

IW 2026_Day 1_90 Day Goal Plan_Transcript

[00:00:01:06 - 00:06:11:05]

All right. So welcome, welcome to our implementation week. I'm super excited to have all of you here. This is the first time I am running this in this way. So I've always done, let's see, we've had the grow your biz without social virtual event for three years now. And this is the first year we're adding on this implementation. And the main reason that I wanted to do this with everyone is that I didn't want you to get lost in the sea of ideas or information or what to do next and kind of get stuck because I know sometimes when I take in a lot of information, then sometimes I get stalled because I'm like, I don't know what to do with it now. And so that's what implementation week is all about. We're going to actually create a plan for your next 90 days. That's what today is your 90 day plan. And then we're going to work on executing it. And the reason for that is because then throughout this week, if you have any challenges, questions, if you need any feedback, if there's anything that you need, you have access to us to be able to actually work through it so that you can get into motion and you can get into momentum. And when we get into momentum, we want to stay in momentum. So I want to briefly share a lot of you maybe know who I am already from the conference. We have some, some people who are just joining us for implementation week and didn't come to the conference. So hello, so excited to have you here. You do not have to have been at the conference to make use of implementation week implementation week. It's all about what is your next goal? What is that goal you're working on? And we're going to create a plan for that and actually work through that. So a lot of you, it might be your marketing strategy. You might be looking at how do I find new customers, new clients, um, without social media and you're crafting that marketing strategy right now. That's the perfect thing to do this week. Um, for some of you, your goal may be different. Maybe you're like, I want to actually, well, and part of the marketing is long form strategy. So maybe some of you are like, I really want to get into collaborations. I want to start guest pitching for podcasts and do a podcast tour. I want to start my own podcast. You know, there's lots of things that you could do. I'm ready to launch my new product, you know? Um, and also just other goals. You might have some life goals you want to work on. That's cool too. Like we'll talk about it. So that's kind of what this is for. So who I am, my name is Gabe Cox. I run red hot mindset, but I'm a goal planning and business strategist for faith fueled entrepreneurs. And I help you get out of the hustle really to do things differently in a way that's going to work for your life so that you will work your goals and you will be able to accomplish them. And I love teaching how to bring God into business because I don't think God and business are separate. I don't think God and goals are separate. I don't think God and life are separate. So I love to incorporate it all. Um, and that's what I strive to do in business. That is my mission. Um, I'm all things simple. So I don't want to be, I am comp like my brain's complicated. Rich will tell you that, but I'm complicated in some ways, but I want things to be simple. So I'm always thinking about how can I make this more simple? And here's something else that, um, maybe is, I don't know if it's unique to me, but I know in the world of AI, we have a lot, like we're, we're kind of dealing with a lot of things these days and like, how should I use AI? Should I use AI? Anything like that. I've, I've used it. I've not used it. And I think what I, the conclusion I've come to is I just want to be human. Like I

really want my human voice to come out. I really want to coach and teach and train with myself. Not like, I don't need AI to tell me how to do it. Honestly, I've been, I've been doing this for a long time. I love writing. I don't want AI to get in the way of my writing. And so, um, there are times where I'll have AI help me write an email. A lot of times it's like a schedule email or reminder email, things like that. But I've found that I enjoy that process. I enjoy the connections. So I have limited my AI now to really the backend, like anything that can help me like streamline on the backend. It can help me create some certain things, but I'm not going to let it ever take my voice. So if that's you, if you kind of feel that the weight of AI and you're like, I just want human, um, you're in a good place. So, all right. Um, a couple of questions I see coming into the chat. Uh, okay. We, I'll probably save some of these questions for a little bit later. I see Cindy says I have the all access pass. Okay. We'll talk about that in a second as well. Steph said I'm with you. Corey said ditto. Okay. You guys all feel that. So that's a little bit about me on the, on the, um, personal side. I live in Colorado and I love hiking. I just hiked a 14 or on Friday, which was really fun. If you guys don't know what that is, it's just 14,000 plus feet of elevation. My littlest, my 12 year old came with us and it was so funny because he was like, um, I'm so excited. It's going to be easy. And at first it was easy. And then he stopped. His breathing was heavier and his ankles hurt and he was cold. So the last two miles up was miserable for him. And he's like, this is not worth it. This is just not fun. And then all the whole way to, he made it to the top the whole way down. He's just having a great time. He's like, this is the best thing. This was so worth it. And ended up being a hobbit at the end, took his shoes off the last two miles and walked barefoot. So he did a lot of grounding that day, but anyway, it was really fun. So I love the mountains. I have three boys. My oldest is, um, graduated. And then I have a 16 year old and a 12 year old. Uh, we have homeschooled. We've done hybrid. We've done a lot of different things and we just love, um, we love pickleball as a family and we love, uh, board games and things like that. So kind of fun. So that's a little bit about me. Um, I wanted to introduce rich as well. So I'm going to spotlight you. If you don't mind, rich, rich is my fabulous. Um, I would say assistant success coach inside my programs. Like he is a wonderful strategist. Just, um, really great at the customer experience. So you may have heard from him a little bit during the conference in email. Um, he and I tackle it all together. And he does, he's just, he understands customer experience and he understands how to do it well and to do it with the human way. Right. So, um, rich, do you want to just share a little bit about who you are and what you do?

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Yeah, sure. So thanks. Uh, thanks for having me here today. I've been helping Gabe out inside her programs and doing a lot of coaching and learning from her too. She's really good with systems and strategies and organizations. So that's something I've really, uh, been able to glean from her and add to my business, but as she said, I'm a strategy coach and I'm a success coach for her inside her programs. Um, I really enjoy problem solving. I like figuring out how something works, what's wrong with it and how to fix it. And I take that approach with everything I do, kind of like a diagnostic mindset. So I help people figure out their next steps, uh, figure out, you know, what areas are missing, uh, for, for their systems and, um, you know, for whatever they're trying to achieve with their business, but I do have a strong focus and customer experience. So I

