

# Transcript

Speaker 1

Well, now you're. Building something and just helping build kids. Dreams. What do you need?

Speaker 2

That is exactly right. I have. I had people. Somebody asked me one time when I first got to the same thing, he said. Architect. Why is that a waste for university? That's. And I said, well, one of the greatest presidents of the United States and the founding President of the University of Virginia was an architect, Thomas Jefferson. He didn't have a license like I had, but he was an. Architect, that's what. He did he. Built things and I told people that. It's about the same thing. You take a. That a student has his organization is the university and universal things together to work for a positive future to meet aspirations. That's that's what architects do. It's just that we're not. You're right. It's not buildings, but it's people and professions and careers and service and so on and so forth. So. How could be comfortable for me? I am the only I believe. Well, I know I'm right. I'm the only president of the university in the state of Texas that's in Arkansas. And I'll tell.

Speaker

You what? I.

Speaker 2

Think in the history of the state of Texas. I may be the only president that was an architect. I'm stuck on that. It's because Brian said agriculture. But at any rate it's it's, it's enjoyable and it is about looking forward and that's what I think. What the university prison should do anyway.

Speaker 3

Today's show, we're going to talk about two topics. We'll start with bureaucracy and if we don't beat that horse dead, then we'll go into a little bit on student debt. But here's what started us for our listeners, I am friends with Walter on Link. Then. You put a a little video. I don't know. It's about 5 minutes. Maybe on bureaucracy and I thought it was a very well balanced. Fascinating because obviously bureaucracy is big in the news right now with dose going in and trying to destroy. The bureaucratic centers of our government for being fat and lazy, and in some cases even corrupt. And so now it may seem that of course, everyone always. This has a distaste, I think, for bureaucracy, but it doesn't go away. Not

nonetheless. So I reached out to you and said, would you like to be on our show? And you graciously said you would. So we appreciate that. So let's visit about that a little bit. Do you want to talk about? A couple of thoughts on what we're seeing with bureaucracy and what it is and what it's suppose.

Speaker 2

To be. Sure. Yeah. I'd be pleased to. It is a, it's a, it's always a favorite subject of mine because I I bump into it all the time on campus, in the system, at the state, at the national level, whether it's with student loans we're talking about, we're thinking about financial things. There are these really dense. Bureaucracies and. One of the challenges is that people tend to believe that bureaucracies. Have no moral perspective that they're just rules and regulations, and therefore they have no moral perspective, but they have a hugely important and impactful moral perspective. And simply stated, it's that rules governing everything and in human relations it's not so much that. Rules covering every. Thing, but relationships tend to govern things, and bureaucracies don't talk about relationships. They talk about rule driven, rule guided organizations and how they how they interact. And I mean it's. A. That that is a moral perspective and the moral perspective is that the individual. Exists in subjection. To a system of rules, and I think it's dangerous, Adam Heiman, Rico, who is the Admiral of the basically the nuclear Navy. And he quipped one day if you're going to sin against God, not the bureaucracy, God will forgive you, but the bureaucracy will not. And and he is right. Theocratic systems are where relentless in the kind of precision that may or may not make any sense. I'm reading a little book right now about it's called everyday free freelance by Philip K How? It's very easy to attorney. He's written some very powerful books, one a number of years ago. Couple of decades ago was the death of common sense. It's a very interesting sense. Yeah. I never read that one. You know what? That's a book I bought and put on my shelf and never.

Speaker 3

Read it but.

Speaker 2

I I didn't she shame on you. He didn't. Go read that.

Speaker 3

Thing is, yeah.

Speaker 2

Compelling statement about how we wanna say mitigated or sort of ruled out of everyday thinking. Common sense. That's and I mean one of the stories from the book, and it's been a while since I read it, but so I'll get it not too badly correct, but this is what he said. There was a group of nuns in New York. And I forget what order it was, but they had bought a five story walk up that they wanted to use to house homeless people. Buildings OK in every way except it didn't have an elevator, so it didn't meet the New York City building. And of course, the building torture report. I'm an architect. We've got that part. Straightened out already and have. Seen the matter is they would not let this order of nuns how's homeless people in this building because it didn't have to know them. Well, and then. Said look, if people need elevators, we'll cut them on the 1st floor and we won't take any more people on the first floor. With their handicap. With disabled in some way, we'll just say that's. Full and we can't put. People on the 2nd floor, if they can't get downstairs in the case of a fire, by the way, they couldn't use the elevator. In the case of the fire. Anyway, the New York City building code said no, and that question is I know if Mr. Howard was answering. We're listening right now. He'd probably say, well, that's not exactly how it happened. But the point he was correct and the point is this, when we let things go over every action that we take rather than common sense, what? We end up with. There's a bureaucrat. Approach this was common sense. People. They could walk up the stairs to get to a place to sleep rather than sleep on the. Streets and they.

