



Practical Applications Transcript

Call 2 – December 11, 2018

Michele:

Today is December 11th, 2018. And this is our second call in our Practical Applications: Getting Results With Your Words series. So enjoyed being with you last week. I promised last week that we would begin in silence, that we will begin in Shavasana and that I would explain why we do that further into the call.

So we'll begin in silence. Let me just say this one piece, that the words don't come from busyness, words, crazy, thinking about things. When they're rooted words, when they're not words that are designed to manipulate, when they are words that are not coming from the head, when they're words that are deeply rooted, when they're words that people can hear, they come from a much deeper place. They come from the stillness, they come from the silence.

So we're going to lean in with my background as an Iyengar yoga teacher, it's a very deep practice, it takes six years to get to the first level of certification as an Iyengar yoga teacher and I'm at the third level. It's many years of practice and intensive study to be able to hold space for people to really come into their bodies, to come into presence, to come into a place of freedom.

So here's how we will begin and for this part, camera on, camera off doesn't matter to me. You can find yourself a place where you can lie down, just for a few minutes. If you're not in that place, like a seated meditation would be fine.

So if you are in a space where you can lie down, we will begin in Shavasana. I've begun my day in Shavasana, including today, every day since 2006, with a handful of exceptions. One of those exceptions was when I had to bring my daughter, we were traveling and I had to bring her to emergency at 5 a.m. I missed that practice many years ago. I can still remember the few days that I've missed. It's completely changed my life, it's completely changed ... I could connect with people, how I've grown my company, I relate to the world around me.

So finding a quiet space. If you're seated, you can stop and the close the eyes and take your glasses off. I suggest you take your glasses off, if it's comfortable for you to close your eyes, glasses off. I'm going to take my glasses off as well and close my eyes.

And when we do this, it allows us to go inward, experience out into the world, our eyes bring us out into the world, so softly the close the eyes. If you're lying down, you lie down on your back. Make sure there's space around you, so you're not bumping into books or walls or desks or other things. Give yourself space. The practice is a metaphor as well. Are you giving yourself space in your life, in your business, in your world?

Lying on your back, bend the knees for a moment and then tuck the tailbone. By that I mean you can take the flesh of the buttocks with the hands, move them down, move the buttocks down, flesh of the buttocks down to the heels, so that the lower back is not overarched. It's releasing down to the floor and extend one leg out. And then the other. Release the legs to the floor, legs are straight, baby toes dropped to the floor, the rest of the toes follow.

And then for a moment, bend your elbows and dig the elbows into the floor. Lift and open the heart center and then release the arms to the floor. Arms are in a low V, palms up position. So the arms are straight, making of a V with the body, about 30 degrees away from the body.

And then if you haven't already, softly close your eyes and just be. Let the legs release to the earth. Torso, arms, shoulders, chest, all releasing to the earth. Neck, head, just let go.

If you're lying on the ground and your chin is high in the air, lengthen through the back of the neck. You can even use the hands to do so. So that the chin is at least level with or lower than the forehead. And if that's not possible, you can grab yourself a folded blanket or a pillow. Support the head and neck fully, not the shoulders, so the support beneath the head touches the shoulders but does not go beneath. It allows your mind to become quiet, with more readiness and ease.

Soften in the center of the palms of the hands and feel the softness travelling up to the arms and releasing the shoulders, softening the neck and throat and jaw. Let the forehead be smooth, let the eyes sink back toward the back brain, allowing the mind to become quiet.

Scan the body for any tension and where you find tension, breathe into that spot and let it go. Watch the breath. Be the breath. All else dropping away, except this moment of this breath, right here and now. Watch the breath.

Notice where the tongue is, is it glued to the roof of the mouth? It means you're leaking energy all day long. Relax the tongue and let it rest in the bottom of the mouth and relax the tongue all the way to its root in the throat.

Let there be a tiny hint of a smile at the corner, at the edges of the mouth and just notice if that changes anything, the breath, body, mind, spirit. Watch the breath.

If any thoughts arise, as the thoughts will, nature thought, as soon as you notice that thought, gently without judgment let it go as unimportant right now. Let it fade away due to lack of attention. Shavasana trains focused attention, which we need for powerful words.

Bring your focus back to the breath. Be curious about the breath, with the curiosity of a child. What is it like today? Right here and now, is it high in the chest or low in the belly? Is it deep or ragged? Deep or shallow, ragged or smooth? What's the breath like right now? Just notice.

Can you notice without needing to change it? Just observe. Knowing in a moment we'll be coming out of Shavasana. It begins just with the thought that soon you will move and you separate out thought and action, so that there's no need to react to a thought. Just a thought, soon you will move. Allow the breath to deepen. Then the knees. Slowly roll right side. Support your head with your arm and wait without a quality of waiting, just be.

Softly open the eyes and keeping the gaze toward the floor, use the hands to slowly press yourself up to sitting and return to our circle. And then whenever you can, camera on. It's really helpful to train that quality of presence, if you're here in any way that you're able to be here, camera on, camera off, listening to the recording, reading the transcript, it's all good. And if you can be here, present in our circle now, camera on.

That is fantastic, thank you.

Each piece that we were learning in this Shavasana is crucial to finding words that people can hear. Can I separate out a thought and action? I'm in a sales call and somebody says something I don't like and I jump on it. Can I find that place of the pause?

I mentioned that last week I was on stage with 500 people and the person interviewing me says, Michele, when this happened to you, what was that like? And it wasn't about me. And I find that pause and quickly regather when I'm on stage. What I say comes from a deeper place. I'm networking and I rush in and I start saying things or do I pause even, if you watch me, when I'm networking, I pause usually at the door. I'm like which place do I want to sit down at? What feels right? Not who do I want to cozy up to or where's the most important people in the room. I just breathe and then the place comes to me and I see all that changes everything.

So I promised that I would say at least a few words about ... just adjusting something on my screen here. I would say a few words about the why for this, so there's just a few. If I spent more time telling you about the why, we would spend the whole call on it or a whole week. So let me just say those words to let you know the why.

And I also told you that I did arrive a few minutes late. I'm sorry. There's a why for that too and will I tell you that now? Yes. I've been a way for nearly a week, meeting some extraordinary entrepreneurs. So it was an invite-only event, all six, multiple six, seven-figure entrepreneurs all doing the best they can to transform the face of this planet. These are change makers and heart centered folks.

So I was sitting that beside the founder of the Shift network, it's an eight figure company and he was there speaking on stage, chatting with him beside me and again, such heart centered work. And people who've been my teachers before, staying up with them late into the night to chat are now my friends and I've built many beautiful things.

I've been a way and while I was away, Saturday night, my daughter who had her most intensive final exam yesterday, slipped down the stairs and ended up at emergency. She's fine, but she is very bruised. She has Von Willebrand's, it's a bleeding disorder, so internal bleeding is a really hard thing for her. And she could have got her exam deferred, hands down, but she's like I'm going to write it anyway.

And she wrote the exam, it's the hardest exam, it's the hoop jumping course, kneeling. I got home late last night, there were a few extra things that I had to attend to more than usual. One of the results is I'm a few minutes late here, so hope you forgive me.

And I want you to notice, I want to tell you why. And when you tell people why, doesn't that make you like ... it really is what happened. I'm not making any of it up. But there's many things I want to teach you about that too, when I got home, I didn't rush and tell my daughter all about the things that had happened. She didn't care. And this is going to have to do with networking, this is a major focus for today. We usually rush in there, I didn't tell her anything about a very life-transforming trip, I'm telling you guys.

She knows nothing about what happened, she doesn't even know those pieces I told you yet. How are you? Can you show me the bruise, what painkillers are you on, where are they, does your dad know I'm here now? I just dropped you off. I get it so many things, so her first, networking. The same thing, that person in front of us first, what do they want, what do they need, we're going deeper in that in a few moments but so many things I want to talk to you about my daughter and why it matters for networking. I'm sorry about my daughter, talking about her in a different capacity here.

So I want to begin with what you noticed in this practice of Shavasana, you might have been practicing for decades, this might have been your first practice of Shavasana, you might do that in the way that you do with, as you teach people Feldenkrais and many other modalities, as you do Judy or it may be when you work with people with words Maria, when you work with your courses, so many of you do that you find your own method of finding quiet.

But each time we do something, it should be fresh and new, each time we find the words it's fresh new, it's not some canned speech. We know the basic essentials of the form but every time it's new, so what did you find that you noticed? What was your aha in this Shavasana? Anything is welcome, all the words welcome here. I want to hear from one or two of you, so I know what you're experiencing in this practice. What was opening for you this time? Karen, thank you.

Participants: I have been a yoga practitioner myself for about 15 years. I only go twice a week and it should be something I do every day. I have never done Shavasana and sitting meditation. I've always done it laying down.

So it was very different, it was challenging for me to stay present, sitting up and I had never thought about what you said, these are readers, although I'm beginning to find that I need them more for other things than reading and type in front of me. But I had never thought about the fact that glasses opened us up to the world. I had never thought in those words and I love those words, thank you for that.

Michele: You're so very welcome and thank you for listening to the nuances of what we were doing and paying attention to the nuance of what was happening in you. And so I'm an Iyengar yoga teacher and when we do breath work, which we need to Shavasana first like final relaxation pose to build on breath work. I'm not going to go into lots of detail about that but Mr. Iyengar slowed it down, most people do breath work seated, but in our tradition we do it lying down for the first few years and then we learn how to do seated practice.

