

DN137 - Black And Mobile: How To Boost Your Community Through Your Business

Casanova Brooks: [00:01:15] What's up DreamNation. We are back again. And we got an episode today that I'm excited to talk to my brother, mr. David, because he is somebody that as a young entrepreneur, if you're listening at this right now, and you're thinking about starting a business, or maybe you've just. Started a business, but you're really trying to see, look, is there anybody else out there that's going through it like me, but continues to get up every single day and prosper and be resilient.

This is the episode for you. So without further ado, please help me and welcoming my brother, mr. David, from Black And Mobile. David, you want to go ahead and say what's up to DreamNation.

David Cabello: [00:01:55] Hey, thanks DreamNation for having me. I really appreciate it. I'm excited and I'm honored, to be a part of it, to share my story with the community. And I just really appreciate the opportunity.

Casanova Brooks: [00:02:04] Yeah, man, this is going to be a fun one, so for anybody who does not know about Black And Mobile, who does not know about David, who does not know about the movement that you've been creating over this last two years, let's go back And here's what I like to do.

Always love to make sure that I could give the proper introduction. And the way that I do that is by comparing entrepreneurs to superheroes. And the reason being is because we fly around the world, we put on our Cape and we try to solve the biggest problems. But for every Superman that we know out there's a Clark Kent behind him.

So we can take it back. You can dive a little bit deeper. Who is the Clark Kent behind David Cabello?

David Cabello: [00:02:47] Yeah. So, my story is it's been a, it's been a, it's been a long one, not just entrepreneurship, just in general, my life, but entrepreneurship, we're Black And Mobile. It all started in college. Honestly, me and my twin brothers, we were roommates in college.

We went to Shippensburg university. my first, throughout my whole life, I've been expelled from schools. I've been held back, kicked out of school district. So when I got to college, I'm

like, things are going to change for me. I'm going to do better. First semester, I almost got kicked out. My grades were so low.

I was just partying. I wasn't focused. My brother was always grounded. Always. He said, look, don't do this. He went to someone who was like, don't go out. Like just, do the work, let's read these books. He was always researching about black history about culture. Cause he had a professor that introduced him to it.

I actually a white professor that basically just. Oh, we talked about Africa, and actually shed light on it. You know, instead of just actually dimming it, so he took the opportunity to learn more about it. And second, third semester, he was really just feeding me the knowledge. I look you gotta read this, you gotta read this.

And at first I was just like, man, get this from getting away from it. I'm not reading this right now. I'm trying to have fun. And then one day it hit me. I'm like, no, this is some deep stuff. I was always an entrepreneur, but then. As far as, being rooted for the community only I never had, I was a business owner.

I was going to go into business to make money. So yeah, the semester came in at that point. We won't even go into school. We won't even go into class. We would literally skip. We were skipping class every day, researching and watching videos. And for DC, you were watching all the scholars in the community.

It's a written sheet. And we were just learning more. We just wanted to learn more who we interested in college. I had a black professor from Africa telling me that white people are smarter than black people. So many people tell us we were crazy. So when he was like, you guys are streamers and just so many people that national guard were looking at it to my brother, he left the national guard.

I said, I'm fighting for black people when the war happens. so many things happen. So where people just live with us as like these guys are just absolutely insane. So the day after Trump got elected, we dropped out of college. We said we're going to help black businesses any way we can. We had no idea how we were going to do that.

At 21 years old, we had no idea, but we said we're going to help black businesses anyway. So we dropped out of college. I started as a janitor at a bookstore and that's how I deliver food. So I'm gonna say you could deliver food in a blank. I was like, you're lying. please show me to do, I didn't know about no Postmates, Uber eats.

I didn't know about them. That wasn't 2016. I didn't know about them. Someone told me I got a bike. I started delivering for Postmates. So that's all I Black And Mobile was never in existence. I was just delivering food to make money, to feed myself. I was broke. talk about dirt poor. I had nothing literally, if we're in the same stuff.

So I was just trying to make some money. And then about a couple months after that. So I worked for Uber eats and then after that, I'm trying to make some money now. So I started working for caviar. It takes six months to even get in there. You went into the office, say, I need this job.

I basically finessed them to help me get me in the system in two weeks. So I started working for caviar and I was making like 25, 40 an hour, maybe like \$1,100 and 30 hours of work. And at that point, I said, I want a bicycle and regular bicycle. It wasn't electric. It was just a regular bicycle in the rain the heat, the snow I made that much money just grinding.

