

Justin Brady: Four to six PM every Saturday it is the Justin Brady Show. I am extremely proud and honored to have Mr. Andrew Yang in here. Thanks so much for coming.

Andrew Yang: Yay.

Justin Brady: We finally got him, everybody.

Andrew Yang: I'm here.

Justin Brady: Fireworks are going off outside. I have been dying to know this. I've been analyzing every move. Just kidding. Not really. That sounds a little creepy.

Andrew Yang: No. I like the sound of it though.

Justin Brady: I've been analyzing the videos. I've been watching everything. You're extremely relaxed, really, really, relaxed. You're unguarded. What is the ace you have up your sleeve? Is there like... Has someone pleaded with you to be a VP candidate? What's going on? You almost have no fear.

Andrew Yang: Well, if you start out as the anonymous guy who wants to give every American a thousand dollars a month, then it's all upside. It's all gravy. You know, I don't have a political career I'm safeguarding or protecting. I didn't even have much of a reputation. If I'm going to be like, "Oh, gosh, guys. What are they going to think of this?" then we would go nowhere very, very, quickly.

Justin Brady: Sure. There's no fear. I do want to ask, though, has anybody reached out to you and said, "Hey, would you consider being a VP candidate if I beat you?" Has anybody given you that offer yet?

Andrew Yang: You know, what's fun is the candidates do confer with each other at the debates and at various events. You see who you get along with, you see who you click with. We've had conversations. People are very congenial and considerate. It's like, "After I win, are you going to be my ..." It's more like, "Hey, no matter what happens we'd love the opportunity to work with you." Things like that. Those kind of exchanges happen. Yes.

Justin Brady: It sounds like someone has given you some kind of offer to work with them.

Andrew Yang: Or I've offered them, Justin.

Justin Brady: Oh.

Andrew Yang: Again, you just see who you click with. I'm happy to say I do get along with many of the other candidates.

Justin Brady: One of the things that I ask every candidate on here, because it's something that's near and dear to my heart, is the pro-choice movement. I watched your Now This interview on Twitter. One of the things you said is, "I think men should just get out of the room. I think men should just get out of the room and let the women."

Andrew Yang: I did say that.

Justin Brady: Previous guest, Tulsi Gabbard, who you obviously know, has said she wants to draw that line at third trimester. Is that an issue that you want to just get out of the room and default it altogether. You say third trimester, I'm going to go with her.

Andrew Yang: I mean, certainly Tulsi is a woman and has a strong point of view on this. What's interesting, Justin, is I said in multiple environments I think I should just leave the room and let women figure it out. Then some women came to me and said, "Hey, Andrew, I appreciate that perspective but in this world you're actually going to have to fight for women because often it's not women who are making these decisions." I heard that and I said, "That's actually very fair. It's not a world where we can just step out and have women decide. I'm in the camp that we should be giving women the ability to make their own decisions, reproductive freedoms. I do think that if guys got pregnant we'd have very different conversations about this. On this one, I would respectfully agree, or sort of disagree, with Tulsi's perspective. I'm a parent. I certainly don't think that abortion is anything that we should be happy about in any context. But I do think it's the woman's right to choose.

Justin Brady: Do you align more with Tulsi? You're saying you disagree with Tulsi, but like Beta O'Rourke, who just dropped out yesterday, said one day before he's totally cool with that. Are you cool with that as well? Is there some line in your head?

Andrew Yang: I am not cool with it, but I do not think it is the government's role or my role to prohibit a woman from making a decision that I even violently disagree with.

Justin Brady: Sure. Fair enough. I want to move on to UBI and your Freedom Dividend because this the big kahuna. This is your big item.

Andrew Yang: Yes. Freedom Dividend. One thousand a month for every American. We can make it happen. It sounds far out, but it's actually inevitable.

Justin Brady: Single parent healthcare 2.8 trillion. These are rough numbers because no one can possibly know. 2.8 trillion. You've also been on the record support Medicare for All, coming in conservatively about 1.6 trillion. The Freedom Dividend conservatively is about 3.6 trillion.