And there's a reason for that, we're not needing to pay attention to all the details of where the body is, there's many more skills needed to sit up, it sounds funny, but it's true. So he slowed it down, he paid attention and he said let's start lying down, so we can really learn to quiet the mind, to feel the breath and all of these things.

So thank you Karen, beautiful, all these things. In the Iyengar tradition nobody's there translating it over to story, translating it over to words but that's the work that I do. And every piece of it as far as I can see is required to really have words that are not just more than skin-deep. Beautiful, that quality of attention, paying attention to the details, yes, thank you.

Let's hear one more and one of the things that I would have done if my daughter had not slipped down the stairs, I need to work at names. So if I mess up your name, please forgive me, I would have been going through the list of names and making sure I got it. Some things fall off, it doesn't mean I don't care about you, just means that's not my area of best ... it's not my best skill. It's one that I work at, but notice too that when you're networking, for instance, if you don't have skills in some areas, it doesn't matter. When it comes from a deep place, people will care, they'll know.

Judy, did you have your hand up?

Participants: I just got home last night after being gone a month and this ... the word that would surmise my experience with you just now was just like finding home and just home in my body, home back with having your voice and this connection be the first thing I'm doing after a month. The pleasure of having it in my home, which is a treat.

So it's good to see you.

Michele: Thank you, beautiful, coming home, I love that metaphor you've chosen and isn't that one way to talk about what we're doing when somebody's entering in our work? We need to be making offers to people, otherwise, we don't have a business, we have a hobby. We're not making offers to people to enter into our work, we have a hobby and not a business. And that's okay or we have a non-profit but we're still making offers. For doing our work we're making offers for people to step in.

When we're making offers to people to step in, that's one way that to talk about it, so thank you for that Judy. We're allowing them to come home to themselves in the area that we do, isn't that true?

So you're finding a practice, how can I ask somebody to come home to themselves, to take away the scattered parts of them and find alignment and move forward in the area that you serve? The area that we serve, without coming home to myself first.

So those of you in the year long you know that I ask you to begin every day in Shavasana and those who've just joined us, last week for the first time, that is my suggestion to you every day. Can you take a couple of minutes, begin every day in Shavasana and watch your world change? Who's willing to take that on between now and our next call? Five minutes at the beginning of your day, two minutes it could be, who's willing to take it on? Raise your hand if you're willing.

Thank you, raise your hand if you're not willing. I honor that too, that's fine. I'm just not going to do that. Anyone? So that was 100% of those if I can see, so you can come and tell me about how that went. And Marie, will you text me and remind me, ask people how of Shavasana went? Do that for me so that I remember to do that, thank you.

Let's hear just one more. I think there's one more out there because I'm not going to return to the depth of this, we'll do it again next time, but I won't take as much time for the framework of it. I just want you to know, there's two raising your hand, Sherry and then Grace, thank you. So sherry.

Participants: So I keep telling myself I'm going to do yoga and as I was doing Shavasana for the second time today and I'm laying on my mat in my office and I reach for my

pillow, it occurs to me I have moved from that space of wanting to do, to doing, to being in the practice.

Michele:

I love that. So I can spend the whole Shavasana going I got to do this next time or I can actually be present there and so you've dropped into a different level of the practice, fantastic, thank you.

And you reminded me of something I wanted to say, but then forgot. Ideas come and tons of words will flow when ... this is my experience and the experience of so many that I've taught, many words and ideas and practices will come in that space. In my own practice, I practice yoga at the beginning of the day in Shavasana, sometimes if I only have time for two minutes at the beginning. I start only with Shavasana and breath work.

And this morning I downloaded a course I'm going to be teaching in the summer and the whole structure of the course and how it fits in with the other things that I do, came in a moment. After my practice, I wasn't trying to make it come. I ran over and wrote the whole outline of the course, something that I've been wanting for many ... actually I wanted the form of it for many days and I wanted to know what the course was for probably at least a year. And it came to me in five minutes and not even five minutes, it came to me like this, it took five minutes to write it down.

And it's over there in that binder ready to go, so thank you, really beautiful. Yes. Don't try to do something when you're there, can we practice just being? The fruits of that are immense. Thank you, Sherry, beautiful.

Participants:

So I have done this sporadically in the past but what you did that really benefited me was very accurate positioning. Just simply being able to, as you said, pushing the derriere down to the feet, like just getting to that right spot, the head, it was the first time I actually felt relaxed and comfortable. Because of the very specific positioning you provided.

I was challenged to stay with the breathing, then the meditation. My mind would dart off and then I would come back again. And so I find it challenging and so this is a practice I know for me, I want to do to stay present.

And yet the benefit is while I sat back down very quickly, I realized that why am I doing what I'm doing with my business? And the questionnaire we needed to fill out was money.

One of the things I want to do is like I thought what do I really want to use this money for? I want to be able to ... and this is what came to me is, I want to be able to travel with my husband and friends. I want to be able to work and help people and yet balance that with spending more time with family and friends, so that came to me.

Michele: The things that come just like this, oh, that's what I'm ... and that was at the level of, that's how I want to structure my life and my company. That's what I'm on the planet for, that's what matters, all like this. Not to mention the words that come.

Right now you have to take that almost on trust. I'm not really explaining or teaching too much about that, but if all that comes, can the words come to you from that place? Absolutely, thank you and I love what you said Grace, with that actual positioning, it's the first time I've able to be that released, that relaxed.

And again if I'm on the stage and somebody starts heckling me or I'm on stage and maybe everybody is ... even it could be at both ends and now what do I do? Because maybe there's more things I need to say and how should I react? But what action should I take? That presence is crucial.

I don't know how to run a business or find the words or connect with others or make an offer or speak from the stage without it and the first time and that is ... thank you, that's fruit of Iyengar training, we are very particular about the positioning and thank you for underlining why. That's the very first time ... how many years have you had a practice that has something of that quietness, Grace? How many years have you done something that when you're saying now, it's the very first time?

You're still muted it, Grace.

Participants: Maybe 10 to 12 years is when I first was exposed to doing breathing and yoga.

Michele: In 10 to 12 years of practice, the first time, fantastic. And the shift is going to happen right away. Thank you, anything bursting to be said?

And notice that like pauses are very important in words too and often we just run on, we don't give anybody a chance to say anything because we're so excited we got to make sure that we have that whole talk out, because if we don't tell them everything then maybe we'll miss something that's really important, there's no space, there's no breath.

And it comes into how we teach, comes into how we network, it comes into every place where we use words which is everywhere on our websites and our copy and our teaching. I want to create a breath here as space, anything else bursting to be said without which we cannot go forward.

I did check for questions. I did not find any that you emailed to me. I looked and didn't find any and because of what happened with my daughter, again, it's triaged what matters the most. I needed to be there from the moment that I got home, till late at night, till this morning too.

I haven't even had a chance to go over to our forum. Did you all get your key to get into the forum? You've got into the forum before I even probably have. Who got over there, did you get the keys to get into the forum, anyone? Was that in your inbox? Yes, you did, some of you have been in there, you've taken a look before I have. I can't even tell you what's in there, but I'll go and look before next time.

And I know that Amy is setting up a place where you can ask questions there, but I'm not sure we've got it up yet. Did you see a space to ask questions, Sherry or Marie I saw your hands up?

Participants: I went in more to find the three secrets and the transcript and I found it.

Michele: So I can tell you all they're there. Sherry knows.

So those resources are there, so what I'm going to do again this time, there's a good chance there'll be an ask your question here in the forum, so once the link is there, go ahead and ask it. If Amy's put it up, you can ask the question from within our forum, from our Story Freedom Academy, so excited to get that new space. If it's not there yet, go ahead and capital letters, practical applications question. I'll look in both those places this week.

Participants: It's there Michele, Amy just put it up, it's there now.

Michele: Freaking awesome, who just said that? Karen, thank you, if it's up there, it's working, so lord bless you, it takes a village.

Post your questions right from within the forum. I can't wait to see it there. I'm so excited myself, like a kid with a new toy. I've been wanting a forum like that for six, seven, eight years. A beautiful form where we can have the questions there and so forth, so I'm super excited about that.

I know Karen has beautiful forums and so on, but we haven't had that before, so I'm really excited and so yes, post your questions there for next time. I want to make sure, Marie, we hold me accountable, make sure that there's plenty of space for questions? Can I give that to you?

Participants: Yeah.

Michele: Thank you, so if in half an hour I haven't given a space for questions, Marie will you raise your hand and say, hey, I want to ask a question, I want to leave a space for a question? Thank you, Marie. Where to next? So post your questions in our new Story Freedom Academy, fantastic.

And I left you with some different kinds of home play, some of you were going back to listen to the pre call, some of you were going back to listen to the call

from last week. I asked you to observe the people around you, because today's our caller networking.

When you're talking to people what's happening? I left you with a very broad home play. I don't like to call it homework, we get all heavy and we get all in our heads, just play like kids. If it feels too heavy, don't do it, unless I tell you really it need to do this one, but play with it instead, cultivate that feeling of play.

So I want to hear from some ahas, either from the previous call you were already on it or from going out and observing people as you're networking or talking to the person at the grocery store, what have you just noticed as you just put a little bit of attention, awareness there or from the pre call? So any ahas would you'd like to share on our work together? I wanted to give a one or two minute space to do that, so we can gather all the threads of where we've been?

Ahas from the call or the previous call, ahas from going out and meeting with people? Yes, thank you and is it Caroline? Remind me.

Participants: Caroline.

Michele: And just keep correcting me if I get it wrong again.

Participants: Most people get it wrong.

Michele: Names really matter.