Speaker 1

Can have a hot.

Speaker 2

Meal and so on and so forth. And it was a matter of the heart to do this. And it made a lot of sense. But it didn't make sense. According to the building. Odd thing. The building code is correct, I mean it does make sense to have elevators so people that are handicapping gets everything. This is a special circumstance. There are people in desperate need and the building code business need, except when there are people in desperate need. And by the way, I don't. As an architect, I don't seek that. Housing homeless people on the 2nd, 3rd, 4th and 5th. More of a lookup would be dangerous in a fire, no more dangerous than any other building because you you have to walk down the stairs. In the case of a fire, there may have been some other issues, maybe not fire or stairwells and all that kind of stuff, but the concept of not of denying the request because of. The lack of access to the top floor floors made no sense to Howard. Mr. Phillip Howard. It makes no sense to me. I mean it just it's common sense. Why not do that? So Rick, over every Rick over was right. I mean, if you don't do that by the bureaucracy, you'll end up in trouble. I mean, it's just the way. Bill and I, they start with good intentions. It's to count up five things and give people a clear

direction. But we saw before long the qualification and the clear direction rules rather than human wisdom.

Speaker 3

Let's take a quick break. We would like to give away some copies of my book. I wrote the ultimate Retirement planning guide. You tire like you're on Apollo 13. It has a lot of information about how you plan for retirement, what some of the traditional Wall Street wisdom is, and how that might not make sense for you. So we encourage you to get the book on Amazon. It's a compelling read that it's very entertaining.

Speaker 1

For the first 5 lucky callers, be sure to. Call 888814. 8559 once again for the first five callers, be sure to call 888814. I have 5-9 and I'm gonna brag on Brian for a little bit. He has the President of the Social Security Association specialist in that. Certified financial fiduciaries and another guy who's read a ton of financial advisors books and this I promise you is different. It's not boring and they'll tell you the most important information on how to protect your retirement and income. So be sure to call 888-814-8559.

Speaker 3

This is Brian and Sabani with the tour. Travel retirement, income show. All right, we're. Here with Doctor Walter Wendler from the President of the West Texas A&M University, and we're talking about bureaucracy. And so Walter.

Speaker 2

Here's what I've.

Speaker 3

Ascertained how we got into this rules based society where common sense as you talked about in the first segment has almost gone out the window. In some cases we get some horrible calamity, something people die, people lose money and then the government. And let's fix that and so. They we need our.

Speaker

Well.

Speaker 3

And so I mean, of course, as things get more complex, systems get more complex. Just the law says do not do this is not good enough. They must have a regulatory framework of rules

to make sure that that the bad thing that you're trying to fix doesn't happen again. And like a snowball. Going down the hill. So. Over the last 100 years, we've watched these these even though they technically were initiated through a democratic process, they become their own beast themselves. I think Trump refers it to the bureaucrats as the deep state and. As a matter of fact, Elon Musk said. That bureaucracy eats revolution for breakfast.

Speaker 2

By the way, I think he's right. I. Would agree with that.

Speaker 3

So here we are. What I see, though I nearly despise bureaucracy. We work in a very heavily regulated business. We have so many rules that govern everything that we do. Some people think that we operate only in the best interests of our clients. But I would. Contend that, subjugated to the best interests of the rules. That were under. And if the for example, if I learn something about the company that's considered inside information. I cannot share that even though that would be in my clients best interest if I told them that I know this potentially bad or good information, it would be against the rules that we have and I can see why that is. But at the same time they have to watch my client. Take a hit. In that case. And so. That's kind of a harsh. Issue but you know then you break it down into like what you talked about with the building that we're not gonna let homeless people in there because they might not be able to get out in a fire which almost makes no sense. They might die in. The street of.