really, I like helping service providers, uh, create a seamless, good customer experience, because that's something that usually sets businesses apart. So that's kind of where my passion lies. Um, but I definitely enjoy getting to know people and helping them make breakthroughs and it's a very rewarding thing for me. So I appreciate the opportunity to be here and I look forward to engaging and getting to know some of you as we work together to help you get to your goals. Yeah. Yes. Thanks for being here, Rich. We appreciate you a lot for those who already know him. I see in the chat, Daniel's like, rich, Josh offers such amazing value every time. And he does. So you will see both him and I hear this week helping you out. Um, rich is also inside of Slack. Um, you'll see him in the inbox here and there. I feel like we do compliment each other really well. And, um, and it kind of shows like you will see rich always over delivers. He like goes above and beyond. And that's the customer experience side, um, that he's very good at. So, uh, with that, here's a little bit about how this week is going to work. So we have daily live events. You all know you were all here. So I'm so glad that you are here with us. Um, and they are going to be at 9am mountain time. So my time and I see Kevin is here. Welcome Kevin. Kevin's in the UK. I saw a couple others in the UK, even from the UK. Um, that is 4pm BST time. So hopefully a good enough time for everyone to come join. I know it doesn't work for those who are in Australia or different places like that. I, someone who's, um, we have, I think Jacqueline is in Bali. So some of you will have to watch the replays and that's totally okay. Um, but we have different events each day. So today we're going to do our planning and we're going to dive in and really create that plan for your business or for your goals. Tomorrow is a topical training and I went back and forth. I was going to do a capacity and season training, but I kind of did that in, um, grow your biz in the conference, like during one of the days. So I thought what would be something that would be really useful for all of you. And we decided that the simplified systems lab would be perfect because that's going to help you go take your plan and now let's break it up into like projects tasks, your project management system, whatever it is so that you have a good plan, not only a plan, but now you know exactly what you're going to do and when, and it's simple. And so I'll show you, I'm actually going to be on the backside and you're going to see a lot of my systems and, um, it's kind of workshop style. So you're going to be doing something similar on your side. So that's going to be a really fun training. Day three is a group coaching session. So a little bit more formal of a coaching session, you can submit questions. If you want them answered during, um, during the session, or you can come with questions and we will get through as much as we can days four and five will not necessarily be recorded, just so you all know, you have to be here to experience them because day four is implementation hour. We're going to be working together on something. So whatever it is that you want to tackle that day, maybe you're going to be pitching people for collaborations. Maybe you're going to work on your podcast set up, whatever it is that you want within your goal, you're going to work on it right alongside us on zoom. And that way, if you have any questions, if you have any stuck points, you can ask while you're working. Um, and then day five is going to be a group mastermind to kind of close out the week. So we'll break up into some smaller groups of three or four people and you'll get to work through the goal that you're working on a challenge you're working through and you can brainstorm some solutions together. It's a really great time and it's a great like next, you know, we've done this whole stuff this week. Now, maybe you have a challenge or maybe you don't know what your next step is. It's a great time to kind of think about

that and to kind of launch into, um, where you're going to be going next. So those are the live events for the regular session. Um, we do have the schedule page and rich, I think has probably already put it in the chat, if you haven't, um, you can pop that into the chat, just redhotmindset.com forward slash I w dash schedule, but it has all the events on there, all the links that you need. So there's a join link. So to join zoom here, there's a link to add all the events to your own calendar, whichever calendar you prefer. So it's in your time zone and you have all the links there. Um, there's the replay link. So there's a button to all the replays. The replays will be available all the way through this week. Um, they will be taken down at the end of the week, probably Monday or Tuesday next week, but you'll have access to them, uh, for that time. And then also, let's see, I don't know if there's any other links anyway, everything's on there. So I would say bookmark that page and you'll be all set for the week. I tried to make it as simple as possible for you. And then also for those who are VIP, who have the VIP experience, if you have purchased the all access pass, um, you either did that during the conference or you might've purchased, um, between then and now, then you also are invited to the VIP daily live events. And those are really, really fun. We're going to have an hour of connections and conversation. So that's at one o'clock my time. So three o'clock Eastern. Every afternoon, it's a very casual come as you are. We're just going to talk through whatever you want to talk through. I'll have an icebreaker question for some connections and then I can answer questions or we can just discuss some different topics when it comes to goals, marketing, all the things. So it's going to be a really sweet hour. We will, we will record those and those replays will be inside the all access past portal, so I will be uploading them every day. So if you are a VIP, that's where you will have them. Um, if you have VIP Eden, yes, you will have lifetime access to everything. Um, all of that will go into the all access past portal. Um, and you'll have the daily live events and then the VIP daily live events as well. So, um, all right. And then also the other thing I wanted to mention is the pop-up Slack community. So many of you have already joined it. So welcome, welcome. So glad to have you there. If you haven't joined it yet, um, Rachel, pop that link into the chat is the invite link should be really easy to get in there. If you've never used Slack before, it's really easy. And the reason I like it is, um, one it's free for you. So you might see like your seven day trial end in seven days or whatever. Um, don't worry about that. You don't have to pay for anything. It's free to you. Um, but I like it because I can kind of streamline it and I can have different channels. So we have, if you'd notice, there's an, I'll actually just pop it up here so you can see it, there's an, um, introductions channel, a lot of you have introduced yourselves that one I also think would be great for collaboration. So if you're introducing yourself to each other and you find some good connections, you can do some, you know, find, do some collaboration in there. Just have it be a good like discussion board. Um, and then we have like an announcements channel and drop in coaching. I'll talk about that in a minute. So it just kind of organizes it a little bit. But the other thing I like about Slack, um, that some other forums don't have is the access to being able to record an audio or a video or a screen share. And I love that for when I'm giving feedback to somebody or just being able to coach, because sometimes I don't like to write a lot of texts. I just want to like say it. So I think that's really good. Um, one thing I like about Slack. So when you're inside of Slack, a couple little tips, um, there is direct message opportunities, but what I would say is only direct message. If it's someone like you're you've connected with already that you could collaborate with, or you want to stay connected

with no spam, no, like spamming your offers or things like that. Just be respectful of each other. Um, the announcements channel will have announcements. It'll have the link to, um, Oh, Emily, you asked if we will have breakout rooms today. We do not have breakout rooms today. So we will have breakout rooms in, um, for sure on Friday, but, uh, but we'll have all the live events here links. I'm trying to make it easy for you to get in inside here. Um, and then the drop-in coaching, here's what's really special about this week. You're going to get like extra coaching and support. So as you're working through something, if you want some feedback on something, if you have a quick question, if you're stuck on a decision or whatnot, then come into the drop drop-in coaching channel, pop your question. You can do text audio or screen share. If you do audio or screen share, just, I think it limits to five minutes already, but just limit it to that amount of time. Um, and Rich and I will be in here all week giving some insights, encouragement, support, coaching, mindset, whatever it is that you need. So that's what the drop-in coaching channel is for. If you want our eyes on anything, pop it into there. So when I said that you have different options, you can do emojis and different things like that too. If you click the three dots, um, on the Slack, you'll see a video. So you can record a clip. Um, you can turn your camera off. You can record your screen. And I think that's a really cool feature. If you want to, if you have a specific question about your website, for example, or something else I saw Diego asking about, um, something about websites on here. So, um, and then you can record an audio clip. So like I'm recording right now and it'll record just a little clip. So if you prefer audio or you can just text. So I really liked that feature. Um, the one thing I want to note is in introductions, I'll just go into here. We see everyone saying, hi, hi, tish. Hi, Alyssa. Um, good to see you guys. If you want to reply to someone to keep the threads clean, or if you're wanting to add to that specific conversation, um, if you click on the paragraph where Tish is, um, you can add an emoji. So I'm going to add a heart here. Um, you can also reply in thread. So I would say reply in thread. And what that's going to do is.

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Um, it'll keep it clean. So now when I go look at it, I'll find her thing and you can see my picture and one reply down here, that means that everything that's being talked about in this thread will stay together. If you don't do it in a thread and you do a separate post, it's really hard to tell where that post is from or who you're replying to. So just to keep it a little bit cleaner, using threads is really, really helpful. Okay. So that's all I really wanted to show you about Slack, but if you have any questions about using Slack, let me know. If you haven't gotten inside, come inside, come join us. Um, we have a great time inside there.