Andrew Yang: A bit less than that.

Justin Brady: A bit less? Okay. Thank you for correcting me. The VAT tax. You're one of the few people that actually came right at the beginning and said, "No, no, no. I'm not just going to throw money out there. We're going to pay for it." Can a VAT tax on tech companies actually pay for it? I do see a lot of numbers that say, "I hope that works."

Andrew Yang: All right, Justin. Here's the magic. Check it out. First, if we give the American people a tiny slice of every Amazon sale, every Google search, every Facebook ad, hundreds of billions of dollars. Right now, Amazon is a trillion dollar tech company paying zero in taxes. Less than you and anyone listening to this right now.

Justin Brady: They do pay some taxes. The Wall Street Journal did look into that. They do pay taxes. Right?

Andrew Yang: They pay zero federal taxes, which is what most people think of. That's not an anomaly. They pay zero in federal taxes quite regularly. Did you pay zero federal tax? I didn't. I pay [crosstalk 00:05:21].

Justin Brady: Yeah. 756 million in state taxes. 2.6 billion in corporate tax. 3.4 billion in tax expense. That's CNBC. I do want to put that in your [crosstalk 00:05:31].

Andrew Yang: Yeah, but you just said tax expense. I mean, that's literally paying their executives in stock. It's like, "Oh, there's a tax expense. I paid my guys." Other countries have looked at this and said it's unacceptable that you have a tech company that pays zero in taxes. That's why they all have value-added taxes. We should too. If we did that, it would generate hundreds of billions of dollars very, very, quickly. Now, you're right that there's still a gap between a couple trillion and hundreds of billions of dollars. Here's the magic. After I'm President, and everyone listening to this gets a thousand dollars a month every month to do whatever you want with, where does that money go? Does it disappear? No. It goes right back into our local communities and to main street businesses, car repairs you've been putting off, daycare, little league signups, local organizations. What happens with those organizations? They hire more. They have more business. They pay more in taxes. We actually get hundreds of billions back from a trickle-up economy.

Justin Brady: Sure.

Andrew Yang: You know when you get told, it's like, "Hey, if I cut tax for corporations we'll all get rich." That doesn't work. If you have a country where 78% of us are living paycheck-to-paycheck, you put money into our hands, that legitimately grows the economy every single day.

Justin Brady: But does it though?

Andrew Yang: Oh, yeah, it does.

Justin Brady: [crosstalk 00:06:52]. VAT is most like standard. Some people will have a VAT or they'll have a sales tax. Are you saying you want both?

Andrew Yang: Sales taxes are state-by-state.

Justin Brady: State. Yeah. Absolutely.

Andrew Yang: You're not going to tell the states what to do.

Justin Brady: Right. You're saying both then. This is saying VAT will be on top of everything else.

Andrew Yang: Well, the great thing about a value-added tax is you can tailor it. You could exempt, for example, consumer staples that we all use very, very, often, or have it be less. You could ratchet it up on yachts and artificial intelligence or whatever you wanted to try and capture more of the value from. It's one reason why other developed countries have already made this move.

Justin Brady: When you say tailor it, I know a lot of our taxes right now are being tailored and those are being tailored by the companies, the lobbyists they hire.

Andrew Yang: [crosstalk 00:07:46].

Justin Brady: How do we... You're President. We put UBI in place, put the Freedom Dividend in place. We put a value-added tax in place. How do we know that companies like Google and Amazon tailor it to better fit their criteria?

Andrew Yang: You know, they're not going to be writing the laws, man. I am. You know, we've got to get the fair share from these companies. If you look at the list of people who are contributing to my campaign, the top five employers go something like the US Army, Amazon, Google, teachers. It's like schools. Employees of the tech companies know that this is messed up. We can make a trickle-up economy work for us and work for the companies. Who's going to see more business when we all have 12 thousand dollars more to spend? Many of the bigger companies.