Speaker 2

Cold there it's possible. By the way, that. The whole thing about subjugating ourselves to rules. Some of the rules systems get so complex, for example. And I'm not against EPA or anything, but it gets to be a labyrinth matrix of almost a rat, Warren of rules and regulations. And here's the issue. 10 different people, because there's so many rules. This is a point that Howard makes in an everyday treat him. And I'm not. To sound like I'm selling the book. Just right in the middle of it. Now it's a very short read and I started last night. I'm almost done. I'm going to finish it later. Today, with everyday freedom, he says there's so many rules that if you get 10 people from one of these agencies, each one can only remember about 10% of the rules. This is the example that he gives and I think I'm being sort of transparent with it, but it's something like this, which only remember 10%. So if. You get 10 people. And each windows has a different 10% every time you talk to somebody, you get a different. Image or a different look into the rules and regulations and rules EPA, but it's a large organization and nobody ever understands the hole anymore. It's like the old story of an elephant designed by a committee that. Kind of thing. Or three people

blindfolded the feeling an animal and each one says it's a different animal. Because they can never see. Whole and that's that's I think the challenge, Brian, that you're talking about and the one with the with the sort of insider trading, why? Golly, that's the rule that makes a lot of. Sense to me. In of itself, but then the application of it gets complicated, especially when you're charging for services and you want to give the best advice you can be your. And I mean it just come. But anyway, I just I think it's it is it's. Serving people is what's first, not serving words.

Speaker 3

That's a good judge phrase serving people, not serving rules. You had a thought there, sabani.

Speaker 1

Yeah, absolutely. Because in your role, you can't speak as transparently about the EPA. I will, the EPA, I was, I was just watching last week, a podcast from a former intelligence officer and he was talking about how some groups, environmentalist groups in the United States have been targeted. By Chinese intelligence and then they will get funding to those environmentalist groups to shut down mining and oil projects in the United States. Why? Because there's competition to China. And so that kind of decreases our own end.

Speaker

Jarvis.

Speaker 1

Energy and production independence. So I think that's a way that bureaucracy can kind of be held captive by outside organizations are ideological forces, so. That's why I think. Places like universities, if you want to be a bureaucrat, so to speak, and operate at the highest levels of government, you just need to be aware of where your information is coming from, and even what is influencing you. And why and how you drive decisions?

Speaker 3

See, here's the. Thing we, we. Envisioned that all of us work on principles we envision, like if a client hires our firm, they envision that our principle is to make them money to give them good financial advice. And that's what we want to do. We absolutely want to do those things. But we are restricted by the framework work of rules and if we, let's say we try to do something that's clearly in the best interest of our client and breaks one of those rules, then we can find our securities licenses are forfeited and then we're no longer. In the business and good intentions does not get you a pass and so many and I'm referring to our

own, but so many bureaucratic systems see the exact same thing. Would you agree with that?

Speaker 2

Yeah, I do. And there's a there's an old expression in all the adage that says, and I'll say it just the way it is, the world the hell is paid with good intentions and good intentions. They don't always yield the good results. And I think that's where wisdom and common sense comes to the floor when you are getting to him, look at the whole. And give your best professional advice and have that stick and have it be correct. And sometimes the best advice will might break or bends to the near breaking point. The rule and that's that goes back to this example of the the working elevator and the flat floor walk up. You need to even though when that building was built, you didn't have to elevate so people could walk upstairs and it was fine. But ADA drives the idea that everybody needs to have accent. And by the way, it's the right idea. Sometimes you have to say one second. This is an exceptional case because. We are providing full. Three or service to people that comes in a sense from the goodness of our heart and the phones keep us from providing that service. The world is completely safe to to ambulatory people and by God, we should be able to do that. And again, I hope I'm not doing injustice to the example that that came from. The depth of common sense because it it was put on and in one line. I resonated with me and I still remembered. And I I read that book twice. Yeah, it was. It was sort of flat footedness up. It was so direct and appealing to. And in a sense, my human nature and and by the way, this purpose that you just talked about, Brian, you know that is that you have a central purpose as a financial advisor. Whatever you as an architect, as a teacher, whatever. It may be. There are some big purposes there and what bureaucracy does in my mind. It's weird. The big Cubans with roof fall and by and large roof following is good. If it says do 65 you should do 65. I mean that makes sense. But there's times when you know it may be the correct thing to do to break that rule. For example, if you follow a truck and. There's stuff coming. Off the back of it you can get. Way. Back, but maybe the better thing to do is go out and pass and do that. You may have to go faster or something. I don't know. And I'd be very cautious about. I'm not recommending that people bring down, especially on my 27 out here between between the Canyon and Amarillo, there's a lot of construction and. It's people need. To be very. Careful on that road, but the point is sometimes. Common sense, thoughtful judgement needs to supersede the rule. Of course, the trick is always. Finding out when. And whose judgment? Because if you get anarchy, if you just don't have any rules anymore and it's the purpose, the challenge is finding the right time, and then the litigiousness of society nowadays I think has caused. A lot of people to rely completely and that's where this morality comes in on the morality of a system of rules which denigrates or eliminates human. Judgment, and I don't think that's the intention of the rules and why it's

a societal challenge. Moral relativism seeps into every aspect of our society. If I'm a Christian man and I say from my Christian perspective, I have a problem with this, people say, well, you can't do that. Well, I have to do it. It's who I am.