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All right.

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Yeah. And then there's also a goal check-in and I think, um, I, I will have a post coming out today where it's like, what goal are you working on? And we're going to, you know, we can talk, check in on your progress, your wins, all the things throughout the week.

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Okay. And so I'm just going to let this week speak for itself. I'm not going to be giving you a ton of pitches. If you were at the conference, you realize I told you about the VIP experience, the all access pass, but I didn't really rub like throw it down your throat. It's like, you have to get this right. Um, that is what we're going to be doing this week. This week is really going to be, well, it really is, um, the action driven collection. The action driven collective is my membership and it is a coaching membership, a low ticket membership. And it's really meant to help you stay engaged in your goals, take action on your goals and not to get stuck, like to get out of the stuckness, to keep that momentum, um, and what we're doing this week is essentially a month's worth of the action driven collective all in one week. So again, it's going to be a fire hose. Yes, we have live events every day. Come enjoy all of them. We do not have live events every day in the membership, but we do have live events every Tuesday. Um, but we also do at the Slack community. We do drop-in coaching. So you're going to get the experience of dropping coaching with me and rich this week, um, we do that inside the collective all the time. And so there's a lot of really great aspects of the collective. I'll talk about it a little bit more later on this week. We do a book club every quarter. We do a plan with me session. Like we're doing today, every 90 days, we do topical trainings, um, mastermind sessions, we connect, we engage, we do all the things. It's really hard to put on paper what the value of the membership is. Um, and so if throughout this week, you're like, I, I've, I've loved this week. I've loved connecting. I really trust Gabe. I like her coaching style. This is a way to continue to work with me. Um, and I thought the only way to really help that I asked my members, like, what was it that made you like join the membership? They're like, well, it was you. I, I know, like, and trust you. Like I've been on your, in your sphere for a while. And I was like, I don't know how to put that on sales page. So I decided, let's just give you the experience and you can see it for yourself. So that is what, so if you ever, if you want to know more about it, um, you can learn more, um, there's a link on the schedule page to learn more, but I'm not going to dive too deep into it right now because we have about an hour to get through our next 90 days, and this is a plan with me session. It is, um, very like workshop driven. So I'm going to give you time, some time to fill out things. You probably will not get it all done in this hour. You probably will have a good amount done and then you can finish it up afterward. That's why I want to have the replay too, so that you can get the replay. You can pause it as you go, things like that. So that is where we're headed right now. Um, the one thing that you are going to need is the workbook. You don't need it. You can just grab a notebook and pen, but we do have a workbook to go along with this. Um, I realized this one has my old, the old membership name, but it's a plan with me session workbook. Um, and so it's fillable. So if you want to grab it from the chat, uh, it should just download to your computer and then you can grab it and you can follow along.

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So why should we make this a part of our quarterly routine? I like quarterly plans. I, I like 90 day sprints or 90 day goals. Um, because what I love about it is, and we're going to talk about it. You have a really big vision, like you have your big goal, but if we don't break it up into like doable chunks, it's a lot harder to do. It's a lot harder to see how it's going to come together. So I have the 90 day, we have the 90, you have your big goal. Then we're going to think about how do we

break that down into a 90 day goal? And then we're going to create some stepping stones that go with that. So you're going to see how this all comes together here, but what you need for today's session is a positive attitude and a prayerful heart. Um, the plan with me workbook to follow along or just a notebook and pen. That's totally fine. Um, if you have any notes from last quarter's goals or any progress you made or things like that, you know, keep those next to you or keep them handy in your head, um, your calendar or anything that you plan your months with, keep that your project management system, things like that. So have any of those things handy for you. And then we will dive in before we dive in. I'm just going to, um, pray really quick for us and for our time here together today.

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Dear heavenly father, I just thank you so much for our time. I thank you so much for just caring about each and every one of us about each and our, every one of our goals and our businesses. And I just pray that you will, um, be present here with us today, that you will guide us, you'll give us wisdom. You'll give me the words to speak and that, um, as we're kind of planning these out, that we're planning them with you, that we really like are listening to the nudge, the confirmations that we see what our next right steps are as we're kind of figuring out these goals. We want to do business and goals with you. We appreciate you. We love you. And we just, I mean, it's hard to even put to words, like the fact that you love us so much more than we can even imagine what love is. And so, um, with that, I pray for our time and that I pray, I just thank you for every single person who's here. And I pray they're blessed today in Jesus name. Amen.

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All right. And just so you all know, um, like I said, I, I, I help faith-based entrepreneurs. You do not have to be faith-based to be here. That is not a requirement at all. I just don't separate my faith in business. I'm not going to like throw it down your throat or anything like that, but I just, um, that's how I lead. That's how I live. And, um, so that's, that's why I like to do this. And I think it's just like, is a separator. I mean, who, not very many conferences you pray at, you know, like that's what I want to do, that's what I want to be. Um, all right. So what steps will we walk through together? We're going to look at your big vision. Okay. Um, what is that big goal? And the big goal is probably going to be like a 12 month goal, a three year goal, a five year goal, like it's your big goal. What is it that you really want to accomplish or that you feel called to do? And then we're going to kind of reflect on last quarter. What, what happened last quarter? Did it go well? Did it not? Why not? What distractions came? All the things. And then we're going to decide on the goal for this next 90 days. What is it that you want to be really streamlined focused on?

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Now you can have a couple goals within that, right? But it's like one thing to that I have found, if you want to simplify, if you want to work your goals into your life, if you don't want to hustle being kind of one track, one track minded, being one focused, thinking about that one thing is really, really important because then we're going to do that one thing well. Right. Um, I have a shirt that says, um, do less, but better. That's been like my model for the last, I don't know how

many years, a couple years, like do less, but do those less things better, right? We can't do really well with a lot of things, but we can do really well with a couple of things. And then we're going to create that clear plan for your next quarter. So that's kind of where we're going today. So step one, I want you to consider your bigger vision. So what is that thing that you want? So here's how I teach goals. And you might have heard this, a lot of people teach similar. Um, but what I used to do is I used to have a big bodacious goal. And that's all I thought about. I lived and breathed that goal and all my decisions were based on that goal. Um, but what I found is that I only was looking at the summit. Like it was like, I mean, I love hiking, so we'll talk about hiking and running. Those are the analogies that I have, but I was looking at the summit. The summit was my big goal. And so I'm telling you, there are fake summits out there in quandary when we were, when we were hiking on Friday. I think we had like three fake summits and you're like, you get to the top of the one and you go, I made it. And then you look up and you're like, uh, there's a huge mountain to look at still, right? Um, and so when we're only focused on that end goal, we can easily get frustrated. We don't see results. We will quit. Um, you know, we also won't enjoy the process. Like part of the, it is the journey. Like I know they say fine joy in the journey. But isn't that so true? It's like the process actually matters. The process is what's growing us. The process is what's going to, um, help us to see what do I do next? Right? Like, and in the process, you can see the results. If you're focused on the smaller things, you're going to see the results as you go. And it helps motivate us and it helps us keep the momentum. So we look at that big dream and then we break it down into some smaller stepping stone goals. These might be, maybe you have like six different things that you're going to probably need to do in order to get to that goal. So for example, for a marathon, um, if I've never run 26.2 miles before, my big goal is 26.2 miles, but I need to break that up and I'm going to go backward and say, all right, now I need to run a long run of 20 miles. And then I need to run a half marathon and I need to run a 10 K and I need to run a five K. And oh, by the way, if I've never run before, I need to run my first mile. Um, but I need to work my way up to the first mile. Okay. So, so that's kind of what that looks like. And then the habits, the things that you can do, because there's only two things that we can control. We can control our attitude and we can control our actions. We can control what we do. We can't control the results. For example, we can't control what other people do. We can't control the weather. We can't control a lot of things, but we can control our actions. The other thing we can control is our attitude. So how do we respond to the challenges that come? How do we react when things don't go our way? Like we can control the attitude.