Participants: I listened to both the recordings the last couple days to get caught up. I haven't read the e-book yet. I still have to do that, but the biggest aha for me was that because it's something that I've always done and thought I had to do and even though I've been told I didn't, it finally hit home, was this piece of having to write your website and get all the little pieces together before you go out and talk to people and do stuff.

It is so me. I mean I've always felt like I have to have my little ducks in a row and it felt very permission giving. About the way that you said it and explained it because I've been told that Karen, Ralph, has told me that. Credit to Karen and she told me you don't need to do all that, but I just couldn't not.

There was some way that you said it or something that made sense to me, anyway, or you reiterated it in enough different ways that it was like I get it. Thank you for that.

Michele: Thank you for hearing that, if there's one thing that I wanted you to hear last time and I summarized it near the end of last week's call is, start close in. If I can't talk to a single human being and they're looking away, maybe they're just really rude and maybe they're not your ideal client, but maybe you've talked to 10 of them and they're all doing that, they're rolling their eyes and they're

looking away and yawning. What is it about my words, can I play with them there, to know if I can't capture their attention there, but I think that I can do it blind to a whole group of people, why would I do it that way? Just doesn't make sense to me.

And so thank you, like starting close and then move to like wider and wider circles, networking. A bit of a review from last week's call, from networking and then one-on-one calls, strategy sessions and speaking and then to speaking live and then speaking virtually and then speaking when you can see people online then you can't see people online. And then we're writing the copy.

It doesn't have to all happen sequentially, but I better be doing those things otherwise I can end up wasting a whole bunch of time, a whole bunch of money, thank you for hearing it. And I love that you said that Karen told me that and sometimes it's like one of my yoga teachers, she's one of the most senior in Canada and I've worked with her for many years. As yoga teachers we would go away and study with a different teacher, we come back a go, I learned this new thing, it's extraordinary. I want to bring it back to our whole community.

She'd go I've been saying it for five years, fantastic. I'm glad you learned it over there. You heard it here and then you can implement it and do it and find the words that will allow actual, real action and sometimes we need to hear it from different angles too. So not to be afraid too, if the person doesn't hear you right off or first off. You need different inroads in. So don't discouraged if the person is rolling their eyes or whatever when you're talking, that's actually great data and we'll talk about that in the networking piece here in just a few moments.

I'm already teaching about networking here. Remind me of some of the principles and start close and go to far away. I did it, my first website, it's still up, Google me and find my first website that I did when I first left academia and I put it up between 2007, 2008. And it was a nine month labor of love, it cost me over \$10,000. I can't even remember what it cost me by the time I hired the people and did the photography and nine months of intensive labor. And you want to know how many clients I got from that website? I think it's zero. Maybe one or two, it did help me, I'm really proud of the website, it's really beautiful. I kept it up because I can't bear to take it down. It was like such a labor of love.

And it was helpful because it was like an online brochure. So there were some things that I was saying to people and they could learn things more quickly from my website, I didn't have to repeat myself so much, it did have a function. Had I known, I wish that somebody had told me in a way that I could have heard.

And one of my dear friends who builds different companies over the years and in her ... and one of the companies she built up, she built others and she did the same thing and built all these things and then the next time around, she didn't do any of that. Built an opt-in page and that was it, just one opt-in pages, like here's a free gift, go to the opt-in page, didn't build the website until far later, because she knew so much more about building companies.

So thank you for hearing that. It doesn't mean that it's wrong. I started that way too, there's more than one way to go in. Thank you Caroline, beautiful, yes. It helps us remember where we were too, what are some of the pieces? Let's hear one more aha from Anatomy, thank you, Karen, from wherever you found it, in all the pieces that we've done so far.

Participants:

I'm one of the people, the Karen Roth group that knows me. I'm one of the people that goes into a party and goes up to everybody and goes how are you, how's everything going? I'm the one who just tries to make everybody feel comfortable.

When I go to the grocery store, I speak to everybody. I'm one of these that you smile and it helps somebody's day surely at some point. So when I went to the grocery store last week, I thought, okay, I'm going to take three people and I'm going to observe when I speak to them, can they keep eye contact with me even?

Because we go through our day and we say how are you, but we don't really want to know, that's just that common courtesy kind of thing. So I thought I'm going to take this one step further and see if I can engage these people in some type of conversation where they might actually be listening to what I'm saying.

So the first woman, it was hard for her, I could tell. I made her uncomfortable, my extraversion made her uncomfortable. So by the time I got to number two, I thought take the extraversion down just a little, don't be too excited to want to speak to this person.

And she was a little bit better, but by the third person, I was like, okay, I've got this. Simple questions, holding eye contact, can you give me an answer that is true? Not just I'm fine as I'm walking away. By the third person, she wasn't uncomfortable, I wasn't uncomfortable, I was like this is a great experiment. And I can't wait to try it with some of my students, my existing writing students.

So it was fascinating to me because it wasn't nearly as much about their ... it was what my, what I was offering to them. That's what I did.

Michele:

Sharon, beautiful, you all have just learned so much about networking. Today our call is about networking. This is phenomenal, this is fantastic. Thank you for taking up that home playing.

For those of you, let me see, let me ask you and just so I know what's going on and there is no shame, no editor, the editor that goes oh man, I should've done that, all that voice inside that tells us all that yucky stuff, does not serve us. That's also why we want Shavasana, it quiets that voice that's there going like I should've ... and by that time the conversation is somewhere else.

So no editor here. I'm genuinely wanting to know, it doesn't matter. So how many of you actually went out and did that experiment and actually watched what is happening around people? I know Karen did. How many did not? Be proud. I did not do that. Thank you for your honesty, so great. How many are going to go and do that home plate this week? Having heard what happened with Karen and that she's going to be in her networking having done that, how many of you re going to experiment with that? Go and watch.

How many of you are not going to do that this week and be proud, raise your hand. Thank you Caroline. How many of you would not raise your hand no matter what I asked? Just checking, great.

Marie, will you remind me of that too? Ask how that home play went. And now I don't want that to be like what if she asks me and I want you to notice that inner mind, the inner words that we're saying are just as important for the words that we're speaking, our inner story is not aligned with our outer story, nobody can hear us. So if you're going when I get back I better have a good story, because if I don't, just watch that, she might ask me. That's the same thing that we're doing when we're networking then and that's when we need to take a breath and tap into what we've done in Shavasana and it so doesn't matter, we're here to learn together and you can learn from observing what happened with Karen too.

And there's multiple inroads in, you don't have to do that, there's other ways that we can get there. Whose body just relaxed when I said that? Can you feel that? A lot of you, a number of you anyway.

What did you hear about networking already? Because when we hear it in this organic way, when you hear it from Karen instead of hearing it from me, it's going to land more. And then I'm going to have some structures like some networking personalities we could emulate and some that we want to avoid. I'm going to teach you that today and how they connect with that ... did I put the right notes in front of me to do that? One second. I didn't put it in front of me, so I'm going to write it down here. I usually have it in front of me.

So those networking personalities and if I don't do this, ask me about it. How that relates to ... do you remember ... I can't even remember what I called it, because it's very newly christened but those practical applications of words, the four things you need to know from when I returned to this and I'm going to talk about what we learned from Karen and networking.

There are four things that we learned from my daughter getting ... when I said Dana will you come here, remember that story from last time? Dana will you come here and we learned four things that have to happen if people are going to hear us or four aspects, like four reasons that she got up, what were they?

Participants: You called them the principles of persuasion.

Michele: Thank you. I didn't even know what I called them. You don't have to have all the words right, it still works. I just christened that I think recently.

So the principles of persuasion, what are they? Do you remember, who could tell me? Marie, thanks.

Participants: Relationship is one and empathy is another and word skills and understandings of genre.

Michele: Yes, exactly, beautiful, what does that actually mean? Let's get that from somebody else, so thank you, Marie, I know you know. Is there somebody else to put it in your own words? Marie, you raised your hand, let's keep you there, Marie, what do those actually mean? And can you give an example of why did Dana get up, when I said Dana come here, she didn't want to, but she did anyway.

Participants: We talked about it on the call where you have an existing relationship with her, there's trust that's there and there's a way that you ask the question or whatever, where she would respond, like I'm sure tone of voice is part of the word skill, like it's not just the actual word, it's the way that the question is being or the request is being stated.

Michele: I want to go through this separate, relationship and empathy, so it's both the relationship that we have and either we have a pre-existing relationship or I got to build one quickly. And then empathy, it's not just like an 8,000 foot view of a long-standing relationship, I know where she is right now, like when I walked in yesterday and she had fallen down the stairs and been at emergency, where is she now? That wasn't a story from last weekend, but where is she right now?

And she was tired that day from the story last week, didn't want to get up, so I need to know where she is and then I find I have this skill with words, usually people think it's only about that word skill piece, but you need to have all the pieces. And then so thank you, then the last genre piece, what does that mean?

Participants: I mean for me what it means is like framing it in the context of where I am and who I'm with. So I mean if I'm at a party, my genre's going to be different than if I'm at a funeral.

Michele: From the language of words and literature, like there's tragedy and there's comedy and there's drama and there's novel and there's like different kinds of writings, different kinds of situations. It's a context, think of it like that. So what's the genre, what kind of speaking space am I in? Am I giving a two minute talk? Am I doing a two hour training, am I networking?

It's so obvious but people actually usually very often miss this one. They think they're giving a speech when they're actually networking. So people often confuse these and they've built skill with words or they've hired a copywriter at

\$10,000 a page, but then they start using that copy when they ought to be ... they haven't thought about the context in which they're in, the kind of situation.