So I said, if I can make this money delivering food on a bicycle, how much could I make if I own the company. And at that point, I already knew I was helping black businesses. So I went home. I typed into YouTube. How do I start delivering service? I watched literally about two of the corniest, videos, ever.

Some stuff I researched the market coming from. There were no black owned food delivery service in the country on that level. I grew up, Uber eats door dash Postmates, eat 24. Yeah. Caviar go puff the all white or Asian owners. So many of them, that's what I was going to be the first black owned one.

That's exactly what I did.

Casanova Brooks: [00:06:26] Man, what a powerful story. I love it. What I want to know is, as you decided that, Hey, I'm going to do this. Where was your brother at this time? Did you guys start it together, is what I'm asking? Or did you have anybody else that was pumping your head up to say that you can do it or where everybody like, man, you a little bit crazy, but you knew internally you was gonna make it work.

David Cabello: [00:06:48] Me and my brother, he was, he definitely was like there with me, but. As far as me, I did everything to get her started. I did, I taught myself Shopify I'm on a website. I put my own app together. My mom and my brother both admitted that they didn't even think it would be this big. Like my brother, he had a son, his only focus was his son.

He wasn't focusing on, the positive potential of a business. He was like, I need money now. So that was his focus, my mom, me and her weren't really even talking. So she was looking like what she told me when I dropped out of college. you guys are, she basically said the richest people don't go to college.

That's what she said to me, word for word. So I was like, at least she's not mad at me, but she didn't really understand what I was doing. she was like, she didn't really go get a job. My grandma go get a job. Everybody's go get a job. we need to make some money.

This isn't going to work. and for the first year, it really, didn't nobody business owners didn't want to give me a shot. They didn't want to listen to me. I'm going to get any drivers. Like it was a rough first year of trying to put it together. But yeah. what really propelled me to even take the next step?

Because I was scared. I was like, I don't even know how.

Casanova Brooks: [00:07:49] And you were, how old at this time?

David Cabello: [00:07:51] I was 22.

Casanova Brooks: [00:07:52] 22. Okay.

David Cabello: [00:07:54] And then, yeah, 22 or 2017 then? Yeah. And then 2018. I was 23. So during that time, I didn't know what I was going to do with them right before I launched, because I had a business that signed up one of the biggest businesses in the city, they got signed up and they said, we know we're going to give you a shot.

I got so excited. I went home. I went to the gym, LA fitness. I started playing basketball and I fractured my foot sprained my ankle and I didn't walk for 50 days and I had to ride a bike. So I couldn't walk, crying. I was depressed. I didn't know what I was going to do. So the minute I said, the minute I started walking again, there's nothing that's stopping me.

I'm starting this business. And the guy was working with for two years. I worked for him. I mean his whole platform, his website and all that. The day I started my business, he never said another word to me again. We never talked again cause he wanted me to work for him. So there's been so many people that have scammed me that have got over me.

That didn't believe in me. It was, I don't even care what anybody has to say, what anybody thinks I'm starting my business. And the first five months of business, I did \$5,000 in sales. I got hit by a car. I closed down and I relaunched in October and ever since then, The last quarter of 2019 part at 20,000, right?

This year, we're on pace to do five, 600,000. Wow. Yeah. So 25,000 a whole year, last year, five, 600,000 issue. Just one believer to myself. And I'm only in one city with Detroit. Two weeks before two weeks after we went to Detroit, COVID happened. The whole city got shut down so that we didn't really, we didn't really get to do anything in Detroit that we just launched in Atlanta.

So I'm doing all of the, just from one location and I run the entire Atlanta and Detroit right here from Philly.

Casanova Brooks: [00:09:31] most people, they want to stay concentrated. How did you decide? Did you have a mentor or somebody like that? That said, look, you can expand this out because franchising is a whole nother thing to run running a small business

David Cabello: [00:09:42] oh yeah. Yeah. honestly, I don't have any, I don't have anyone funding me. I don't have anybody. I'm a hundred percent on it. I don't have any mentors. I'm doing this all by myself. I have my mom and my brother that worked for me, but. They work for me. Like I basically I'm calling the shots. No one is like the only person that's calling the shots for me is God, he's the one who's guiding me.

He's the one who's helped show me the direction to go. But it's all just on gut. That's all just knowing I can do it. Like Detroit. Detroit was a personal and business reason. Detroit is one of the blackest cities in America, so that's automatically a potential market, but we're related to the honorable Elijah Muhammad.