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Okay. And so in your monthly planning, if you had the monthly planning session, you'll see like kind of the breakdown and then we're going to move into this part. So what is your bigger vision? Do I have that? So write down your bigger vision. So what is that? What's your long game? What do you really want? Right? We need that clarity. That clarity matters first, and then write down some different things that might get you there. Like what are the stepping stones to do that?

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For example, let's say you're working on long long form content. That's a part of the marketing

strategy, right? And you're like, I want to start my own podcast. Okay. Well, what your big vision then is you have a successful podcast that's leading people to what you offer leading people to your business. So what do you need to do to get there?

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Well, first you probably need to plan the podcast. You need to plan the name, what it's going to be, the topics, you know, then you need to plan where you're going to host it. Like the platforms, the software, what do you need? The tech. You need to come up with different, like an actual schedule. When are you going to post it? Are you going to do seasons? Are you going to post every week, twice a week, three times a week?

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Are you going to have guests? Are you not going to have guests? If you're going to have guests, how are you going to pitch guests? How are you going to find guests? All the way to prepping your first episodes to recording your first episodes to publishing and like then having the maintenance plan of how to continue with your podcast. So kind of think about that. Um, okay.

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So I got the stepping stone goals and then circle one stepping stone goal that matters most this quarter. So for example, maybe you're coming off the conference and you're like, I really don't want to use social media anymore. I really want a strategy that's going to work for me. So those stepping stone goals could be test strategies. Like what did you learn in the conference that you want to try? Maybe you want to host your own event. Maybe you want to do some lead magnet swaps in newsletters. Maybe you want to, um, go on a podcast tour. Maybe you want to focus on long form content. Maybe you want to focus on Pinterest. Like what are the different ones that you thought sounded really cool? Write them all down. Okay. But then you're not going to do them all at once. I want you to circle the one you want to think about for this week. The one you want to start with the one you want to test first, because we are going to have a testing process.

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Um, if it works, you keep doing it until it doesn't work. If it doesn't work for a longer, like an extended period of time, then we switch it and we test again.

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All right. So,

[00:29:11:11 - 00:30:03:09]

Danielle said, is our big goal a specific thing? Like a podcast, is it too generic to say quit my full-time job? Your big goal, Danielle is quit your full-time job. That is what you want. Yep. That's a big goal. And because that's probably a 12 month strategy, a three year strategy, whatever it is, right? Like that is a big goal, but then what do we do to quit that? What's the goals that you

have? Maybe it's setting up your own program. I know, I know a little bit about Danielle because she's in the action-driven collective, but she's working on creating a membership for bookkeepers. And she also does bookkeeping and things like that, or for people who, um, want to do their bookkeeping. So, you know, part of that is, okay, setting up and launching the membership. Right. That would be a piece of getting to the full, getting away from the full-time goal and a piece of that might be a podcast or whatever your long-form content is or the pieces that are going to help you to do that. Hopefully that makes sense.

[00:30:06:08 - 00:32:26:10]

Yes, exactly. Evelyn, the goal can be as generic as you want the steps. And also one thing to think about with the goals, I would say that larger vision, it could be numbers. So maybe it's your goal is I want to make a hundred K in my business. Like I want a hundred K a year in my business. That's totally fine. Those stepping stone goals are not going to be numbers based number numbers. Again, we can't control the number. We can control our action toward the number. So when we're planning, we're going to think, and I'm going to talk about this in a little bit, we're going to think about what are the things I can do to get to that point, right? So, um, All right, cool. And rich, if I miss anything, you can just feel free to unmute and let me know. Um, hopefully I think you can unmute. You know, one thing I didn't, yeah, you are a co-host. Okay, cool. Um, all right. So this is the thing. If you finish nothing else in this 90 days, this would be a win. That's the one you circle. So in your notebook, you can say my stepping stone goal for the next 90 days is blank so you can put it right here. What is that stepping stone goal? What is the thing you want to focus on? Again, you might have a couple. So maybe for example, if you're marketing, if you're thinking about marketing, you might be saying, I want to collaborate with five people. I mean, that's numbers, but it's not because you'll, you'll be able to control that, um, cause it's just a matter of how much you do, or I want to do, I want to test lead magnet swaps in newsletters. Um, but I also want to write 10 blog posts or something like that, you know, so you could have a couple goals. You just don't want to have so many that it's overwhelming for you, um, to get it done, or you might have one, like maybe you're like, I want to actually work on my health as well. So I want to work on, um, a podcast strategy, but I also actually want to start exercising three times a week because I haven't been doing that. Um, I think that's a great business and life goal, right? Like we need to stay healthy in order to continue to do what we're doing. So you can have goals in different categories as well. So just something to think about. We just don't want to overwhelm ourselves. So the next step, um, and I know I'm kind of going a little bit faster through this, but the next step, actually, I'm just going to give you a minute. I'm going to look at the chat, see if there's any questions I need to answer. I want you to write down these things. So get into your workbook, write down these stepping stones, write down your focus for the next 90 days.

[00:32:31:02 - 00:32:37:16]

Hey Gabe, I do have a question for you, um, that I said we were trying to get to. It's kind of off topic here, but just, uh, real quick and slack.

[00:32:38:16 - 00:34:25:20]

Um, someone asked if we were okay with them offering with people offering coaching or advice inside the community. And I said that we encourage any kind of a collaboration or feedback or encouragement. So if you have anything to add to that, um, just go ahead. Yeah, absolutely. I think it's great. Um, that's one thing I love about the community aspect. I want it to be collaborative. That's why I work. Um, my membership's called the action-driven collective. We want to be a collaborative environment. And so, yes, I see Emily asked that if you do have something, a thought or a piece of advice or something like that, definitely feel free to share it. And, um, and also like if you're, for example, if you post something and you're like, I only really want Gabe or rich to answer it, you can, you can specify that. That's totally fine. Um, but I think it's not unsolicited because we're in there together. So totally fine to, um, encourage others and to support others. The other thing is if others, um, for example, I think, um, Lenora posted her website, um, for some feedback. So sometimes we're, it's great to get extra feedback. So if you want to post it, if you're like, Oh, I would love to see this on there, or especially if you're their target audience or things like that, it would be really, really helpful, um, to get some feedback from other people. So totally fine. Yeah. And I just, can I just add one thing to that? Yeah. One thing that's, that's really cool inside the collective is that there are times where someone might post a website or a lead magnet they're working on or something, but to have so many different perspectives, you know, one person looks at it, they may say, Oh, I would change the heading or the tagline. Then another person comes in and they have a different angle and they catch something else. So sometimes many eyes can actually make a much better product. So the, the collaborative effect is really beneficial. Yeah, absolutely.