The situation with my daughter was the context and it builds empathy too. The context was she was tired. I wanted her to come to the other room and it needed to be quick. I'm not going to give her a two-hour speech, it would not work. What's the kind of speaking situation?

So thank you Marie. So I wanted to review those because these networking personalities, I don't want you to play a role. I don't want you to go in, we could play with them a little bit when we start and if we can learn to recognize them then we can have a lot more fun networking and we can build the foundation for all of the other speaking situations, all the other genres.

And what you'll notice is in the networking personalities to emulate the kind of work versus the ones that don't, the ones that don't are missing one or all of these pieces, they're missing relationship, they're missing empathy, they're missing word skill, they're missing the genre that they're in. And the ones that work, they're going to land all of these four things. And that's pretty theoretical right now, but it's going to be super easy when we get to it you'll see it.

I want to go back to what Karen ... let me see, Karen's play with three people and she was just talking about a moment ago and actually before I do that, I want to space, these four principles of persuasion and the networking personalities. Have I lost anybody? I know I haven't described what they are yet, but is anybody feeling really confused, because if you are you won't be able to hear the next piece. I just want to put in a breath of anybody has an immediate question or clarification, just want us to make sure we're all on the same page. Good with that review and anticipation what's coming next?

So Karen was talking about these three people in this experiment. She's talking to this one person, doesn't quite work, so then she tones down the extraversion and she's asking questions and it has to do with her ... what she's offering too and what did you learn already, right away, around networking? The next time you walk in if you really walk into some kind of networking situation, some kind of one-on-one thing, when you're walking into a crowd, you speak to somebody one-on-one or you're walking into a new organization or whatever it is, what have you learned from Karen's words already? Sometimes it's right here that we don't see it.

Marie, go ahead and oh, wait-

Participants: I think Grace have something to say too.

Michele: You're up there on my screen, sometimes when somebody else comes in, you move on my screen and I'm always looking in your eyes. I know in the recording it won't look like it here, but then I'm looking at the camera. I will do that when

I'm teaching larger audiences, but we're here in-house. I'm going to look at you, so I can see you, see all of you, see how you're reacting to the words, see if you're falling asleep, see if you're paying attention. I want to see what you're saying. I can hear more of it when I'm looking at you.

Thank you Grace and then Marie.

Participants: So I think what I heard Karen do first and foremost was realized one, she's moving and making it about another person. How can I make them comfortable to engage better?

Michele: Yes, make sure that I talk to you about Thomas Tadlock at Marie are you okay if I'm placing things in your court today? If you don't hear the words can I place one more thing in your court and I'll start placing in somebody else's court.

Participants: Place away.

Michele: Thank you, make sure the words Thomas Tadlock come out of my mouth like in the next 20 minutes or so. Give me a little list, thank you. Because it connects with Grace's point here and I want to elaborate a little further, just making them comfortable, just pay attention to them, great. Did you want to add anything else to that? That was the one thing and it's huge. Do I want to tell the Thomas Tadlock thing right now and then take it off Marie's plate?

Let me do that. That's what we do. I'm watching your eyes, she's going Michele you've already given me enough, so I'm not going to give her some more. We're actually paying attention to people.

So let me tell my story about Thomas Tadlock. I did many courses. I did three years of the courses and I'm watching [inaudible 00:52:54] more energy sometimes, but I'm watching everybody was yawning, it's time to tell a funny story, time to get you interacting with each, I'm always watching. And then I don't what you all going like I better sit like this, Michele's watching if I don't. It's all good, be yourselves.

Thomas Tadlock. I took a lot of courses at Peak Potentials and three years, 25 courses and when I do something I like to dive in deep and Thomas Tadlock is now one of their trainers or he was a couple years ago when I was last there and he started out, he was an assistant trainer when I was there. And every time, it felt like every time I was talking to one of my friends in what was called the Quantum Leaps program, like people who were on the three-year path were doing a deep dive with Peak Potentials.

They'd go I just had something wonderful happened. My computer broke down and I got a call from Thomas and his cousin's friend knows the guy who fixes computers in my city. And I got my computer fixed. Thomas, he was at the time anyway, like a sports trainer, then I talked to the next person it's like I needed a

plumber and I live in LA and he was just passing through and he's got a friend, he's got a plumbing company and every person after person and I started listening to the Thomas Tadlock stories.

And I have one of my own and it has affected the work that I do in places like this. And work with my one-on-one clients and Marie, we've worked together for many years, so Marie you were there when I was not recording private sessions. Why did I start recording private sessions years ago? I was afraid. I had an editor but it's like what if they'll start changing what they said? I can't remember that person that I was before. What if they start changing what they say, what if they're going to feel uncomfortable?

And I was sitting beside Thomas Tadlock at one of the courses for lunch and he started talking to me about that, it was the number one problem in my business right then. I'm like I really want to record these but I'm afraid. I can't even remember that person. That's how I was at the time, many years ago.

And he said why don't you just ask them? Didn't even occur to me, why don't you ask them? Some of your best work is going to be happening in those private sessions. Why don't you just ask if they're okay with that? So I asked the first student who was ever in my year-long program. I said are you okay? And I was like shaking in my boots, are you okay to record the session? She was like I was wondering when we were finally going to get around to that.

So there's my Thomas Tadlock story, everyone had one like that. He's the one who told me and for years now I've always recorded. I have hundreds of hours of recordings, thousands probably. That I would not have had without Thomas Tadlock.

Make them comfortable, that's how Grace put it, the way I would say is be of service. What's that person need? And that why I was talking about my daughter at the beginning of the call because I knew it would hook up later. I didn't cross all the Ts and dot all the Is.

Let me return to that, when I walked in last night and my daughter's dad had just dropped ... if you're confused, my man died and it's not my daughter's dad. I don't want to cause any confusion. We had a number of years together but my daughter's dad, we were together for many years as well, he's a great dad. I'm very lucky that he's in my life and we just weren't meant to live together, we made a beautiful daughter together.

And so he had just dropped her off, he took care of her as a great dad and when I got home, it wasn't about my trip, although I was really excited about it, it wasn't about her studying for the next exam and how that was going to happen. Because it starts again next week, it wasn't about any that. It was about how are you, can you move, do you have painkillers? Grace said make them comfortable.

I want to expand that and we learned that from what Karen said, again, be of service, give service to that person. Thomas Tadlock was helping everybody and remember that piece about from last time about words that manipulate versus ... and thanks Marie, yes, Thomas Tadlock, love that man, amazing man. He wasn't trying to fill them into a funnel of plumbing school or how you record during coaching or multiple other things. He was always honing that listening a skill, can you hear what the person actually needs, even if it's not you? That's where it gets to be not manipulative.

I've spent hours with people that I refer to other people, when I have a conversation with them, where they might have the possibility to do some work with me, but if I think they need somebody, I spent hours with them and sent them to someone else. I've sent them to something in their own court, not being attached to the outcome. I hone that listening skill and I make them comfortable and I be of service to them.

One thing I learned at Peak Potential is how you do anything is how you do everything, if I'm being of service here about the plumber, it's likely I'm going to be of service when I'm in a conversation that could lead to a sale or I'm on stage I'll probably be of service. When I'm speaking to ... I know you were all in service but when we think about it and how we'd be, we get into networking we think that there is something else other than that and we start becoming all funny.

But it's very down-home things that I learned from my family too. How do you just be with people and be of service? And so Grace, hearing Karen, make them feel comfortable. Cool. Marie, something you learned from what Karen said about networking. That was a long time ago, I know.

Participants: What I love was Karen's course correcting as she went along and for me in networking situations I get really anxious, like having to get it right from the very beginning. So if I have a more gentle approach where I observe and notice, that's really different than having to stay in this kind of freak out mode that I'm often in when I go into networking.

Michele: Thank you for that, you don't have to get it perfect right off. Any recovering perfectionists in here? That's me, you don't have to get it perfect. And then we can actually watch and see what's happening with that audience and wanting to get it perfect, let me get it all right, I've got it all memorized and so on.

And I trip over my words all the time. I was going what were those words, principles of persuasion, I'm getting help from you guys, I can't remember my own words and I work with words. Words and stories like over 25 years of work in this field, if I could trip over my words, it's okay if you do too. Who are people going to be expecting perfection from? I don't care, doesn't matter. It's not real communication, it's not real connection, it's okay to make a mistake.

And so thank you, course correcting and experimenting too. Years ago around that same time that I put up the website and then I got this background in yoga and I got this background in words. And the way that my work first came to me that I wanted to do in 2001, I was deep in academia but it downloaded. I'm ready to teach yoga and writing in the mountains, that's how it came to me.

And a friend of mine said what are you doing today to make that happen? That I used to say to people in networking situations very early on, decades from 2001 and on. They said what do you do? I teach yoga and writing. They couldn't hear any of that. Doesn't matter, even though I worked with words, I got it wrong too. It was too much information.

And I told you last time, someone I know who has really built a huge relationship company and charged like \$100,000 for a half a year kind of thing, easily commanded those kinds of figures. And the answer what do you do, I said I teach about love, didn't have to get it all right, didn't have to be a big speech. I probably didn't say that all the time, but I remember being in a circle and listening to him and I'm like, yeah, well done. What do you mean by that, do you teach kids? People are curious now.

So allowing space to course-correct, fantastic. Anything else that you learned from Karen? It was great and I really encourage you to go out and do that too, start observing and you'll notice what's happening and you'll learn so much more about networking and yes, Marie, I'm aware we need to go to questions really soon.