Justin Brady: I want to get into that more. I want to get into the value-added tax as it relates to digital transactions and digital companies. Everybody, we are joined with Andrew Yang, 2020 Democrat presidential candidate. We have a lot more time with him coming up next here on the Justin Brady Show.

Justin Brady: You're listening to the Justin Brady Show. We are still joined by Mr. Andrew Yang, 2020 presidential candidate running to defeat Donald Trump and get himself into the White House. We want to continue the conversation we had just a moment ago. Value-added tax. As far as I know that's not been done for

digital transactions in like ad words and queries. Correct? I don't think it has. I tried to do some research on it.

Andrew Yang: Yeah, you're right. Europe has levied like an additional sort of digital tax that has the same purpose.

Justin Brady: Sure. Yeah. As far as I know, it doesn't. Is this an area for fraud, for example? I can see you getting in the White House and we're going to do a value-add tax. Then I see a hurdle, which is Google says, or Amazon, or whatever big company at the time, says, "That's great, but we're not going to let you peer inside of our networks and data." The government would have to have access to their data in order to enforce a value-added tax. The government would be peering through all our Google searches and all that stuff.

Andrew Yang: Well, the VAT works when money changes hands. Right now, if I'm an advertiser, the way Google makes money is [crosstalk 00:10:24].

Justin Brady: The way to calculate that money, though, like clicks and digital transactions, there's not necessarily money always attached to every single click. Right?

Andrew Yang: I mean, this is essentially... You have two sides of the coin. If I'm AT&T and I pay Google to advertise, then you have a record of all the money that went into those ads on both sides. Even if Google decided to commit tax fraud, it's like then you have AT&T being like, "Hey, I gave Google 10 million dollars and here's what it is." Then you get a VAT on that. You don't need to necessarily monitor our clicks or eyeball. You just need to measure the money that's changing hands.

Justin Brady: Okay. I'm hearing the government won't have to peer inside. I'm hearing that Google and these companies will not have to give any access to the government for monitoring.

Andrew Yang: Aside from the money that's changing hands, that's correct. That's one reason why these other countries have done this is it's very, very, effective and it's very, very, hard to game your way out of.

Justin Brady: Okay. Fair enough. I want to move on to AI and automation. This is another huge area and another area I'm really excited to ask you about. Several industries you've highlighted that will be automated. A lot of them actually. Truck driving, retail workers. Can't even read my own writing. Call centers, and even medical. I have some data here for you. You're the math guy. Trucks were at a 10 thousand loss in 2017. In 2018, we'll have 60 thousand jobs unfilled in that field. Skilled trades, the Midwest can't even find people to work right now.

Andrew Yang: Yep.

Justin Brady: If every unemployed person in the Midwest was placed into an open job, we'd have 180 thousand unfilled positions. That's not slowing down. That's the same case throughout the whole Midwest.

Andrew Yang: Yep.

Justin Brady: Even medical. You've talked about physicians being automated in some capacity. Right now there's a shortage of 122 thousand.

Andrew Yang: Massive physician shortage.

Justin Brady: The thing is, retail is the same. Call centers are the same. As boomers retire, this is going to get far worse. I mean, who's jobs are we replacing?

Andrew Yang: I want you to play out an example. Let's call it truck driving. Most common job in 29 states in the country, approximately three and half million truckers. Now, is there a trucking shortage or a shortage of truck drivers? Yes. They have a gap of tens of thousands of truckers that they're trying to find. One of the reasons for that is that it's a brutally difficult and demanding job. You're on the road four days a week. You're stationary a lot of it. Your back hurts. There's massive turnover in trucking. Then, if the Silicon Valley companies come along and say, "Hey, guys. You need truckers? I've got a better deal for you. A robot truck." You look it up and you go like, "Well, I have no choice but to adopt the robot truck because I've got a shortage of drivers."