Speaker

Hey.

Speaker 2

And how will that work? I mean, sometimes in universities, I think they want the leadership to have no moral perspective at all. Just have a rule driven perspective. When I get frustrated, that's how it feels. Sometimes they don't want me to believe anything other than that the rules are paramount.

Speaker 3

And that's a dangerous position to be in. Well, you made a couple of interesting points where we tried to attach morality with the rules, and then you have the political aspect of who has to obey the rules and who is enforcing the rules. Like what I have found. That there are people in our society that think capitalism and businesses are the bane are a destructive force should be removed, should be regulated to the nth degree and so that if those people end up as a bureaucrat.

Speaker 1

That.

Speaker 3

And so they see these rules as the moral compass that guides more, and that will hopefully fix the and their job is to make sure that you understand and are penalized if you disregard the rules as nonsensical. And I think we've seen that. And those that go out and do audits and go and interact with the public, like the going back to the first illustration of the. Building those bureaucrats couldn't get. That they were trying to help homeless. People. And if we're talking New York and it's winter. It gets pretty darn cold. Yes, Sir. And I think walking up a flight of stairs in the bitter cold. But out of that wind would be a better situation than a handicapped person not able to use an elevator. But they can't see past that. And what they see is the greedy. Building owner didn't build an elevator and. They would just spend some of their money. Then everything would be right, and so by them enforcing the rule, they're actually making sure that the greedy capitalists doesn't sit on his money and it's. It gets down a rabbit hole of craziness, in my opinion, because of where of the persons views of society.



Speaker 2

Right. Well, by the way, the more perspective on that example, if I remember, again, if I remember correctly what happened was the order of nuns said I think the cost someone save us \$1,000,000, it would have made any difference if it was 100,000, they didn't have the money and they said we can't afford to do that and said well we'll not, we'll not be able to grant a permit for you to use the building. Sure. In the shelter, because there was no. Yeah, no. Some people were handicapped. Wouldn't be able to get to force 225 or whatever it was. And if the principles are correct, I know they are. So they couldn't use the elder is the. I mean, they couldn't use the building to serve homeless people that were ambulatory. And they promised to keep the first floor for people that couldn't use the omelet.

Speaker 3

So and by the way, it's not just cold in New York. It's dangerous at times, too, for people that are on the street. So this is a a perennial problem. I really wish that this story was like a weird story that rarely happens, but unfortunately. I don't think that's the case. I think this in small to great degree across the entire system and I believe that was one of the ways Trump was able to get so much support because so many people are upset over these bureaucratic, unelected rulemakers.

Speaker 2

Not needed.

Speaker 3

And rule Forcers getting involved in our lives.

Speaker 1

Their prime examples of how bureaucracy can ruin not only a society, but the economy at large as well. When you take a look at California, I don't know if the audience remembers there's this viral story. About how much it would cost to build 1 toilet in a public park in San Francisco, they estimated it would be \$4 million for one toilet who is getting paid off and for how much. I mean, like you have committee after committee reviewing, I don't know what. Build one thing.

Speaker 3

For like 5 or \$6000 they could have probably put 4 to John's in nine. For four year.

Speaker 1

Literally. So you mean you've got things like that, and then Californians will complain all day long about their housing prices. But part of it is artificial because. They only allow building. To a certain height, and so that limits the supply and so if they change.

Speaker 3

4/4 story may. Yeah, it's California. It is 4 story limit.

Speaker 1

Yeah. So if they change that.

Speaker

Remember.

Speaker 1

Automatically they get more inventory. Prime example of how bureaucracy can just harm society and the economy at large, making things really inefficient.

Speaker 2

It's a rub, and the problem is there are people that think that they actually believe that bureaucracy is good because it treats everybody insane. Well, I'll.

Speaker 3

Tell you I think.

Speaker 2

One mom and dad had six kids. They were six and. And at best, if maybe you and we will, all individuals. And at best, if they treated us all we're saying, one person would be well treated. I should tell my design thought they'd be because the other five are all different than the 1. You know that, you know, and it's possible if if they treated us all the same, they'll make it. In silly example about this in that minute, then it's possible. Then nobody would be. Well treated. If they try to treat us all the same. Here's the example I told you. Just tell the cyclists this because we're talking about goodness of fit and making sure that things come together correctly and. Design exercise presentation. If I took the if, let's say I wanted to design a pair of shoes for the whole less and I took the average shoe size to 1/4 of an inch or an eighth of an inch of everybody measured their feet everything and made a perfect shoe. There's a good chance. That sure would fit nobody. I mean, it's possible by being the average, and the idea is going to serve everybody equally and the same. The fact is, we've served nobody. That's the bottom line. You have served nobody. And it takes