[00:34:26:22 - 00:34:52:10]

I see Jessica said do less, but better. This message has been a silent nudge on my heart this past quarter. And here we are hearing it out loud again. That's confirmation, right? Like I've heard, um, sometimes people are like, how do I hear God's voice? Right? Like I asked that a lot. How do I hear God's voice? How do I let God lead? Like, I mean, I wish it were audible. Wouldn't that be great? I mean, have I, if you've heard him audibly, maybe let me know.

[00:34:53:11 - 00:35:43:14]

Honestly, that's just not most of the time how he speaks anymore. What I, what I would say is for me, how I hear it is I, even if it's challenging, even if it's not come together, even if, you know, but I have a decision and I just have a piece in my spirit about it, that's confirmation to me, but also just confirmation, you're going to see it in different ways. A friend might say something and you're like, Oh my gosh, that's confirmation. Um, you know, you might be at church and the pastors sharing a verse and you're like, wow, that's confirmation. God's talking to me in this, right? Like it's not going to be audible for the most part, but that's, that's matters. Like the confirmation matters. And sometimes sitting on it until you have a couple of confirmations, then you know, okay, I'm hearing, yeah, I'm going to, I'm going to try, I'm going to forge forward and see how it works.

[00:35:45:00 - 00:35:50:15]

Maggie said, I'm you've, you have heard it on, oh, that's awesome. A bit hard headed. So I

don't know if that was a good thing.

[00:35:51:17 - 00:36:35:23]

Love it. Okay. So hopefully that all makes sense. If you have any questions about the actual planning of the goal or the vision of the goal, let me know. Yeah. It's gentle Holy Spirit nudges Amy. Exactly. So now we're going to reflect on the past quarter. So this is something that we do in the collective all the time. So every quarter they know to bring all their things. You didn't probably know as much today to do that, but I want you to think about this and you have a spot in your workbook for it, um, where you can type. But what is, what was your main objective? Uh, last quarter. So think like, what January, February, March, April. You know, what was your main objective in relation to this bigger goal that you just put down?

[00:36:37:02 - 00:36:38:19]

What was it?

[00:36:47:15 - 00:37:24:05]

Emily said starting from scratch is 3k a month by September too ambitious. Um, no, I would say not too ambitious. It also does depend. So if you have that goal, your offerings might matter. Right? Like if you're selling a \$5 digital product and you want to make 3,000 a month by September, um, you need a lot of people for that, right? If you're offering coaching, that's more premium. You need less people for that. So kind of think about that as well. Um, if you have a goal, like a number goal, uh, then you got to think about how do I plan that out so that I can actually hit that revenue and it's realistic. Right.

[00:37:26:14 - 00:37:28:21]

Okay. Did I learn anything new about myself this quarter?

[00:37:29:24 - 00:37:46:05]

And if you did, I want you to pop it into chat. So what was your main objective? Did you learn something new about yourself? Um, I always learned something new about myself and sometimes it's a good thing. And sometimes a bad thing, but it's all a good thing because we can learn from us ourselves. Right. So what did you learn?

[00:37:47:06 - 00:37:54:08]

Grammy said I was unfocused. That was not my objective, but it was my action. Did I learn anything? I'm still me. That's what I learned. I love it.

[00:37:55:10 - 00:38:01:22]

Emily is launching her new sub stack. That's what she wants. Awesome. Love it. Okay. Cool.

[00:38:06:00 - 00:38:46:14]

Kathy learned that I can no longer operate as super woman and must take time for me. Oh my gosh, Kathy. I took me years to learn that I'm still in the process of learning that. Um, Danielle

said, maybe not new, but reminded who I am most passionate about serving who I love it. I love it. So Maggie said, I take on too much letting go of something. Ooh, we're gonna do it. Letting go of something. Ooh, we're going to talk about that too. So you're in the right place. Um, what is one when you had this quarter? I think it's important for us to see that because that is our results, right? A win. And it might not be numerical, but what was it? Maybe you learned some new tech that you didn't think you could learn, right? What did you, what was a win?

[00:38:47:19 - 00:38:50:11]

Maggie said, I published my blog. Finally. That's a huge win.

[00:38:52:24 - 00:38:56:20]

Alexis learned. I don't have to constantly produce to enjoy the fruits of my labor. Yes.

[00:38:58:04 - 00:39:01:06]

Grammy said, I did get a couple of workbooks published. Really big win.

[00:39:02:09 - 00:39:06:09]

Diego said connecting with you and your friends. Yes. I've loved connecting with you. Diego is so fun.

[00:39:08:07 - 00:39:12:12]

Evelyn created her website. That was an interesting experience, but definitely a win. Absolutely.

[00:39:13:14 - 00:39:30:14]

Being published. April's book is being released on Thursday. Awesome. You'll have to pop that into the Slack community so we can cheer you on. So, um, and then the last question, what distractions came? Actually, this might not be the last question. What distractions came and how did I handle them? What's a distraction?

[00:39:31:16 - 00:41:00:02]

Well, a distraction can be anything that takes you away from your goal. Um, that sidetracks you. We'll talk squirrel brain, right? Squirrel. If you're not like that. I remember one time my son and I, my oldest, he was driving with, see, I think he was driving and all of a sudden we literally saw a squirrel and he's like squirrel. And it was just really funny. We cracked up because both of us have kind of squirrel brains sometimes. Um, but what distractions came? For me, I had quite a few distractions the last, this last quarter. One of them is not a bad distraction. I'm caregiving for my dad, but it's in a different state. So I'm traveling back and forth, which has been really, really hard. So that can be a distraction, right? Like it does derail you a little bit. Um, but it doesn't mean that it's a bad one. Like I think life and family are first. Like if you think about your alignment for me, my alignment is my faith, my family, and then my work. And a lot, a lot of times I'm not in alignment, but when I'm not in alignment, it's so much harder, right? So we give grace to ourselves. And the reason we're looking at these distractions is because we're thinking about how can we be, how can we build our plan to have flexibility for when something

happens, when a distraction comes that is out of our control that we need to take care of. Right. Um, or when a distraction comes, what triggers, what, what are those triggers that we're seeing and how do we continue? Like maybe your distraction is your phone. Maybe your distraction is social media. Maybe that's why you want to get off of it. Right? Like, so we're thinking about that.

[00:41:03:22 - 00:41:05:10]

Then let's see. Okay.

[00:41:08:20 - 00:41:24:13]

So in here, turn reflection into data. This is what you're going to do on this page, but essentially underline or star, anything that shows a pattern, not something that's one off, but something that maybe shows a pattern, something that you notice about yourself or you've noticed in the past.

[00:41:25:19 - 00:41:40:20]

And then I want you to write something. I want you to write one thing I'm taking into next quarter based on this reflection is what are you taking? Maybe it's something you learned. Maybe it's a win, whatever it is. What are you taking into next quarter? And then what are you leaving behind for next quarter?

