrel down and focus. For me, it really feels like I really feel like discovering and figuring out the Millionaire Money Formula is kind of my gift to the world that I was put on this planet to make happen.

It maybe sounds kind of old really spiritual. I don't know. It depends on the person you're talking to. When that kind of experience happens it really gives you a very deep and profound way of thinking about life in the world and future.

I feel like it just made me realize that figuring out the step-by-step process that people can use to come up with concepts that other people want and are highly desired is a life changing thing. I mean every single highly successful person out there is where they're at because they were able to come up with an idea or somebody else came up with it and then they took it and capitalized on it and became multimillionaire as a result.

It's amazing what can happen when you understand that process and go through it and rock things out.

Michael: I think that's fantastic, Jason. I have a sense that you and I are going to talk further on this subject because it's fascinating to me as well. So people can get that by going to the [millionairemoneyformula.com](http://millionairemoneyformula.com), is that correct?

Jason: Yes, absolutely.

Michael: Jason, thank you so much for being here. Hang on, I'll talk to you after the show, after the music.

Next week, we've got Erica Goodstone who's going to come back. **[0:29:25] [Audio Glitch]**. I'm Dr. Michael Craig with Logical Soul Talk.

Are you there, Jason?

**[0:30:06]**

Jason: I am.

Michael: Thank you so much. That was a fantastic interview. I really appreciate that. That went along better than I thought it would.

Jason: Oh, well that's good news then.

Michael: That is great. I'm a little disappointed however because I got in touch with so many people and there was so many people that wrote to me or left comments and said they were going to call in and we didn't have any calls for some reason or not people on the line anyway.

There may have been several on the internet, but for some reason I didn't have any direct phone calls which I thought there would be several. At any rate, did what we could, huh?

Jason: Yeah. We got your canon and let things fall where they may.

Michael: I figured it's like Woody Allen says is the half of success is you showing up, right? So we're here. We're here.

Jason: Yup, absolutely.

Michael: So listen, I really do appreciate that. I want to talk to you more about that book I mentioned about, Conversations with Internet Millionaires. I hope that would be a fantastic subject to cover. Maybe we can talk more about that. I'd love to maybe **[0:31:11]** **[Indiscernible]** on that.

Jason: Yeah. Definitely **[0:31:13]** **[Indiscernible]** on that because I think that, yeah. I really I think that's probably going to be one of the easier books to market.

Michael: Oh, I think so too. First of all because each of those guys at your interview are going to put it out in their network. So definitely you've got sort of like you got a built in audience there too.

Jason: Yeah, totally.

Michael: That would be great. Well, Jason, thank you so much. Give my love to your mother, Mary. When are you coming to town again?

Jason: I'm getting a look of puzzlement.

Michael: I was going to say I'd love to take you all out to dinner or lunch or something and maybe we can talk some and discuss things. By the way, I am going to go get Millionaire Money Formula. I think that's fantastic. You got me all excited now. So I'm going to go check that out.

Jason: Okay. Yeah. I guess I'm going to Atlanta for New Year's and that's the only thing I know that I have kind of slated. Where in Atlanta are you at again?

Michael: I'm in Nora Cross which is northeast.

Jason: Nora Cross. Yeah, that's where I first moved to when I moved to the area.

Michael: Right. Yes, you know Nora Cross. Yeah, I'll send you my number and just feel free to call me anytime if you're coming to town or even last minute I'd love to get with you.

Jason: Yeah, that sounds good. In fact, if you want go ahead and get in touch with me a little bit before New Year's and that way it'll be fresher. I mean obviously my short term memory is where the problem is, but --

Michael: Right. Yeah, I know. So you've been to my house in Nora Cross. You came over here with Gina. You came with Gina that time one time.

Jason: Wow, okay. Cool.

Michael: Yeah, Mary wasn't here, but you were here with Gina Gaudio-Graves. So Gina and --

Jason: Oh, that kind of does ring a bell.

Michael: Yeah. You were over here and my wife cooked and I think she made fish. Anyway, we had a great time with you all. So it was a lot of fun. So yeah, we'd love to have you. Maybe you and your mother could come sometime. We'd love to have you both.

Jason: Let's rock and roll. It sounds good, man.

Michael: Cool, superstar. Listen, I appreciate it again.

Jason: All right. My pleasure.

Michael: You have a great Christmas, you and Mary both and I'll talk to you soon.

Jason: All right. Have a good one.

Michael: Okay, take care. Bye-bye.

Jason: All right, bye.

**[0:34:12]      End of Audio**