judgment to recognize that we're all. We're all different and we need to be treated differently. And that requires a sort of confidence or trust in organizations. And unfortunately, in my humble opinion, bureaucracy bureaucracies are seem to. Eliminate the need for trust because everything is done fairly. The fear doesn't always work, and it doesn't work with shoe size, so I will guarantee you that's an odd example, but I'll guarantee same thing. I can guarantee the three of us were all different if they made, they took all our measurements and made a suit, or that would fit all three of us. That was the averages. And in theory fit all of us. It wouldn't fit any of us. Yeah. It wouldn't fit. And no, that wouldn't work for any. But so and I think that's unfortunate. What bureaucracies tend to do and I know that's a very sort of over generalization. It's all based on this idea of averages and somehow that makes it sense sort of democratic process to make sure everybody's sides gets configured into that, but it doesn't what? It just.

Speaker 3

And what said too, is the application lot of times which is forms. Forms must be filled out, forms must be approved, stamped and countersigned, and this and that. And then you have this situation where the project can't move until the forms. Have been adequately filled out and.

Speaker 2

I thought it.

Speaker 3

Was pretty bad in United States and my wife lives in the Philippines. We're trying to get her visa approved and ohh dear God, it's been three years. It should be an easy case. We are legitimately married. I've been to the Philippines 14 times to visit my family, where obviously real married family. But it's just going through the bureaucracy of the immigration department and I agree that we should make sure that. The right people come in the United States, but it's so wrong and it's so onerous. And then you go to other countries. And my wife has been trying to transfer some property from her father, who died 20 or about 20 years ago. And it's taking years that because thing it just keeps getting bounced back and forth. Well, you gotta get this side. You gotta get this, you know, you gotta get this done. And so the bureaucratic system slows things down and stops things sometimes over a form. Not because it's wrong, not because it shouldn't be done. Because the form has stopped it and so it's much worse than other countries. Unfortunate. Great. But I feel like where we've been heading in that direction and I think that's why I'm when Trump was able to contain on that issue. I think that's why so many like that because I.

Think many of. Us feel that bureaucracy has gotten out of control and or maybe has gotten into control.

Speaker 2

And we don't like it. So.

Speaker

Right.

Speaker 3

So let's take a quick break there. Honey, I tell you what I want to do, let's price you. Those depth of common sense books, and let's give those away. What are you saying?

Speaker 1

I like that good idea.

Speaker 3

Yes. So for the next 5 callers, if you call in, we're going to send you a copy of the death of common sense that was recommended by. Enter here and we'll send it to you free of charge. And by the way, when you call in to get a free book, we we will not spam you. Now we might send out a letter with your book, but we're we promise not to spam you and turn you into Indians for scam calls. So.

Speaker 1

To get the death of common sense, be sure to call 888-814-8559 to get your complimentary copy of the death of common sense. Be sure to call 888-814-8559. This is Brian and Stephanie of the Toro Bravo retirement income show. Alright folks, we're.

Speaker 3

Back again, we're here with Doctor Walter Wendler, president of West, TX A&M University. Doctor Wendler, do you have any thoughts on YWT for a college education?

Speaker 2

Yeah, we've got a lot. Of them? Well, I will say the. One of the most money to how? Many aspects of West TX A&M University. Is that it's in West, TX in West TX has a value system. And I'll use the word conservative and I don't mean that in a political sense, but it's more a value system that says use what you have carefully. Be mindful of costs, respect other peoples opinions and belief systems and so on and so forth to be understanding and treat

people with dignity and respect. Live by the golden rule. Treat others the way you are be treated. So many people so and that's a Christian principle. It's a principle in that every major religion on the face of the Earth, everyone has something just like it's some of them are reversed. It says don't do something to somebody that you wouldn't want done to you. But this concept, there's a Scientific American. Was the concept the War of reciprocity? Treat people the way you are be treated. Then they'll treat you that way. But if you treat people with contempt or within dignity, you or however you treat them, and this is not a this is not a Sunday school or this is Sunday. School wasn't in a way, but it's just about why it's in general and every one of last week system, everyone. As some caveat about how will these things fit together in this world, reciprocity. So I think the varying system of West TX leaks into the university and I mean would accelerate that leakage. I want to make sure. That the values that distinguish West TX, this idea of personal responsibility and the kind of personal toughness I just watched the night before last and last night, I rewatched this Ken Burns's documentary on the Dust Bowl. Come to on you these people that went through that and stayed with it stayed with the region and that and we were in the.