I want to do a little training then we'll go to questions. Sherry, what did you learn?

Participants:

I think the whole comment about course correction and as it ties in with the principles of persuasion, I found myself in a situation last night where I was at the laundromat, which I don't do often and I had gone to get a drink and I kind of figured, oh, I'm in a bubble. And no, I won't run into anyone I know and I walk in to get a drink in a place and there's someone who is the epitome of my power partner.

And I've known her for a long time, different context and it was kind of getting back into a course correction. She was being empathetic to my situation and asked what I was doing. And it used to be that, they don't really want to know and it was like, no.

Michele:

That's the inner voice that's going to affect everything that I say.

Participants:

And so then I said the heck with it and I gave her a quick couple of minutes, well, no, a quick few seconds of what I was doing and she knows me in a different context and she said, oh, that is so needed and you would be great at

that. And it was one of those moments that was networking I would have stepped right over.

Michele:

Beautiful, thank you. I bump into somebody, it's in the wrong context, oh my goodness, what I'm hearing is an important possible JD partner, now I better, oh, get it right. You get all tied up in your head or what if it's okay to course-correct, what if I don't have to say it all at once, give it a chance to enter in now, she's interested and yes, beautiful, we've already learned so much about networking.

Sometimes it's things that we learn in kindergarten but we forgot and I remember when I used to ... some of the training that I got to at Peak Potentials really, really fabulous stuff, but sometimes some of what I was learning I had to learn the higher level and we learned some networking skills and it's like here's like 10 seconds and you've got ... here's 30 seconds and you got to go hand all these cards out to people and I was just like oh my goodness. I thought it was some kind of card game of handing out cards and pushing them in people's faces.

And as I was doing that, it reminded me of some of the worst of academia, some of the dark underbelly side. I'm like I don't even want to do this. I don't want to shove ... but I have to because that's what you're supposed to do and I realized and I don't know how to say this without making it sound bad but I'm going to say it anyway. Words don't have to be perfect. I don't have something scripted speech here.

It's like there are people who really excel at networking and there are people who have been trained and they're kind of like doing it at this level. There people who don't know anything about it or haven't stepped in yet. I was learning from this tier of people who knew a little bit about it, but hadn't really mastered it and it was kind of like a little bit of knowledge is dangerous. You're shoving cards in people's hands, they have all these elevator pitches and I thought I need to give me that. Kill me now. I don't want to do any of that.

In academia it's like people cozying up to the most important people. Who here understands what I'm talking about? You've been in those places and it's like I don't want to do that, but I'm supposed to do it, my company will ... what if we don't have to do that?

Thank you. What did I just do there, are you hearing me or are you all going like wow, she's really weird and I don't know what she's saying. I'm doing it all the time as I'm teaching. How many of your hands went up and the others are your arms crossed or are you smiling? I'm watching all these things and maybe your arms are crossed, you are just cold, it's okay. Not to misread all the signs, not to be getting to my editor.

Instead of that, Sherry, beautiful example, some great networking and I was just in a room of some fabulous networkers. They're all people who built six-figure or multiple six-figure, seven-figure, eight-figure businesses, these are people learning in the room and they're all heart centered people, it was in a fabulous place.

And a couple people gave me their cards. A whole bunch of them also said I don't carry a card and we just did that simple thing that I talked about on the call before. Just enter the information right in the phone, it's always a way to connect and it was a real conversation with real people.

And what that networking reminded me of with these power people, I don't come from that kind of family. Whatever family you come from, it's all beautiful, but my grandfather had a grade two education, most of my uncles quit school before they hit high school. On the other side of the family, there's some accountants, nobody's got a PhD. I don't come from that kind of family.

These amazing people who've built all this stuff, in my family I look at them and I see how they're the same. I see how they're the same and I don't think if I've told this story, I don't think I did, but forgive me if I did, but it's a really powerful story about networking.

So when I thought that it was just shoving cards ... questions, I got to get to that soon. What I thought was shoving cards, I didn't even want to do it, but then when I started realizing, I don't know how to say this without it sounding elite. I don't mean that at all it, but it's like top tier in skill of networking, do you understand what I'm saying? Because they've learned the skill of networking. I'm not trying to rank people.

Those who've learned the top tier skill, like my family, they're very down-to-earth, they're very real and I remember one day my basement had flooded, have I told my basement flooded story? I don't think so, not in this context, okay, so my basement flooded and I was writing my comprehensive exams for my PhD and I'd just gotten married too and all the wedding gifts were down in the basement, it was going to flood.

And I was just feeling overwhelmed and my parents were out of town and plus I called my sister. Short call. And a few minutes later, my uncle Paul walks in the door, this is about networking, a story about me for networking for you. My sister had called my aunt who called my uncle, who called my other uncle, a handyman guy, he does like electrical work and builds houses. And he showed up with all his equipment and he was en route to another job, but I'm sure he called him and said I'm going to be a few minutes late, my niece needs something like hey honey, what do you need? I'm here. He went straight down to the basement to help.

That's networking, that's the same thing that Thomas Tadlock is doing. What do you need? When I understood that's what networking was, I'm like I'm all-in. That's how I was raised, you just help people. And then it becomes fun and when I don't have to get the words right to the start and I can watch like Karen and get feedback, then I'm all in to that. I mean it's about meeting people and making friends with people and trying to help them. I don't have to get the words perfect and as I use the words, I can start to hone them.

We'll talk more next week, it might be ... I'm not even sure, I've only taught this course once before and I'm going to give you the material in the order that's best. I can't give you all the order beforehand. I hope you forgive me for that. So it might be a little bit next week and I might intersperse it over a couple of weeks. I still need to know what it is I'm offering. What am I offering and in what's my offer and what's my product or my service?

So we'll talk a bit about that, we'll talk about that, we'll make sure to get the conversation in next time. Marie, can you send me that note? Just text right now and say talk about the offer. I'll make sure that's in there and I might ... it might also be about ... it might be about speaking. We'll see where we'll go next, it'll depend on your questions as well, like the order of things, so you can hear them best but it starts with the networking.

And Thomas Tadlock is not any different from Karen, is not any different from my family, is not any different from those amazing entrepreneurs I just spent several days with. How can I help you, how can I serve? The manipulation comes in when I need to serve you and even if it's not right for you, I'm going to like punch you into that mold. But it doesn't even serve me because then I've got somebody who's in my community, whatever your community looks like or they bought your product and you can't even help them, it gets ugly. So why would you even want that manipulation even if you were just totally self-serving?

Instead, how can I really actually help you? And so much comes out of that. I need somebody and next time can you imagine in that Peak Potentials room, next time Thomas Tadlock needs something, he wasn't doing it to manipulate, that's just who he was. I know there's a roomful of heart centered people in this room. I don't teach this to the evil ones. As a technique to manipulate, it's not that. When you come from, you actually are in the way that I'm talking about.

There's structure as well. The next time Thomas Tadlock needed something, do you think that there's a whole roomful of people wanting to help him? Do you think if he called me up now and needed something, this many years later even ...

When my man died, I learned that so profoundly. I can't tell you the love that came pouring in from across the planet that I didn't expect. I didn't know. We are who we are and when we be that person, it's simpler than we think, the words come from a simpler place than we think.

And it's the same thing I taught at the university. I had to cut away all these layers of what we thought it's supposed to be, that we learned from the middle tier of skilled people, we get to the higher tier and it's actually quite natural to everyone here. If you're understanding those words that I said and this is about connection, it's about the service and it's maybe a lot easier, if you're thinking it's maybe easier and more fun than you thought, raise your hand. I want to see if these words are landing. Now you're getting it, thank you, wow.

Was that everyone's hands? Anyone not? If you're not getting it, it's brave to put up your hand because it means that there's others too, didn't hear it and that's okay too. And if you didn't hear this time, I can't see your hands, Cheryl, Erin, I can't see your hand. Galaxy S9 Plus, I can't see your hand. I don't know you are. 329, I can't see your hand, but everyone here I'm taking you as representative for those I can't see. You got it, great. That's you Sherry, thank you.

My goodness. I was thinking I had more time than I did. I'm going to teach really quickly. I'm going to open up for questions. I did it again. But also none of you had posted ... did anyone post a question that I missed? I didn't see any posted questions. I'm not feeling burning questions but I did say I would leave more time for questions and I've not done in a good job again and I apologize for that.

Please post a whole bunch of questions for next time. Who's going to post the first question for next time? Post a question for me, something you really want to know, Caroline, thank you. Who's going to post the second question? When I already see your questions beforehand, it's easier for me to structure that in and it sometimes is my downfall, so just keep me honest. Who's going to post the second question, anything you want to know, who will post another question? Is the content helping you, raise your hand if it's helping you.

So you're not burning about questions because you want me to keep teaching, because this is helping? Are you just bored and falling asleep, so you don't care because ... this is helping you, okay, good. Real people and real communication. So Caroline will post the first one. I hope somebody will post the second one. I still will open it up to questions and probably what I'll do is I'll stay a little later for questions today, if you need to leave on time no problem. I will stay till at least quarter to and make sure that I fulfill my promise of answering questions. If you don't have questions that's fine too, it means I'm addressing the things that you're wanting to ask.

The thing that I promised is the ... I want to hear one quick like I mean 30 seconds or less aha from what I just was teaching right now, something that is immediately implementable, but you already know a lot more about networking than you knew before. One person what did you hear that you could do right now? And it doesn't have to be like the heavens opened and the angels sang, like Hiram says a blinding flash of the obvious. What did you hear? Okay, Grace, thank you.