That's my great grandmother's first cousin. He went to Detroit when he left Sandersville, Georgia. So I said, I want to go to Detroit as well. I want to follow his footsteps. It's more of a spiritual battle. It's not about, it's not about money. It's more of a spiritual battle and the ancestors are guiding me. So that's how I looked at it.

So I went to Detroit. Now Detroit didn't work out the best because there were no drivers. everyone's getting unemployment, it's hard for Uber eats to find drivers. Not just Black And Mobile. It's hard for other services to find drivers. So that was Detroit and Atlanta. who doesn't want to go to Atlanta and be a black owned business?

that's just. That was obviously where I was. Atlanta's next. And then, we've got other cities on our radar, but Atlanta, if we can make it in Atlanta, for sure we'll be able to just propel anywhere because Atlanta is like that. That's the city you want to go to for a black business.

Casanova Brooks: [00:10:59] I love it. Now for you, do you, is your vision, has it always been to service specifically black owned businesses, or did you, have you ever thought that yo I. As I, I want to make sure that we are focused on, speaking to black owned businesses and helping black owned businesses. But if somebody else comes in and they have a big, restaurant, whatever it is, a big chain, let's say at Texas Roadhouse or something reaches out and says, Hey, you know what?

We want to do a partnership with Black And Mobile. What would your response be?.

David Cabello: [00:11:30] My response would be at this time, we are only focusing on underrepresented businesses that need help. so unfortunately we have to decline at the moment, in the future, once we have every black owned restaurant across the country on our platform, and they're able to be represented the right way, then we'll be able to do business with you. That would be my response because I've never been tried to target. I've had people apply like Subway. I have subway applied. I've had grocery stores applied, like major ones to, and I declined them. All I said right now, This is my niche. And it's nothing against me hating you or not.

I wanted to do business with you, but right now our businesses need help. So instead of focusing on everyone else, I need to focus on our people first cause you guys are already have Instacart, Uber eats, grub hub, all these other white, Asian owned businesses that cater to you. But when you go to these platforms, you don't see too many black owned.

Oh, that's how you see the black owned grocery store. So before I go focused on another grocery store, I'm going to focus to make sure we have a grocery store and that we can deliver for them first, before I do business with you

Casanova Brooks: [00:12:25]

Man. I love it. And that's the values, right? And a lot of people, they get that mixed up because the money starts to come in.

Or the money's not coming in. Like you said, we only did what \$5,000.

David Cabello: [00:12:36] Bro. My whole life until this year. And I'm still broke. So it ain't like Money, it didn't motivate me. Honestly, it really didn't motivate me. I knew money would come. I still know more money's coming. So money is not the motivation.

And that's what I want to tell anybody that's watching. If you have a business, do not do it for money. Cause this business that I'm doing alone, you're not going to make money in the first couple of years. Like you put, I gotta put out for apps. It's I'm paying everybody. I'm paying drivers. I'm only getting a small cut.

So it ain't like I'm getting 80%. I'm only getting a small cut from the best months, but in any business, you're gonna have to flip it. You're gonna have them. You know what I mean? The profit margin you gotta put it back in there. So anybody starting a business, if you do it for money, you're most likely not going to be successful.

This is literally by far for the money. I'm doing this for a purpose. So when I'm not running my business, I'm depressed. I'm upset. I'm like, what the hell can I do to get this back up and running? Because this is like my, no one. I felt that no one can duplicate what I'm doing because it's coming from the soul. You can't duplicate none of it.

Casanova Brooks: [00:13:59] I love it, man. Talk to me about over now, you started to see an increase, right? Social media has really taken off for you. Everybody loves the mission. I love the mission. That's why we brought you on and we love just like you said, the soul, what's been your biggest challenge during the pandemic.

Seeing as a lot more people know that they need your service.

David Cabello: [00:14:20] I would say the biggest challenge is, and not pandemic or not. The biggest challenge is getting drivers. I feel I am coming out with a new business to help with that, but I feel like it's been a challenge to get our people to work for black businesses.

Cause we're so used to working for other people. I'm not saying all my people, but we've been conditioned to work for other people. We've been the working class with a consumer class. So that's already an issue right there to get to show people that you can trust me. I'm going to pay you on time. You're going to make the good money, and then.

Same thing for restaurants, they're used, I'm the only one in the nation doing what I'm doing. So they're used to Uber eats that used to grub hub. They use the postmates. When I come around, most people are like, some people say, I don't even know this was real. So that shows you the type of belief they had in the business.