Speaker 3

Middle of it right here in.

Speaker 2

The Panhandle, in fact Amarillo was the largest city affected during the Dustball because it's mostly agricultural stuff and Amarillo is. Just city and I a couple of times during this thing I almost cried just because of how persistent people were in the face of challenges that would make other people just run. And I thought to myself, we need to maintain those kind of values about toughness and being determined and setting. Being strong about it and I think these things and I think this is sort of general. But what I'm seeing is West TX is a kind of place that I think a lot of students could benefit from studying because we teach here things like personal responsibility, trust in trust in organizations that are larger than you are, the importance of family life, hard work, and. Persistence. These are these things that I saw in this documentary. Isn't, in fact, almost every one of these things regard for others and social groupings. I go through all the list of this kind of stuff. Personal responsibility, rugged individuals. I think patriotism and Trump patriotism in other. That's a group of people that not so much the patriotism to the nation. That's very important, but also too local, where you can say a lot of the communities here have come patriotism towards other community members because they're they're working hard and so on and so forth. These are values that are absolutely essential. The wealth functioning of a Republican form of government, I mean period government. Breaks down when these values. Work as matter of fact, we've established an effort here on the campus called The

Hill Institute. We're putting together a board of directors since we've been working on this for a couple of years now, but it is intended to promote the study of those kinds of values and the integration of those values into every practice. If somebody wants to be a financial advisor, those values will make you a better one. The school teacher, those values will make you a better one an engineer.

Speaker 3

So.

Speaker 2

Those values will make you a better one. I can promise this. I can feel it in my in my heart. Now, is there some rule that supports this? Not exactly. Back to our discussion, but there is a sense of it, a commitment to purpose than other people, and being part of something that's larger. Than you are. There's no rules. That and we have to be careful because we are codifying some of those things out of existence. I'll give you. Yeah, OK. I'm a person of faith. The facts of various I2 families all the time. When you're when a student. If I'm talking to parents, I'll say when your students, those in your charge, come to WT. I personally am gonna tell them every chance I get. Don't check your faith at the campus gate. Bring it with you. Because your faith lies. And your intellectual life. Or welded together in a way that is absolutely critical to a well functioning society. And by the way, I'm not treated to these people that might think system is better than theirs or anything that's another kind of discussion over. Someone who has an institution I want WT to recognize that a person's faith life is important to their intellectual and vocational life. You can't separate those things, and we try to do that for fear of people. While you will see the separation of church and state, you can't. Talk about your. Faith, Maloney. It's below.

Speaker 3

Now. There's a difference thing you say. This is the. School, church, everyone go to. That from do not let your faith in God or your whatever your faith is, it can help you. I mean there's a difference in supporting that cause. I think the Constitution was saying, hey, we're not going to have our own national church. That's how I understand it. And yes, it was written hundreds of years ago. But these are deep.

Speaker 2

Principles and enlightenment principles that I've.

Speaker 3

And these are people that wrote this were trying to break free from the tyranny of the key. And and now here we are. We're almost having the tyranny of the beer craft. And so yeah, that that's important to ponder that I. Would like to make a. Comment as a person that's been on campus. For 20 years and WT and has met with and has worked with so many educators and professors, I have a number of clients still there. I can tell you that I also went to Texas Tech and I'm not trying to disparage 1 university or another, but. There is. A little bit more caring and attention that I see at WT that you simply won't get in a bigger university now. Texas Tech is a great university, but it has a very entrenched bureaucratic system. It it. I saw a lot of professors that were more. Engaged in the campus politics than they were in the education of the. And and that's my observation. Of course Sabani here went to Texas Tech and he has his degrees from Texas Tech. So. But I think if somebody is trying to decide school for their or for their and I know my daughter wants to go to college and I want her to go to WT. When I finally get her through the beer crank system.

Speaker 2

Maybe told the book she will be. But but it's it's sometimes feels that way, but.

Speaker 3

Certainly. Anyway, that's my comment towards what you guys do there and frankly. You're nine years. At WT Yes 9 news. So my view has really gone across several precedents that I've I've seen, so I really appreciate the values that you just saw and the leadership that you're giving the campus. But I've seen this type of situation has really gone. Across many presidents at WT and so that it seems that the campus has embraced this these values.

Speaker 2

And you're right where it has and it comes from the region, from the geography, from the people that live and work and make their homes here and build communities here because it's a demanding place in many ways. It's it's not an easy place. And if you're hoping a hole in the ground to extract hydrocarbons, if you're planning. Need to grow weed or raising channels? Provide beans for cotton to provide the fiber, fruit. Fuel and fiber are the hallmarks of this university and so many. It's it's, it's, it's rough and it is. Bigger than anybody and. You can try and deny it. And try to say no, we need to be more like the New York or California or anywhere.