[00:41:43:03 - 00:42:01:23]

Maybe you're going to give up something. Right. Maybe I think Maggie was the one that said she over commits or has too much. Maybe you're going to leave something behind. What is, what is not serving you or your family or others? Well, like what is not being fruitful? Are you just going to leave it behind and focus on what is fruitful? Maybe.

[00:42:04:12 - 00:42:14:21]

Ailin's Aileen is it Aileen? Aileen. I might be saying it wrong. Um, I got three new clients. That's awesome through CPA referrals. Amazing.

[00:42:17:07 - 00:42:36:20]

Taking with me celebrating small wins. April said taking rest with me leaving behind hustle mentality. Alexis. Yes. And leaving behind hustle mentality doesn't mean not working hard. Okay. But there's a difference between working hard and hustling hustle leads to burn out working hard, we can work hard with flexibility, right?

[00:42:38:09 - 00:42:44:06]

Lots of wins. Super cool. All right. So I'm going to give you a minute, write those things down. And then we're going to talk about third quarter.

[00:42:45:10 - 00:42:47:18]

It is third quarter, right? Yep. June, July, August.

[00:42:49:07 - 00:42:54:20]

Third quarter, June, July, August. Can you believe we're almost into third quarter of summer? Who's excited of summer?

[00:43:00:16 - 00:43:09:01]

Kathy said work life balance. Maggie said leave behind the paralyzing fear. Amy said, I'm learning to be more okay on camera. I love it. As you're working on your YouTube channel.

[00:43:11:24 - 00:43:17:19]

Yeah. July, August, September. I guess cool. Yeah. Cause I do. Oh, usually I do my planning the end of June. That's why.

[00:43:19:05 - 00:43:23:18]

For July, August, September. Yeah. But we're doing it a little bit early, which is totally fine.

[00:43:28:18 - 00:43:59:15]

Judy asks, will there be access to the replay? Yes. And it's okay that you're late. We're happy that you're here. The replay, if you have the schedule page, then there's a button on there to get to the replay page and the replays will be available all week this week. So you can come back in, review it and all the things. So definitely, definitely. All right. So let's decide on your goal for next quarter. I hope you guys are having a lot of fun. If you're with me, maybe put just a thumbs up emoji in the chat. So I know that I'm not going too far going, speeding to through too much, but.

[00:44:01:09 - 00:44:33:14]

Okay. So what I want you to do is, and we're going to do kind of the same thing. We just did, we reflected on the past quarter. Now I want you to think about the next quarter, the next few months. I guess I don't even need to say quarter next 90 days. What is my main objective for next quarter in relation to my goal? What is your main objective? What did you circle? That might be the thing you circled in the beginning. So you were writing out your stepping stone girls goals and you circled one. Maybe that's what it is. Let's see. Yeah, that's where you should have this.

[00:44:36:04 - 00:44:56:21]

And then also, is there anything I can improve on next quarter? So maybe that has to do with like a distraction. Okay. What I'm going to do, my phone distracts me. So I'm going to put it on airplane mode while I'm in work mode, or I'm going to leave it downstairs or, um, you know, I'm going to take social media off my phone, whatever it is. What is it that you can improve on next quarter?

[00:44:58:22 - 00:45:28:07]

And also, are there any adjustments I need to make based on my last quarter or my capacity and season? So, you know, this next night, 90 days you're going into summer. Um, you might

have kids at home. If you have kids, they're coming home from school. So they're going to be home. So that might be an adjustment you need to make. Maybe you need to adjust your work times. Um, maybe your capacity is more. Maybe you have more time. Maybe you have less time. Maybe you're traveling a lot vacations, things like that. What season are you in? What capacity do you have?

[00:45:31:08 - 00:45:56:08]

Emily said to improve consistency and being more intentional with my time. I love it. Intentional matters so much. We, I always say you can work your business in the amount of time you have. If you work in that amount of time, right? But we get distracted. We, um, you know, get shiny options to syndrome. We all of a sudden go, Oh, I want to add this to, you know, I want to do this now. I want to do this. And then you start doing multiples of things and you never get anything done.

[00:46:03:19 - 00:46:58:16]

Awesome. And this is something we can work through in Slack as well, or in, um, the different sessions is your capacity and your season, the distractions. It sounds like a lot of people are getting distracted or just trying to figure out the intention, what is the most purposeful thing I can do? What is the best thing I can do with my time? We can definitely work through that. And then what questions do I have about the steps I'm on? Because if you're doing something for the first time, you probably don't know exactly how to do it, right? So what are the things that you need to know in order to actually continue forward with your objective? And this is the part I'm going to just stop for a second here. I, as an entrepreneur, as a visionary, all the things we can learn so much. Like we had the conference with so much information, right? Like you can continue to learn and you can feel like you're being productive because you're learning.

[00:46:59:24 - 00:47:38:01]

But if you don't ever take what you learn and do something with it, but do it with intention, then all you're doing is learning. You are, we are, we are faking ourselves out that we're growing our business. Right? So when I ask this question, the reason I asked this question is because I want you to think about what do you need to know? And then yes, go learn that. That's what you want to learn. So when you see in your inbox, I know we are flooded in our inboxes, right? Webinar here, workshop there, masterclass here, get this guide, do all the things. If it doesn't align with the questions that you have with the goal that you have, just say no for now.

[00:47:39:01 - 00:48:08:08]

We get FOMO a lot of the time, right? Because it's like, well, what if it doesn't, what if when I'm on that step, I don't have access to it anymore. When you're on that step, there's going to be another learning. You can, you can always find what you need to learn. So when you're in your learning mode, yes, have that time, but focus on what are those questions I need answered? What do I need to be learning right now? So we don't need to learn more. We need to actually implement more. And then we test.

[00:48:09:09 - 00:48:35:24]

Learning comes from trial. Learning comes from being in the fire, right? Red Hot Mindset is all about stepping into the fire of refinement. We can't be refined. We can't actually hit our goal if we're not in the fire. If we're not willing to get in there, take the action, do it scared, do the thing. Right. So we need to get in there to be refined for God to like pivot us to the next step for us to be able to know what to do. So what questions do you have?

[00:48:41:23 - 00:48:44:21]

Leslie said, I am ready to start doing what I have learned. Yes. Yes. Yes.

[00:48:46:02 - 00:48:52:00]

Daniel said, I send a sign up for a zillion emails because I appreciate the value they offer, but then I get overwhelmed by all the information. Yep.

[00:48:53:11 - 00:49:43:10]

Chris inside. Oh, that's me learning all the things, but not doing them. Learn plus do not just learn. Yeah, exactly. So that's what we're doing. Um, I have, I have a system. Which I'm not going to get into right now, but I, I like learning from other people, but I also don't like a cluttered inbox. So I have a system for that. Um, and I do unsubscribe. It is okay to unsubscribe from people. I always say, I mean, like even me, if, if I'm not your right voice, if you don't, if you're not getting value from me, don't keep me in your inbox. It's totally okay. I won't be offended. I want you to learn from whoever you need to learn from, right? I might refer you to someone you need to learn from. If I can't help you, that's totally fine. That's what kingdom building is all about. That's what connection and collaboration is all about. But, um, so I have a few people and I sometimes like switch them so I can get to know other people too. So anyway,

[00:49:45:08 - 00:49:53:17]

Oh, thanks Amy. I'm so glad that you're keeping me in your inbox. All right. So we're thinking about next quarter. And then the next thing we need to do is a capacity check.