Participants: Be present to the other person.

Michele: You understand why we're starting with Shavasana, it's a practice that trains presence, if I'm not present, it doesn't matter how perfect, who wrote my pitch for me, my elevator pitch, what the words are, they could be words that the heavens opened up and descended, it won't matter. Start from presence.

For those of you who are in Karen's community, if you go over to her virtual classroom, years ago, she had me teach a piece on Shavasana. I mean I'm in there. And that's why Karen was so interested, you get a different take on Shavasana from there.

Networking and we'll go through these real quick and we can go back to them next time, you're going to hear it's so easy because I've already taught them. I just didn't come in that door, I came in the door through what Karen had said because you'd hear it so much better when it comes from her, it's real, it's not some pitch for me, but now I'm just going to do some rapid fire training.

You're going to hear this so easily and what I really want to do too, I haven't had my team ... Marie, can ask you do one more thing? Yes or no. Send me a text and say ask the team to create ... ask Amy to create Debbie Downer, that's what you need to say, thank you, because I want to create a handout for you. I don't have it yet, but here's personalities to avoid. Remember my thing with Dana? Relationship, empathy, word skill and genre.

Debbie Downer, there's no relationship, life sucks. I hate everything, everything is wrong and I'm just like can I tell you my story about the 10 things that have gone wrong with me ... doesn't mean you can't share a difficult story. There's never anything that you can't say, but who has met Debbie Downer at a networking situation before and wanted to change tables? Anyone, do you understand what I'm saying? Yes, thank you, who has ever been that person? I'm sure I've been that person sometimes, I could skirt on that and tell you what just happened to my daughter, but I didn't make it a Debbie Downer story. How did that happen? You can ask me a question.

Ms. Spew It. Can I just tell you? I already taught you that. Can I just tell you ... Already taught that, already taught most of these. When we attach them to personalities, we can remember.

Mr. Robot. It could be Mr. Spew It and Ms. Robot so forgive me if I fell into any stereotypes. Mr. Robot, hi, my area is ... I've been all of these, that's why I could play with them, in fact, in that video, through six videos that I made and I'm going to reshoot them. I did it with a teleprompter and it was so not me, somebody taught me to use a teleprompter, so I did it. I did that. I'm not that person, there's nobody home, Mr. Robot.

Mrs. Know-it-all. Sometimes I might skirt on this. Sometimes I think I know things that those people don't know. I know, I own it. It's not the best side of me. But Mrs. Know-it-all doesn't be vulnerable like I just am now. I didn't know I was going to say that and it kind of feels like really vulnerable. Mrs. Know-it-all.

Here are the 10 things that you should do and it could be somebody who's really engaged in that person and doing the Thomas Tadlock thing. I'll call it. Or my uncle Paul thing and really wanting to help, but Mrs. Know-it-all, it's not even my field but you have back pain, let me tell you the 10 things that I know about back pain, because I know because I'm so important and I'm so smart and do you want to be around that person? We've all been these people. And the words that come out are going to be aligned with that personality, it's not going to work.

I'll go through these really quickly, we can return to these next time. How many of you are getting this, you're understanding this, you've either been that person, you've seen that person, you understand that the words emanate from that beingness and when we change the beingness and go with those principles of persuasion, we're going to say different things.

Mrs. Too Vulnerable and Wounded. I've been that sometimes. Are you hearing it? Hi, how are you, oh, it's hard that you asked. I mean I'm playing a little bit and I don't mean to harm anyone. I'm just like ... the reason I'm giving you these personalities is that next time I'm being ... oh my goodness and it makes me laugh and then it pulls me out of it. I'm not trying to make fun of anybody, except me, maybe me. Mrs. Too Vulnerable and Wounded, oh no, I can't talk about that.

Ms. Desperate to Make a Sale. That one needs no explaining, listen, come and talk to me about this because ... really it is like pulling.

Mr. Fix It, cousin to Ms. Know-it-all. My dad used to be this sometimes, my mom would say, whatever you think is best. I know you can work it out. My dad was here's 10 ways to fix it. My dad's an amazing man but that part of him, no dad. I would say like what mom said. I know I can find the answer.

Ms. Sign Me Up. I've got exactly the program for that, you've been there, we do it, the words emanate from that.

Ms. Give Me your Business Card. We talked about that already.

Mrs. Distracted and Wandering. Whenever you're talking and it's like wow where's the more important person in the room? You ever been that person?

Ms. Self-absorbed, I only matter, I'm probably skirting on that right now, because I'm just like training in this way and this way, if I kept doing that, I would lose your attention. My story, if I'd kept in with the story with Dana it

would have felt like that, hopefully it didn't. For some of you it might have if I went too far that way.

So seven personalities to emulate. How many heard something in this either have seen this before or you might have been this before and when you have those personalities, you can start not being that or notice ... you're going to fall into those but you could do something different next time. And it's okay when you find yourself doing this, don't worry about it. I've been every one of those. Course correct.

Seven personalities you might want to emulate. Ms. Service on any Topic, already taught that, Thomas Tadlock, got it? Look at what he's done, it's making you know his name, being of service, how beautiful is that?

Mrs. Listening Intently. Have you heard what the person had to say? Karen demonstrated that. I listen to that person and I brought that into what I heard for the next person. People are so little listened to, because everybody is so like blah. It's a stand out quality. Somebody's feeling like my daughter did, all bruised up in the room and in a networking room and everybody's pitching and I'm saying, wow, you look a little sad today. I've walked in that way and people burst into tears. My dog just died. We're not networking and shoving cards. I'm just like I'm sorry, I don't have a dog, but I know what it is to lose somebody. I'm sorry.

Mr. Not So Serious, life is good and funny, that can be good, Debbie Downer like she's really bad and then somebody starts cracking jokes, I don't mean that. But somebody that's fun to be around, somebody that can tap into the joy of life, we can't do that if these aren't personalities to become or pretend. Can I tap into that side of myself?

I send my students on an artist date. Go out and this is from Julia Cameron the artist's way, go out and have fun just for yourself, why, because we're cultivating that in ourselves, it's who we are becoming, not putting on a personality of let me learn the top 10 jokes.

Mr. Truthful, confidential. I guess I was just that as I'm telling you about my daughter. Some of you might have been turned off, some might go like she's actually real because I'm telling you what's real and I arrived late. I'm sorry but this is what's really happening and I contemplated not telling you, but I just can't do that.

Ms. Empathetic and Relational, you've probably seen that somewhere in me. I'm watching Sergio yawn. I'm going to finish this up real quick, it's hard just when you're just teaching, here's a bunch, it's hard to pay attention but we'll go into these, we won't spend a lot of time on these. I think you get it, but if there's any questions about them and we'll make sure to see what are the words that ...

these are what we don't want, these are what we do want, how do we even find those words?

And we won't spend a lot of time on networking, we're going to move over, I think it's speaking next. We're going to go over to how do we start to taking it to a different place?

I'll actually name the elephant in the room, what's real. Maybe there was a really bad speaker and nobody's talking about it and everybody's pretending that it was really good and everybody bought it, but everybody's regretting it or whatever it is. Can you feel just something's off in this room? People appreciate that, calling what is real. Maybe you all want to go now and I'm calling that ... it's real, it's time.

I'll give you my work now for free but only when you've asked for it. I told you about Shelley, your name was Shelley, that was my whole pitch. I love that name, my man's name and then she was going to hire a copywriter and I just sat with her and helped her. I knew that she was going to hire the wrong copywriter and it wasn't going to go well. I just gave her stuff for free, it's in my court, I just wanted to help. I didn't have an ulterior motive. I just was there in service.

At the end of that conversation, it was kind of natural, it's like do you want to take this further? But I wasn't thinking about that at the time, I'm just in service, it happens to be my area, no, it's plumbing notes, it's about whatever.

10 networking personalities to avoid, seven personalities to emulate. We learned so much about networking this time, let's do some really rapid fire ahas. And I did it again, I'm sorry, I said I'd leave time for questions, so you're a trooper, Sergio, yes, that's right, it's the middle of the night for you, no wonder you're yawning, thank you Karen and that's empathy and see now Sergio just came alive. That's that second step of empathy and now Sergio and Karen could talk, where I'm missing it. He's yawning, it's the middle of the night for him.

So one aha, one inspired action then I'm going to stay here for questions after, in order to fulfill my promise. I'm sorry I came late, please post your questions before and it helps me address your questions better and I hope this content has been useful to you. One aha, we will start in the top left corner Grace and then go across my screen like this, so we can move quickly.

So Grace, go ahead, one aha, one inspired action and if you have to go at any time, of course I honor that, no problem, see you next time. Grace.

Participants:

It goes back to being of service and two things, be of service, be mindful of the character. And I'm heading out into a women's network that starts in 30 minutes, so I'm going to get a chance to practice and play, experiment.

Michele: How does that feel compared to before? It changes the whole attitude of it, fantastic and then once you're inspired ... you already said your inspired action, you're going to go experiment. One doable check action, thank you so much. Judy. You're muted.

Participants: The aha is this concept of cultivating who you are becoming.

Michele: I'm hearing that, I ran it by you real quick. Who's walking into the room? All of you are amazing people and can I land on those qualities and make them, allow them to grow? And that's what I bring to the room, it's such simple stuff that we miss. Thank you and your aspired action?

Participants: I think my inspired action is going to be a strategy session to invite somebody that I wasn't going to reach out to, but just sitting in this saddle with you and just hearing you share your unconscious competence is inspiring me to just go do the same.