Speaker

You know.

Speaker 3

We need to be.

Speaker 2

Like West TX. We need to be like the Texas Panhandle. And some people come and think, well, the people here, they're they're limited a little bit sheltered, they don't. They haven't seen much and so on and so forth to that I say they're lonely and they know how to work. They know how to do these things. And I think Swani had had something he wanted to say.

Speaker 1

Did you? Yeah. Thank you so much actually, for going into the. Fluid fuel fibre triangle. I was reading that recently and I actually want to ask about that first commend you on not bowing to the accreditation standards which I've talked to several people hired administration. I know there can be quite a bit of pressure from that. So how do? You work on playing uniquely to the strengths of WT to help bolster what it's best at. Things like the food, fuel, and fiber. Not trying to be like some other Ivy League or thing like that.

Speaker 2

Right. And that my defense of this is we don't have the resource base. Where do we have the population base? To be like. Other universities and that's not a that's not a crime. Both Admiral Rickover with a sitting there. I mean it is what it is. I mean, there are our existence in this part of the world. What I wanna do is serve locally 1st and serve well. Different people have different needs. And give me this is a true story. Now three years or five years ago. I. Was standing around. With some first semester freshman who was about halfway through this semester, so it was probably in. October or something? And I asked these students, I said, just a curiosity was probably 10 or 11. I wasn't doing a formal survey or anything like that. I just asked. Them how many of? You have this cell phone for at least one of your faculty members. Every student raised their hand. And then I said, how many of you have the cell phone for all of your factories? And. Well, what about 3? Raise their hand and the I think the import there it is. And this is the fact that WT they are willing to connect with students. Obviously our intellectual level to understand history or English or mathematics or science, even in the general subjects, what it is that people who study but also on a personal level, because when you give somebody your cell phone number, it's a different kind of connection because they can call you at any time and so on and so forth. But our faculty are built that way and that's not to say they don't do that. Or Texas, or the University of Texas, Auburn, MIT. I don't know what they.

Speaker 3



Do there? Well, let me. Tell you I know most of the professors that I work with. They have also messenger accounts and they act with them. They interact with me through messenger at times, and then of course, some of my industry rules won't let me respond to the.

Speaker 2

God bless the bureaucracy, yeah.

Speaker 3

Yeah, it's not the approved channel might, but you know what, if you don't have those rules yet, so that they're able to and there's a lot of kids that were in this day and age of social media and that's in too, I can say from personal experience. Not reading the tagline on the brochure. That I've gone to visit clients of mine in the classroom had to wait 15 minutes. The class is over. Had to wait 15 minutes as the professor is explaining whatever the lecture was on that day and helping you know the kids. With with whatever projects or assignments that they're working on, and they weren't like it's over. Go to my office hours when I have them and out the door. They were still there visiting and talking. And helping them. And so I I've seen that, I've seen that personally. And so I know that's the kind of culture that WT definitely has. So folks, let's stop. There real quick, we have a restaurant review that we would like to play for you. All right, everybody, this is Brian Subani with the tour Bravo retirement income show. And we are in Atlanta, GA we just went to the Atlanta Aquarium and now we're having a lunch at this beautiful seafood restaurant named McCormack's and Schmick's. We are sitting down with our server and the manager. Can you say your name please?

Speaker 4

My name is Alex. I'm a manager of McCormick and Schmick's here.

Speaker 3

And I'm Courtney with. OK, OK. Now I've run all the one liners I've got against Courtney and she's come back really strong every time.

Speaker 1

And so so.

Speaker 3

Anyway, we had the calamari and man that was fantastic. What do you think of it? It had the sweet chili sauce with it.

Speaker 1

Yeah. So they had this like a sweet chili oil and you could clearly tell that it was very fresh. Calamari had the perfect amount of breading, so it was nice and crispy. I thought that was amazing. Call mark. So can you tell us a little bit about the restaurant, how long you've been here and what's the his?

Speaker 4

Absolutely. We are part of Landrys Corporation. Actually this location been here for about 14 years. We are specialized on the oysters and the fresh seafood majors. If our fish comes fresh, if we have to order it overnight because there is no ocean here. So we need a bit more tricky with our seafood, which we get it. Dash.

Speaker 3

So you don't go over to the. Aquarium and getting. Fish over there.

Speaker 4

That's a great idea to think about that.