They say, I don't even know this was a real business. So getting them to actually trust me. And I'm actually going under legit operation. Everyone who has signed that with me and that we've been running. They all have vouched for my service more than other services. I got one restaurant they're about to cut every single damn service off just to do business with us in Detroit.

Well, that's just how we operate, where, our drivers, we make sure no taking food. Like I tell my driver shut up, you take the food you're fired. So we're just running things a little different, and again, it's for a mission. Like everyone knows Uber eats, everyone knows what they're doing, but that money is not going back into our community.

That money is going into their community so alone, we just get the support just like that because they know it's for a good cause

Casanova Brooks: [00:15:43] I love it, man. Have you tried to reach like what's mentorship look like for you. And what I mean by that is have you tried to reach out to. Uber eats like CEO, because what you're doing is super profound.

And especially to be doing at this age, have this much passion, and have this much intentionality. That's something that's very rare. So I would feel like, something that's always said to me, or was said to me in the beginning, and I really. Stuck with me, is that no matter what you're trying to do, if you're persistent enough, you can get anybody to at least give you a conversation.

Why is because if they are a true entrepreneur and they're really selfless, they understand what it's like to be in your position because they were there at one point. And so understand that persistence respects, persistence. And so the reason why I asked you that is when you look at it, have you tried to reach out to any of these other people that have built it for their community and just take some of that knowledge or that information or what's mentorship looked like for you?

David Cabello: [00:16:45] I had never reached out to any other service and I probably never will. They can't guide me and literally only God, the answers that can keep you out of me and just keep it going. So I would never have reached out to them. Now, Postmates they have reached out to me and otherdelivery services, but I haven't, I don't respond, I don't really need their help.

I'm just, I don't want them to come and try to take over anything or try to buy me out. I'm not going to lie to you because I'm just so used to like having to do things on my own.

again, I'm going to say, I didn't have a father. I didn't have any male figure going on. My dad went to jail when I was eight, been in jail. Literally he got out and he's still doing the same stuff. So I don't, I never had a male role model. Show me what to do. I F I find that sometimes I have a hard time listening to 30 or even taking mentorship because I'm not used to that relationship.

And just how I'm not used to, I'm used to just survive and we'll figure it out on myself, but I'm not opposed to, if I would have a mentor, it would really be just, It's hard to make connections, connections, help, just motivate me, tell me like, this is what I went through.

Like I always like to hear other people's stories because it makes me feel good about my own story. I will look, I'm not the only one going through some shit, damn black men telling me stories like that. That's always good for me. Cause I love to talk to the elders and I love to be around older people in general.

It would have to develop, mentorship, because I feel like I'm moving so fast that it would be hard for someone to even get me to slow down so fast, but I'm not opposed to mentorship because I, listen, I take advice. I take criticism. I love criticism because I need to improve myself.

I need to be perfect, but. No. I don't know. I don't know how to answer that mentorship question, but as far as Uber eats, I will never reach out to any of them because you mean I'm already doing it. I've already followers don't mean anything, but grab husband and business since 2004, and I've already had more followers than that.

I've only been in business for a year and a half. So it shows you that I'm doing something right without their help. And they see me, they know who I am, this whole support, black business free delivery thing. I've been doing this. They're only doing it for our money cause they know how powerful our dollars are.

So I don't respect that. So I definitely won't reach out just because of that. Got it.

Casanova Brooks: [00:18:41] No. And I appreciate you sharing that and definitely being transparent. Yeah. Let me ask for you to break into these other markets. What's been, one of the strategies that you've used, cause do you base it off of some relationships that you already have or are you reaching out to some of the premier black businesses and just giving them a phone call? What's that look like?

David Cabello: [00:19:00] Yeah. So how we do it first is if you go on my page, you'll see.

I always post randomly at some black owned businesses in the city. So I always do that. And I'll see who has the most feedback. And I we'll have an application that I had to take down because it was just too much. Literally it was so many people applying every day and it was bring a "Black And Mobile to the city".

So the most people though whoever's applying, I see their city . A lot of people from Atlanta want us to come out there. So then what we do is we gather a list of all the black owned restaurants. We DM them. I put them on an email blast. I'll send them annoying email blasts, or they can keep reading it we'll DM them, all of them once and we'll do that every, every two weeks.

And so the, and so they sign up once they sign up, we'll go to the city and then we'll go out and hand out flyers. By that time they all already heard of us and it just happens naturally organically.

Casanova Brooks: [00:19:48] Got it has a lot of people reached out to you since you've now become a premier player in this space.