[00:49:54:23 - 00:50:06:16]

So, um, here's the capacity check. It's a new workbook, but on a scale of one to 10, how full is your life outside of business this next 90 days?

[00:50:08:01 - 00:50:21:01]

So is it, let's say if it one to 10, so one you have all the time in the world, 10, I don't know how I'm going to get my business stuff in. Okay. Put in the chat what your number is.

[00:50:23:05 - 00:52:27:23]

Kristen said she's a 10. Leslie's a four. Yeah. Pop your numbers in negative 11, three, seven, eight. Okay. Perfect. So if you are a one to a three, then you can plan to stretch. You can plan to do more. You have the capacity to do that. If you're a four to a six, then just plan steady. Know that probably what you've been doing, you can continue to do. You might need to take

something off. Who knows? But you can plan to be steady. You don't have to be lighter or heavier, but then if you're set, if you're in the seven to 10 or plus I see 11s, um, you got to plan lighter. We got to think about how can you fit this in? Maybe it's I'm only able to work a half hour a day on my business. I'm only able to do one thing a day on my business. Guess what? That's still okay because you're still moving forward. Now, also with this capacity check, if you are planning lighter, we got to shift your expectations a little bit, right? If you're stretching, your expectations can meet that. If you're planning lighter, your expectations need to meet that. Okay. A lot of times we have high expectations of ourselves. We think that we can do way more than we can in a certain amount of time. Um, and we want everything done by tomorrow, right? Like we want to hit our goals yesterday or tomorrow at least, but it's really important for us to also shift those expectations. So for example, I had client work. I was working with a client. I was a success coach and, um, did a lot of other things in there. And I worked 25 to 30 hours in that business. So I didn't have 30 more hours to give in my business. So my capacity check was I had to plan lighter in my own business. Cause I was doing this other thing. This is still part of my business, but it wasn't growing my coaching side, right? So I needed to plan lighter, but then I needed to shift my expectations. I had to be okay with my business growing a little bit slower than what I really wanted, um, because I didn't have that time or capacity to invest in it. Exactly. So we have to think about that now.

[00:52:29:20 - 00:52:46:09]

Sometimes I'm like, we got to shift our explications higher sometimes too, because sometimes we're in that, um, fear factor. We're in the imposter syndrome. I don't even know if I could do this. I don't know. Well, let's shift those expectations. Let's see what the capacity check is and put those expectations there. Hopefully that makes sense.

[00:52:50:14 - 00:52:54:00]

Thanks, Emily for that. That's very cool. I'm just looking at it really quick.

[00:52:55:21 - 00:53:15:11]

She shared this little thing idea tutorials. Oh yeah. This is idea act issue. Yep. Yep. Exactly. And this is what we're kind of doing with the planning is we're going to look at how to reflect on all those things. I love that. Maggie said imposter syndrome. Yes, exactly. Barb said we'll be stretching. Yes, Barb. Love it. And you should.

[00:53:16:24 - 00:53:24:00]

All right. So we're going to create our plan. Are you ready to create the plan? We're doing pretty good with time. So all right.

[00:53:26:16 - 00:53:58:11]

So we're going back to this, your big vision. Now you have the different stepping stones laid out or you've kind of thought about you wrote down a bunch of different ones and you circled one. So we're going to see if you can, I don't know if you can see my pointer. Hang on. Here's arrow. I don't know if you can see my, my little arrow, but my dream. And then the first arrow that goes

to goal. Number one, this is the one you circled. You might have two in your 90 day plan. You might have three, but you shouldn't have more than that. You should have one to three. And then we're going to work on this next, the habits. So these are the things we're going to do to hit that plan.

[00:54:00:06 - 00:54:14:16]

So the top three rule. If everything goes sideways, what are the three things that must happen to move your stepping stone goal forward? Those are your top priorities. What are your top three priorities for next quarter?

[00:54:15:20 - 00:54:17:09]

Write those down. Think about it.

[00:54:18:16 - 00:54:27:10]

Again, you might not know right now, but think about it. Write some ideas and you can come back to this.

[00:54:39:03 - 00:54:56:04]

Evelyn said, one of my mentors always says, get it together by going. Don't wait to plan. Just act exactly. That's what they always say. You can't park. You can't steer a parked car. You have to be in motion. And when we hit the detour, if we planned with flexibility, we probably should be able to reroute, right?

[00:54:57:22 - 00:55:02:01]

So what are your top three priorities for this next quarter, for this next 90 days?

[00:55:15:24 - 00:55:30:11]

And for those who are, oh, good. Emily said, substack newsletter list match. Love it. So you are really working on the nurturing side and the visibility side. Super good.

[00:55:32:01 - 00:55:54:23]

So then we're going to think about that plan. So keep writing if you need to. If you're already done, we're going to move to this part. Assign one weekly action per priority. I think it might be easier for me to see this. So, okay. Break it down into action. So priority number one, what was that first priority? You can write it kind of right here if you'd like to or whatnot. What is the outcome you want? Why is a priority and what are you trying to accomplish with that priority?

[00:55:56:10 - 00:56:10:10]

So for example, Emily, you said substack. What is the outcome you want with that? What are you trying to accomplish? Are you trying to build visibility? Are you trying to do SEO? Are you trying to get leads? Where are you? What are you doing with substack? So what's that priority?

[00:56:11:11 - 00:56:35:05]

And then what is that weekly action you're going to take? Maybe you're going to post once a week on substack. Maybe you're going to, I know substack you can, it's kind of like a little community in a way. You can go comment on people's stuff, right? I'm not in substack right now. I thought about it, but I was like, yeah, I'm good. Maybe, maybe I will. But like, what are the things that you could take? What's a weekly action that you could take to be consistent with substack?

[00:56:36:18 - 00:56:38:04]

And then where does this live?

[00:56:39:10 - 00:56:59:14]

So are you going to pop a time on your Google calendar for focusing on substack? Are you going to pop it into your task manager? So I use Asana for project management. Everything I do lives and breathes in Asana. Do you just want to write it in a notebook? Like, how are you going to prioritize it? Where are you going to put it? Where does it live?

[00:57:03:11 - 00:57:13:11]

Amy said, newsletter guest podcasting repurposed my YouTube content to launch my own podcast. Awesome. Love it. Get system set up. Okay, so one thing to note.

[00:57:14:12 - 00:57:42:15]

If you were on that capacity of one to three, where you have lots of time, or your capacity isn't limited, you could probably get all this stuff done. If you are anything other than that, this might be a lot in 90 days. So I would prioritize which one you're focusing on first, too. So just thinking about that or how you're going to do it. Maybe you are going to do days where I'm focused on my newsletter on Monday. I'm going to focus on pitching guest podcasts on Tuesday. You know, like, how do you want to do it? Where does this live? Hopefully that makes sense.