Michele: Thank you and when you have a strategy session conversation when you're doing it, all these things kick into play, fantastic, everything that we've learned here, fantastic, yes. Marie? One aha, one inspired action.

Participants: My aha is I can play with noticing the person in front of me and make adjustments and be playful about it. I love that.

Michele: Thank you for hearing that. What inspired action?

Participants: I have a number of events this week where I'll be in groups, so I'm putting this into practice. Just being in front of people and noticing.

Michele: Good, beautiful, Marla?

Participants: I think my takeaway was being a little more aware of the people I'm talking to and adjusting better. And my inspired action is try it.

Michele: Be aware and adjust and again a reinforcement of why starting Shavasana because I can notice what's happening in my own mind. If I can't see what's happening in my own mind moment to moment, how am I going to know what's happening in that person's mind? The thing that they're not actually saying, how can I be of service when maybe they're talking about their cat, their dog that's just died but if I know what's happening in my mind, I can see what's happening in their mind and then I can actually do the Thomas Tadlock thing. Aware, adjust, try, good.

Karen? Beautiful, Marla, thank you.

Participants: I am already Thomas Tadlock, this is what I love is that I already am such a networker anyway. When I know I'm going out, not even among horse people I

always wear something with horses on it, earrings, a necklace, something so that it might morph into somebody asking me, so that I can say I teach people to teach their own horses. So that I can tell them what I do.

But I was born to serve and to help people and to give them the steps that they need in whatever capacity, whether it's getting something off of a top shelf at grocery store or whether it's helping somebody with a challenge that they have with their horse. So that doesn't seem like much of an aha, but it is in that I already know that I'm networking, I just need to refine it. I need to have the words, now to be able to go more into my genre of people that I help. So that's my aha.

And my inspire-

Michele: Just before you say your inspired action, you reminded me there's another piece, a quick piece but then I'm going to teach you about networking. How do I do it, then what are the steps to networking? I know what to avoid, I know what to do but what are the steps? I'm going to tell you the one piece and I'll finish that off really quickly next time, as we move into the next genre or the next kind of speaking or the next kind of word place.

But connection first, can I connect with that person, how am I going to make my offer if I can't connect? How do you connect and there's more steps I'll talk to you about the next time. Marie, can you just say give the steps of networking next time quickly, send me that note, bless you Marie, thank you and Karen, your inspired action.

Participants: I had already started a list of a winter session question and answers that I wanted to do in the study group, my horse study group, so I'm going to get that on the schedule. I'm going to get it on the calendar.

Michele: Fantastic, do and all those places are all places where we use words. You can start using what we've been learning in every other situation, you get that right? I'm talking about networking but it's going to apply everywhere and I'll show you, cross the Ts and dot the Is on the applying but away all this is immediately applicable in every other place. I need to teach you a little bit about a genre but everything, connection first on your website too and what is that person thinking in the moment, all this applies.

Fantastic, thank you, Sergio.

Participants: Connecting with people. So I was attending a workshop last week I was just observing the trainer, how she's feeling and how she's relating with everybody and so on. And I was networking with everybody there and also instead of having to get it perfect, I haven't got a website, since I got the [inaudible 01:33:31] night and morning I started taking videos and just posting those up.

Michele: Let it be simple, let it be direct, yes, beautiful, observing and you'll start seeing when you're watching a speaker, if they're skillful you'll be seeing some of the things we're talking about here. I have to be there. I don't know how to not do it this way. Maybe somebody else knows how, I don't know how, fantastic.

What's your inspired action, Sergio?

Participants: I'm in another workshop this week, I'm just observing the people and serving them just to see what they need.

Michele: So many people are jumping and jumping and there's no pause to observe and then nothing can move forward. It's the same thing over and over again. Beautiful, yes, observe, see, course-correct.

Caroline?

Participants: Kind of like Karen I feel like I'm a natural networker. I'm always putting people together. If I hear that somebody needs something. But I just moved to a new area and so I feel like I'm in a little bit of a bubble right now and I don't know very many people. So I think the piece that jumped out is to just start thinking more in service on any topic, the whole Thomas Tadlock piece.

And then inspired action would be, you said you're staying for questions, I could either ask my question now or if it's my inspired action is to formulate the question in a way that I ... that makes sense.

Michele: I'm going to stay for that, we will finish everybody else, you can learn from whatever ... everybody's picking up different pieces and they're all important, so it's so great and it also lets me hear what you're hearing. So I'm doing all these things that I'm saying as I'm teaching. I want to know what you've heard, so what pieces are being heard, what pieces are not being heard that I think are important that I want to stress more, because that's on me if you didn't hear them, it's on me. As trainer. And what are the pieces that you were most interested in? I might want to expand on those, so listening, listening. Thank you, beautiful.

Is it Laura, did I remember right? You don't come up as Laura on this screen.

Participants: I have to change that. So my aha was you modeling asking if people resonate as you were sharing a story, because especially in the last couple weeks, talking about story and thinking about story, I realized I use story a lot. I like Karen and Caroline am a horse person, so I teach people as I'm riding or as they're riding, but I want to be more intentional about asking if they're resonating with the stories, so that I can switch gears if they are not.

If that not what they're connecting with, I need to find something different as I'm teaching, so that I can find the story that they do connect with, which will allow them to learn.

Michele: Thank you, Laura, again, it's usually right here, it's so close we can't see it. When we see it, the words start to land so much better, yes. And your inspired action?

Participants: Just to be about asking them, is this connecting with you or not?

Michele: He aha and the action were connected, got it, beautiful, thank you. Cheryl, you're up next, if you're in a place ... I can't always tell if your video is on.

Participants: I'm sorry, I'm somewhere where I can't. I'm going to need to definitely listen to the replay because I've been in and out, but didn't want to miss because I always get nuggets. So my inspired, my aha is that I'm realizing I obviously don't do enough networking and my inspired action is to do so.

Michele: Do some networking because if I want to know what's on the website, who am I talking to and it could be in a networking room, it could be talking to one person, probably maybe your ideal client over pizza, how am I connecting with real live people that I can actually see and practice with, so that those words that end up on my website are going to be completely different and so much more meaningful? Yes, thank you.

Erin, one aha, one inspired action if you're able to speak.

Participants: Yes, I can speak, I hope I'm coming through clearly, can you hear me?

Michele: Yes.

Participants: My aha is always like it's just such a great reminder to be of service, provided that the person wants the support and your service. Should it be. So really being in service is listening for me and then seeing how I can help them. And then if they want help and then my inspired action is to practice that as much as I possibly can tonight, by really listening and being as present as I possibly can during our E-Women Network holiday extravaganza here in Victoria.

Michele: Fantastic, really great, love to see all of you putting it on the court, going out there, seeing what it is. I could teach you so much more and we can learn so much more together as you're out there on the court doing these things. So fantastic, thank you. I know you all are.

I think it's Sherry. Are you 329? If your number ends in 329, it's your turn. It might be somebody who cannot speak, so go ahead and you can always send me an email of your aha too and I'm not sure even what we've got in the Story Freedom Academy, if there's places for those ahas or not, but you can send it to

me and I can weave it into the next class with something you want to share with everybody.

Thank you so much for being here. I'm going to close the official part of our call and maybe everyone will leave and I will go into questions. I said I'd stay till quarter to, I'm going to stay until ... my problem sometimes is punching a clock, I'm not very good at it. I'll do my best because I really want to honor your time but also I want to make sure that I've fulfilled my promises, so I'll stay up until the hour if there are any questions and then please post them in advance. When you do, I can weave them through the material and take time to think about them beforehand and questions are always welcome in any possible way.

So thanks to everyone for being here, if you need to leave now, thanks for being here and we're moving into questions. Karen?

Participants: Michele, I typed this in the chat box. I think you said our next meeting is the 18th of December and it was going to be on speaking. If you can give me a little better idea, it probably will help, be able to formulate questions a little better if we have an idea like this time we knew it was networking.

Michele: That's a really good question and that's about the construction of the order of this, give me one second to think about this. I think that what I want to do is have you asking questions, anywhere from your company, about what's most important to you. Don't worry about tying it to the material for that day. I will weave it into the material for that day and because of the way that I've constructed this course, I'm listening to you, it's only the second time I've taught it and I think ...

And that's something that again if my daughter were not sick I would have had a little more time to cross the Ts and dot the Is, but I want to do it in the way that the order will land most easily in for you. So I don't want to hinge it to the course material. I'm listening to you. I'm going to go back to your questions and I might shift the order around a little bit.

So instead, look to where you have the most ... what's your most important question for you to be able to take your next step, because it might be that we're talking about networking, but you have a pressing question about your website right now. I can handle that question and I will tie it in, because then I'll be able to show you we're talking about speaking next time, I'm not even going to ... I'm not promising the order of things. I am promising moving from close to far away, we'll talk about website and online further toward the end.

But if you have a website question, for instance, I will be able to backtrack it and show you how it's connected with what we're learning and networking, show you how it's connected with what we're learning and speaking, so I want you to ask your very real questions about the thing that's on your mind of where you want to use the words and where in your company it feels like it's falling down

whether, it's networking or you've got to talk coming up next week or just sending something to the copywriter and you need words over there or you're talking to your team and you're having trouble with a team member and you don't know.

So I want you to be thinking about your company, where do you most need the words and I will weave it in. So does that give you a way to ask the question, Karen? Is that better? I'm checking in with her too and remember that you don't have ... this is another example, you don't have to have all the answers. I could just decide right now and make sure that it goes in that order, because that way she would know that question to ask and we can make sure it works.