Especially as a young black entrepreneur, has a lot of people reached out to you to say, Hey, I would love to do something similar that are young black entrepreneurs. can you mentor me?

David Cabello: [00:20:05] Yeah. I've had people in Africa, so they want to do the exact same thing people in, and Canada and Europe, literally everywhere.

So I can't do that because we're competition at that point, I can't just help someone set my whole, my whole business model because Uber eats wouldn't do that. You know what I mean? So I couldn't do it, but I've had a lot of people reach out to me, whether it was trying to bring it out.

There are people who want to invest in me. it's every day, honestly, it's every day, someone trying to buy stocks in the company. it's literally every day, but right now we're just focused on growing it. So it could be worth more because right now we're in the, we're in the startups stage.

selling a piece right now, would it be the best for the company? right now we're just trying to perfect the system. And if anyone just start the business model, I've had some people do it, Oklahoma, Tulsa, Oklahoma, and I don't know what happened to honor. They went out of business, they stopped doing it, but.

We don't, we can't just pull out, let me help you get set up. that's a conflict of interest of what we're doing. but If some are where to start and be successful. And as big as us, I will literally applaud them. It's not like a competition thing, to help black businesses. If you want to go help black people and black businesses and put dollars in our community, please go do that.

Now I can't help you because this is my business model, but there's no like shade or "oh, man. They copied me". No, please copy me. If you're going to copy me. That means you're doing something right. It's got to go copy these people out here who was not doing good. If you're going to copy me, someone, who's actually trying to make a change and you're going to be serious about it.

I'm all for that business. I just can't help you do that. Just cause it's a conflict of interest. That's all.

Casanova Brooks: [00:21:30] I definitely understand. what's it look like for you in the next three years for this business to really grow? And so what you envision it can look like

David Cabello: [00:21:41] yeah. Three years, for sure. We'll be in at least 30 major US cities, for sure.

At least 30. And really, probably a span. It's a new market. we can go once we build our customer base and we have the data, cause that's all it is. Everything is just data. Once we have, people that know about the brand, we are a household name at this point, we can go into Rochester, we could do whatever we want.

We can just go into different markets. I have so many ideas for Black And Mobile. I could put it on anything, but it's really just a focus on food delivery is expanding to even a grocery delivery, you know, helping fund grocery stores. We need our own grocery stores. So out of that money, I have no problem funding, grocery stores, other restaurants to get started because if I'm getting a piece of it and I'm helping them to get set up, not only do I get to make more money, but I get to help the community generate more money as well.

once we go into the restaurant field and be, and we got a lot of restaurants signed up and we're hiring over 5,000 people, that's my goal to hire as many people as possible. I already have Over 400 people that are, that have worked in as drivers. We could get that to 5,000. Trump said it himself.

So 58% of our youth is unemployed. So if he's saying that. Then we already know there's a problem and I'm here for this solution. So hiring our people, getting our business on there, going maybe it's a ride share and then funding these other businesses that want to start up, whether it's grocery stores or other restaurants, that way they could start up and, serve as the community.

Casanova Brooks: [00:22:57] I love it, man. I absolutely love it. Where do you turn for inspiration? Cause right now you've got a lot on your plate. It's only you, you're running a lot of stuff. Do you turn to a YouTube channel? Do you turn to a podcast? Do you read certain books? Where do you turn for inspiration and motivation?

David Cabello: [00:23:14] just what I had to go through to get here. And honestly, that's really I don't watch TV. I'm rarely on YouTube now. I'm literally busy all day, so by the time I get in the bed, I'm going to sleep. But, I would really just say, what, how I felt when I first started here, how hungry I was like, I'd never lost that hunger.

I never lost that drive. I never lost the passion or the vision. So the minute something's gone wrong, I'm panicking. it's just, I just remember. When people say entrepreneurship, I don't even use that word anymore. More. Literally look at it as survival. So it's not just about money. This is the survival of our people.

That's, what's motivation. we need to show more black men. Now we need to make the fight for our community and our survival, because not only are they killing us with the police and other countries, but you know we're the top consumers, it's so many issues, mass incarceration. Yeah. So many issues that's going on with our community.

And we need to step up and be the warrior class. You need to step up and defend our people and defend our community. And that's really a hundred percent what motivates. We know that they're fighting every day to keep us down. So I'm going to fight every day to keep us up.

Casanova Brooks: [00:24:12] I love it, man, for anybody that's listening to this right now and they want to blaze their path just like you have, but maybe they have that little voice in their head that says that they're not smart enough.