Speaker 3

I don't think the Aquarian people would like that. They seemed like they were very much conservationist when they came to their to the fish there. All right, now, how long you worked here, Courtney? Been here for four years last September, so this should be 5 years, yes. Am I the toughest customer you've had or? You've had worse.

Speaker

Close.

Speaker 3

Very good. Alright, so now for we had our appetizer, which was the calamari which I love to and then for the mains I had since it's lunch, I just had a bowl of clam chowder, which I got to tell you, very fresh, right the clams. They're very fresh in here. It tastes like it's fresh, very smooth. I make clam chowder and like this a lot. I like the way the. Tables were and. Then what about you sabani? I tasted your. You had the salmon? I actually. I had the monkey.

Speaker 1

Monkey. Monkey. Ohh yeah. And I thought this was terrific. It had a really nice as Brian had pointed out as well. Nice smoky flavor. And it has this nice cream at the bottom. It's sitting

on and then, yeah, and then it's it. It's slightly nutty too, which is really nice and nice. Just subtle, fresh flavor.

Speaker

Like the horse ranch.

Speaker 3

Now I'm the mahi. Do you smoke it or is it just the seasoning you do that gives it that smoky flavor?

Speaker 4

That is the seasoning, yes, but the fish oil itself expense here, but there's a special seasoning with the with the whole preparation all together, the spinach and the pancetta and the sauce. This was giving you this.

Speaker 1

Oh.

Speaker 4

Taste.

Speaker 3

Yeah, said Sabani here doesn't eat pork. He gave me all the pancetta. So anyway, so I would like to start our review. I'll be frank with you. I'm very impressed. And and I'm a hard critic and so I'm going to give you guys a 9.8 on my review. 10 and where are you at sabani?

Speaker 1

Absolutely. As Brian was saying, I am similarly super impressed. I think that's actually might be like the best piece of fish I've had like scanning my mind, I've had seafood in hundreds of different places, but yeah, I have to give it a 9.9 this is stupendous. Yeah, Courtney, manager, all super sweet, lovely place.

Speaker 3

Well, my review gives the server .2 addition you know, just because she took the one liners and came back hard, we have to give her credit for that. And so anyway, you're downtown here in Atlanta, right here near the Omni hotel. If somebody's ever in Atlanta from. Our hometown in Amarillo. They should come by and give you guys a try and enjoy the seafood

here. OK, ask for Courtney. And if you give her a hard time, she will give it back to you. OK, well, folks, this was Ryan Subani. We're joined at McCormick.

Speaker

Yeah, yeah.

Speaker 3

Submits. I'm here in Atlanta, GA.

Speaker 1

This is Brian and Subani with the 12B retirement income show signing out.

Speaker 3

OK, we're back. This has been a great conversation. Doctor Wendler, thank you for being willing to do this with us. You took my my message. LinkedIn and I appreciate it and we really appreciate what you guys do at at WT and how you're supporting the Panhandle community. And did you want to close with the?

Speaker 2

I want to add one thing. We talked a little bit about like somebody was asking me about WT and we talked about the values. I also would like. To recommend to people wherever they study, pay attention to the cost and pay attention to indebtedness because too many people borrow too much for their degrees. And their studies and then spend too long paying those things. There are many people and I can't remember the exact number now, so I'm not gonna say it, but it's it was hundreds of thousands of Social Security recipients in the United States. Who have their checks garnished to pay student loans? Ohh wow, that's exactly the right response. Ohh wow. And now some of these are grandparents who have borrowed money to pay for their and accepted responsibility for their grandchildren or whatever. But pay attention to cost, pay a lot of attention to cost and understanding what kind of starting salaries or income you can expect from a different degree. And I'll masters degree in computer science and a Masters degree in education. The fact of the matter is, and it's not a good reason to study one thing or another, but the reality is they will yield much different kinds of employment opportunities and different kinds of compensation strong.

Speaker 3

If you're hoping to it, maybe we can have a show that talks about cost of education and think may we go dig a little deeper into that future. Show if that's OK with you.

## Speaker 2

I'd be pleased to do it and I have my knee book that's available online. It's we'll still be dead if you go back to wtau.edu. And then put in the search box so that that ebook will pop up. And it's a. It's got 10 chapters and they're basically ten articles that I've written. It's 50 pages long and it talks about indebtedness and I think. It it will cause people to ask questions and that's the whole point of trying to study an institution and see if that's the right place to be, ask questions.

## Speaker 3

Right. Great. Thank you again for joining us. Hopefully, we can have you join us on another show in the future, maybe talking about student debt. And so folks, we're going to close down. Today this is Brian and Subani with the Toro Bravo return today. Come show signing off.