Andrew Yang: After the robot truck gets adopted, do you just stop at the unfilled positions? Of course not. You're like, "Hey, I've got these three and a half million humans I'm paying 46 thousand dollars a year each. I can save a 168 billion dollars a year by replacing them with robot trucks." If what you're saying is that there's a shortage of truckers means that we're not going to automate trucking, it's the opposite. We have a shortage of truckers so we are going to automate trucking. You can play that out in each field. If I've got a shortage of skilled labor in my factory, do you know what I'm going to do? Buy the robots. After I buy the robots am I going to stop at the unfilled positions? Of course not.

Justin Brady: But is UBI meant to get us... In the past, early 1900s, we went to the industrial revolution. We had machines automate time. American workers' hours went from like 60s to like 40s. That, of course, by the way, made more leisure time. Vacationing wasn't even a thing. I didn't even know this. Vacationing wasn't even a thing. It created all these new industries and all these new jobs.

Andrew Yang: Yep, and labor unions.

Justin Brady: But there was that hump.

Andrew Yang: And labor unions. Yeah.

Justin Brady: Is UBI meant to get us over that hump? Will there be a phase-in and phase-out period of UBI? Now, full disclosure, I don't think we need that, but is there a phase-out period in the next five years? Will you successfully transition UBIs over?

Andrew Yang: I'd like to walk through a couple of things that you just said. First, there's a state right now where everyone in that state is getting between one and two thousand dollars a year. No questions asked. That's Alaska.

Justin Brady: Right.

Andrew Yang: Deep red state. They have the oil money and they said, "Hey, who would you rather get the oil money? The government who's just going to mess it up somehow, or you the Alaskan people?" There's a Republican governor. The Alaskan people said, "Us please." He said, "I thought you'd say that." Now they get the dividend and they like it. It's widely popular. It's been there for almost our years. [crosstalk 00:14:57]. If you look it up, it'd be like, "Hey, are we going to phase out the oil dividend?" It's like, well, why would you? It's making people's lives better. It's making children healthier. It's creating thousands of jobs. It's decreased income inequality. It's so popular that Alaskans, who generally do not like taxes, said that they would actually pay higher taxes to sustain the dividend because they love it so much. After we get the Freedom Dividend in our hands, then it's going to make us stronger, healthier, let us pursue the things that we want to pursue. There's no reason to think it's like, oh, well, now we're going to pull it back because it's going to be working.

Andrew Yang: Now, when you talk about the industrial revolution, there were problems in the industrial revolution. There were mass riots that killed dozens of people and caused billions of dollars in damage. That's why we have Labor Day today. We implemented universal high school in 1911 in response to these massive economic changes. This industrial revolution that we're in the midst of right now, the fourth industrial revolution, is projected to be two to three times faster and more disruptive than that one. If you had mass riots and universal high school and labor unions in response to that one, what are we going to do about this one?

Justin Brady: People are already adapting. Right? This would be my argument is people are already adapting because they're not filling these jobs that AI and automation can possibly replicate. I mean, I would argue that might be why we have that shortage. People like you have said, "Hey, this is a problem." The American people have said, "Okay. I'm listening. I'm not going to go into that." Haven't we already self-corrected? Not haven't we already, but aren't we already starting to self-correct?

Andrew Yang: Justin, this is actually the driving force in my campaign. As I dug into the numbers, and I'm a numbers guy, I said, "Are we adjusting? Are we self-correcting?" Here are just a few numbers for you. Suicides and drug overdoses

have overtaken vehicle deaths for the first time in America. Our life expectancy has declined for three straight years as a result. Rates of business formation are at multi-decade lows in 80% of the country. Interstate migration rates, people just moving across state lines, multi-decade lows. Instead of seeing some mass adaptation, you're actually seeing the opposite. That is why we have to do something big.

Justin Brady: Mr. Andrew Yang, thank you very, very, much for coming on this show today. I really appreciate you being here. Very interesting. I know lowans have been just losing their minds, the Yang Gang, have wanted you on this station for a while. We finally did it. Thank you for coming in here.

Andrew Yang: Thank you, Justin. It was a pleasure.

Justin Brady: You wanted him. We got him.



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