They're not strong enough. Or maybe they just don't have enough resources. What's the one thing that you would say to them to get him to just take action

David Cabello: [00:24:33] to anyone that's listening. I literally thought I was stupid until I was 21. I got held back. Twice at spur from two schools as well from a whole school district, almost kicked out of college.

I've never had a real job. And I literally did not believe in myself at all. Literally did not believe myself literally. So I started my business. I never believed in myself. So you have to believe yourself. No one else is going to care or see your worth until you believe in yourself. So if you're not going to believe in yourself, then honestly that sounds harsh, but just forget about it.

If you're not going to believe, if you can't even give yourself enough respect. To believe in yourself, but you will respect other people for what they're doing. You need to respect yourself first and believe in yourself. And then from there you have to just start whether you have an LLC or not. Of course, I recommend that, but just start whether you just have to, I would say learn everything, cause paying someone for a weapon, so you all that stuff, it can be expensive.

So try to learn as much as possible. Everything is out there. If you can be on your phone for six, seven hours on Instagram or Facebook or whatever, social media, Tik Tok, but you can't go on, you can't go on YouTube or Google or research about your business. You just need to love yourself more. That's really all it is.

Respect, loving yourself more and start your business. Because if you don't want to work with someone for the rest of your life, you need to just start now, and again, problems will come. Literally, as soon as I started my business problems came, you have to learn how to go through everything.

Everything has a problem. There's a solution. We have to find it. It may not be the solution you want either. It may not be, but there has to be some solution, always think solution I'm over solution based, that's why I'm able to get this far because once I'm happens. Okay. I don't think about it, "man. This is sucks.

Why is this happening to me? Please help me." I'm not, no, I'm not doing all that. I'm saying this is what happened. Here's the solution. Here's the loss. Here's the possible, that's it. Keep moving. And that's really all it is and there's, and it's as harsh as it sounds. That's literally all it is to keep going, keep rising.

And when you get down, that's okay. Take the slow time. I pray for that. That's the one that got prayed for it as a slow day. Give me one slow day of the week please. Cause I can't do it seven days a week, all day 24/7. So take you a little rest day, but don't ever stop. If you want to be successful, you want to be an Oh one more thing.

Don't worry about anybody else in your field. Don't worry about anybody else. Instead of going into business that take someone else or hurt their pockets, I could have did that. you know what? I hate Uber Eats, let me try to get them out of business and all these other delivery services. And here's why just because of what I'm doing.

No, they have theirs. How about you get yours first? Worry about what you got going on. And then from there, people will gravitate towards your business and support you more than other services. that's the quickest way to get someone out of business if that's what you want to do, but don't focus on getting them out of business.

Just focus on putting yourself in business to make money.

Casanova Brooks: [00:27:06] Love it, man, for anybody who wants to stay connected with you, stay connected with the culture and the movement, where can they find you at?

David Cabello: [00:27:13] Yeah. So you can find us if you just go to Google and type in "Black And Mobile" we'll pop up for sure. But if you want to follow our content, definitely Instagram, I'm not too active on Twitter and Facebook, we do have them is everything is Black And Mobile, but Instagram.

It's definitely what you want to go. And if you're in the Atlanta, the Philadelphia area, I'll get to do it. It's Black And Mobile on the Google play store or the app store on Apple. And you can just support the movement and support a whole bunch of black businesses. And when you're supporting me, I'm one black business responding to restaurant.

That's two, you're supporting the driver. That's three and we had a whole, we had a black own tech company developed the whole system. That's four black owned companies, just supporting one transaction.

Casanova Brooks: [00:27:51] Love it, man. I love it. I hope that someone hears this and they definitely go to the website. They definitely go to your Instagram.

Cause everything that you've been doing, it's hard to not respect it. It's not, it's hard to not want to support it because you've bootstrapped because you've went out there and you defied the odds. And so I want to be the first one to say, if nobody else has told you today, my brother, I'm proud of you.

I'm honored that you decided to come on here. Bless us with your knowledge, your wisdom and how you got it. And to this point, and I'm so excited to watch your growth, remember DreamNation: In the dream we trust. But just as he said, you got to start and you gotta take action. Cause otherwise it'll only merely be a fantasy.

We'll catch you on the next one.

David Cabello: [00:28:32] Thank you brother. Thank you. I really appreciate it. Thanks for having me have a good one.

Casanova Brooks: [00:28:35] Absolutely.