But I'm not even doing this in teaching, this is only the second time I've taught it. I'm learning so much about how to teach this as I'm teaching it too, so it will land the best, so I'm doing the very same thing that I'm telling you to do when you're networking.

So thank you for that Karen. Other questions and thanks Erin, thanks for being here, any other questions? Even if all but one of you goes. I thought you're waving goodbye Caroline, I saw your hand, I thought you were waving. You don't have to always get it. Caroline?

Participants:

I'd like to ask the question because if I wait till next week, the event might have already happened. It's something I have wanted to ask since the beginning of the class and maybe you answered it and I just want more clarity.

The situation is I have a small group of writers in this community that listen to something ... recently called Listening to the Horse that was this program that Karen Roth was on and there was an Alexander Technique teacher on there and I have told a lot of people in the community that I'm an Alexander Technique teacher. I'm also a centered riding instructor.

My homework in my Karen class is to come up with an explanation of what I do that doesn't use centered writing or Alexander Technique, because that limits me to being one or the other of those things. And I really feel like what I offer is much bigger than that and much different than that.

The question is these people want me to come and do a talk about what I do to their group, to the local group. She said can you come and do an Alexander Technique talk because they heard that Alexander Technique was very helpful in their writing. And I don't ... yes, I'm an Alexander Technique teacher and yes, I could give that talk but what I'm trying to shift in my life is that I call my business the harmonious horse rider and it's really more about relationship. So yes, that's a part of it.

So how do I get them from wanting to ask what do I do to turn it around to ask what do they need? That's my question, my long-winded question.

Michele: So the very first thing, just like when I'm networking, I need to know what that person is really wanting and saying and me answering your question, I need to know that from you too. So I want to make sure that I've understood and listened. Highlight the things I'm using here in answering that question. So I need to listen carefully.

I want to ask you another question, so I want to ask you a question to make sure I've understood. You met a group of people, they want you to come in and talk about the Alexander Technique, but it's not really the way that you're putting yourself out there and not the way Karen suggests you put yourself out there, is that the dilemma?

And so you don't want to highlight that but they've asked you for that, so what do you ... how do you write your talk or what should be in your talk, is that the correct question?

Participants: A tiny bit of clarity. Alexander Technique is one of the applications, one of the things I use to get people where I want them but it's not the whole picture. How do I find out what they need so that I can bring the whole picture in? [crosstalk 01:46:13] to find out what they need rather than me start talking about what I want, in a really practical sense.

Michele: You ask them, remember that I sent you guys a survey? I want to know what you guys want to need and I'm going to be reviewing those as we do the course over and making sure that I'm addressing your questions. First, is there a way to survey that audience and I always, whenever I'm speaking, whenever I can, I'm speaking with the one who's invited me beforehand. I get on a call and sometimes we get ... bye Marie, thanks so much, sometimes we get afraid to do that because we feel like we're bothering them or we're taking their time or something like that.

When I did Empowering Stories for Entrepreneurs the first time, so it's a series where I'm the host and other speakers are coming in and one of my speakers, she said Michele I will come and speak for you on one condition, that we get on a call beforehand, so that I can really deeply serve you and your people. Every host wants to hear that.

I got on the call with her and it helped me refine that, so I would get on a call with that person, find out, ask questions about who's there. The same way that we heard from Karen as she's finding out more and more about those people or how Thomas Tadlock is asking what do they need, find out from that host what do they really need? Engage your listening skills, what are your people like, what do they bump into, is it somewhere where you can ask the host?

Participants: No, this is a really informal little ... it's my neighbor and she said I want to know and maybe what if I got a little group together, how many people would you want? Maybe we get a potluck, you talk about what you do.

So it's very informal and I don't think if I asked her what they needed, she doesn't even know who's going to be interested in coming at this point.

Michele:

I still would have that conversation, hands down, you're right, she's going to go I don't know. I don't know. But then that's your skill in asking questions and if you want to know how to ask empowering questions or more skill about asking questions, you can ask a follow-up question next time. That's a great way to learn, keep asking questions.

She might go I don't know and so then you it's a combination of you teaching her a bit more about what you do and her pulling in the right people for you, because it would be really nice if some of those people could be somehow connected to your ideal audience and if not, you're just in there serving. I would be asking her questions like I'm so glad, first I would let her know that I really appreciate that. I'm so glad that you want to pull ...

Here's what I'd be saying, something like this, I'm so glad that you want to pull some people together to do this. I love what I do, I love you forever but we don't always talk about this thing that I do. So what is it that you see in what I do that you're interested in, what do you think your people would be interested in? I don't know. Who are you thinking of inviting, what made you think of asking me, how do you think it's going to help them? Give me one example, who was the first person you're thinking about inviting?

You can pull it out of her even if she can't get it. This is a crucial skill by the way for sales calls or all kinds of speaking situations where you need to pull it out of them. So I would be asking who's the first person you're thinking of inviting? How come, what do you think we have in common or what is it that you hear?

So you're starting to hear the angle and you're starting to hear what the pain could be. I don't know. I have a friend and she really likes, I'm just making this stuff up, but I've a friend and she really likes horses and she's wanted to get into working with horses for a long time and I just thought she'd meet you, you're so gentle and kind and you work with people in ways that open things up.

You ask for a real person, she starts talking about who she's going to bring to the audience and it will start ... you can start to guide a little bit who she's going to bring into that audience, to have more people who are closer to your ideal audience in the room. It's still a Thomas Tadlock thing, it's still a ... how can I serve and it's a little bit of back and forth of yes, she is going to answer. I have no idea but it's going to be a little bit of training along with a little bit of questioning, just the very same way that I'm pulling out of you what you need. So that I can answer better, you're going to do that with her.

It is that more helpful, does that make sense as a first step?

Participants: She saw someone on the video, so I think she's expecting me to do what they do, but yeah, so I'll ...

Michele: I hear your editor, that voice inside that's not helpful. She's going to expect that, what can I do and then you can't get there from there, am I right?

Participants: Yes.

Michele: But not to be afraid to go toward the thing that we fear. I call that like in larger parts of my community, headed right toward the lion's roar, it's a little training on that, but for the purposes of today just like a quick dive. I know that you saw this, what was it that you saw in that, that you love? I love this and this, that and that, that's really cool. I do some things like that because I do that and that. There's some other things that I do too that's a little different from that, tell me who is it that you think you're ...

So adding complexity, it's like a time lapse photo of a flower. So the flower is all closed, we can't see its details and we open it up and open it up, we can see more of the details, so then I have a better sense of how I'm walking into ... and at the very same time I'm also shaping the discussion, so she's going to have ... I'm shaping her expectations but I'm doing so by virtue of asking questions and by clarifying what it is that I do.

But that's very different from coming and going I know you saw this and I'm not like that, here's what I do. I know you wouldn't do that, but then we don't know what else do because that's how we're taught. All the things we learned at networking, it applies right here in such a beautiful illustration of everything we've been learning here, so thank you for that question.

So come in with those questions, come in and service her people and come in and service, you're in service to her when you're helping her shape who she's bringing into the room. Because if she brings in, I don't know, the haters club of America who all want to do terrible things to animals, I'm sorry that's the example that came up in my head so I'm saying it, it was graphic. I know she's not that but I'm giving the extreme example so you'll remember and you'll say I know you have some friends over in the haters club of America and I'm so glad that you have that broad heart that you can embrace everyone, however, I know that you know this other person too, who ... I'm giving examples.

But not imposing on her, that's manipulation. Not going like you've got the wrong friends, nothing like that. It's like who were you thinking of inviting? And then drawing out the things that you love. I'm so glad you were thinking about bringing in that animal rights activist something or whatever, I don't know. Because that so resonates with this part of my message about such and such, who else are you bringing in? And then you're shaping the audience, you're shaping her expectations, you're connecting it with what she's already seen, so honoring what she's already said.

This is about ... this is a good illustration of a genre, that what kind of situation am I walking into? And I can also ... it's giving that higher level teaching too. I can shape, sometimes I can shape what I'm walking into. I always can shape what I'm walking into, let me revise that. I might not always shape the number of people, but in this case you can even shape the number of people, who's in the room, what their expectations are and you're also listening to what she's saying. You've got five pieces of content but the piece that's really going to ring their bells is piece number one and you've done that by asking questions and so you can lean a little more into piece number one.

You're also not going to reinvent the wheel and always be doing different talks, different talks to everybody, have some core teachings, so otherwise you're going to run out of time and it gets really tiring. At first if you do that a little bit, it's not the end of the world but I would really recommend know what your message is, how you're going to know that, by interacting with people who are also telling you, knowing your message, hearing what they say and it's in the intersection of that, that it comes up. I've done a 12-hour training on that, that's the 10-second version.

Participants: Thank you.

Michele: Helpful?

Participants: Very, yes.

Michele: Thank you. I said I would go until the hour, were there any burning questions out there? We went a deep dive into a couple of questions, any other burning questions out there that you would really like answered, like you've got something coming out that it can't wait for next week? I'm really here in service. I'm learning what your questions are myself too. What do you want to know most about and I can then teach better. I can help you better. Anything else burning to be asked?

So that means that there's nothing pressing, you don't have a talk tomorrow that you really need help with and so it fell through for you and so please make sure to post your questions for next time. Thank you so much for being here, go out and play with that networking once again, like Karen did. Thank you Karen for that fabulous illustration of how we network well.

And sorry for keeping you for so long and thank you for staying so long, so that I can serve you the best that I know how to do. So I will see you all here next week, same time, same place, bye-bye for now.