[00:57:48:11 - 00:57:54:23]

And then I think I have it for priority two and priority three. So you can do this for all of them. And I want you to do that. I'm going to just...

[00:57:56:07 - 00:58:09:03]

Okay, so that's where... Also, something I didn't have on there is how will you structure your time? So kind of like we were just talking about, are you going to have theme days? Are you going to block off calendar? Some people like using their Google Calendar for time blocks.

[00:58:10:15 - 00:58:14:17]

I get overwhelmed when there's too much on my Google Calendar. So I only have appointments on there and calls.

[00:58:15:22 - 00:58:47:08]

You might have like on my wall. I'm looking at my wall because I have kind of my time blocks on

there. So I have my theme days. So Mondays I write emails and Wednesdays I focus on podcasting. Thursdays I focus on admin, those little types of things. And I focus on admin because I have call days on Tuesdays and Thursdays. So all my calls, any calls I have are Tuesdays and Thursdays. So I'm always like, what can I do in between calls? I can't do a project. Like, I only have 20 minutes or I only have 30 minutes. So I can do admin tests, like those simple one off things. So that's why I planned it that way.

[00:58:48:15 - 00:59:10:24]

Amy said, I don't know where to start for starting my podcast. Yes, absolutely. Amy, if you are in Slack already or if you're not there, go in there. Go into the drop in coaching and we can start like brainstorming that. I've started a podcast. I have a podcast. I kind of know the drill of what are the different steps. So what I would say is just write down the things that you think that you need. Like write down as much as you can. Get yourself a plan.

[00:59:12:02 - 00:59:40:17]

And then we can like help kind of fill in the gaps if there are any. But the main thing I think where you will want to start, Amy, is the planning process. So finding clarity on what the podcast is, like your name, who it's for, your tagline, your description, like actually writing out some of those things, getting clear on that. You might even want to do some market research. Like you may want to talk to a few people who are in your community to find out what is it that they want? What do they need so that you can really build that podcast around that?

[00:59:43:02 - 00:59:45:03]

Perfect.

[00:59:46:11 - 01:00:49:08]

And don't get stuck. Like that's one of the things I love about community is when I started my podcast, I took like, I don't even know one or two months trying to decide what podcast platform to use. And it stalled me from starting. And then once I made the decision, I was like, wow, that really wasn't that hard. All of them are pretty much the same. So it didn't really matter which one I picked. It just kept me from starting. Right. So some of those decisions, just do them, just make them quick and do them. And that will really help too. Hedyana said, I just need to find clients, not really know how to find them. Okay. So maybe one of your, one of those goals, maybe one of your priorities is to figure out where your clients are. Like, how do I find them? And a lot of times we are, maybe you're not, but I was my client a long time ago. So I think about where was I? What did I, how did I find things? How did I search for something?

[01:00:50:12 - 01:01:07:07]

And that's one of the reasons why I don't do social media because I didn't want to find, I didn't want to be, I didn't want ads on my social media. I didn't want people selling to me. I didn't want to see people I didn't know. I just wanted to connect with my family and friends. So that wasn't a good place to find me. Right. So.

[01:01:09:00 - 01:01:12:07]

Yeah. Tatiana a little bit more like, yeah, exactly what Diego said. What do you do?

[01:01:13:19 - 01:01:14:23]

What kind of clients are you looking for?

[01:01:16:01 - 01:01:20:11]

Danielle said, I want to add 10 members to my mentorship. Not sure where to find them. Awesome.

[01:01:23:21 - 01:02:30:21]

And some of these things we can do together into in Slack too, a great place to brainstorm. The other thing too is when we do mastermind on Friday, you might be, this might be something to brainstorm. Where can I like, what are some ideas of finding this specific person? So I know for example, oh, Tatiana said starting bookkeeping business. Awesome. Danielle does bookkeeping as well, but she teaches book people how to do their bookkeeping. So if you're starting a bookkeeping business, my goodness, you can find them in all different places. But I would say, especially for service based businesses, referrals are huge. So even just the direct, I think we forget, we forget that direct connections are awesome. Like think about what network you already have, right? And who's already in your network and connecting with them specifically. Like you have a friend who owns a business, talk to her because she might need bookkeeping or she may know someone else who needs bookkeeping or your family. As long as you're getting it out there and what you do, somebody, it's kind of like the word of mouth. If you tell somebody what you do, they may be talking to a friend who's like, oh, I just need someone to help me with my bookkeeping. Oh my gosh. I have to introduce you to Tatiana. She does bookkeeping.

[01:02:32:18 - 01:02:48:17]

Chamber of commerce. I saw Diego had posted something like that. That's huge too, especially for service based businesses, networking events, networking online, things like that. You have a whole room of people here who need bookkeepers if they don't want to do their own bookkeeping. So you are in good hands.

[01:02:50:06 - 01:03:11:23]

Yep. Local networking groups. I always think, think local first, especially if you're service based and then expand into the online because you don't, Tatiana, you don't necessarily need hundreds of clients. You need 10 or less probably. So you don't have to do as much marketing once you have those clients. Bookkeeping clients are usually pretty loyal. So you'll keep them for a long run.

[01:03:13:12 - 01:03:13:17]

Okay.

[01:03:16:02 - 01:03:17:04]

So let's see.

[01:03:18:08 - 01:03:19:21]

We have those priorities.

[01:03:22:05 - 01:04:02:12]

When will I work on them? How will I protect my time? I didn't put that in there on the slides. How will I protect my time? This is where the distractions are. What are the things I'm going to do? You got little kids at home in the summer or you got kids at home? What are you going to do with that? Like, are you going to have specific work times? Are you going to say like for me when my door is closed, they know I'm recording or I'm on a call and they don't distract me. Now I have older kids who don't like me to be with me all the time. There's not usually an emergency or things like that, but I trained them from little of that and my doors open any other time they can come in and I can help them. So thinking about that, maybe you're going to work in the mornings and then you're going to do something fun in the afternoon with the kids. So how are you going to protect your time?

[01:04:03:15 - 01:04:09:22]

And then the other really important question, what does done look like at the end of 90 days?

[01:04:11:13 - 01:04:12:24]

What does that look like to you?

[01:04:14:13 - 01:04:20:10]

It's not going to be your whole goal. Your big, big, big vision is not going to be done most likely. But what does done look like?

[01:04:22:12 - 01:04:24:01]

What will you say I've succeeded?

[01:04:35:07 - 01:04:49:10]

As you're wrapping up that part, done is scary. It can be scary, can't it?

[01:04:51:10 - 01:04:53:07]

Emily said a workable marketing plan, love it.

[01:04:54:21 - 01:05:04:13]

As you're getting done, drop one priority you're committing to in the chat. Let's talk about it. Emily said done, starting to have a good rotation of coaching clients, love it.

[01:05:09:22 - 01:05:17:05]

Laureen said I can't even read fast enough to keep up. It's all good. I know I'm trying to keep up

too. Finish my book, Phyllis said. Awesome.

[01:05:19:04 - 01:05:24:20]

Finishing my papers for my degree, April. Danielle creating weekly emails versus biweekly.

[01:05:26:02 - 01:05:45:19]

That's great. That's such a good stepping stone too. Because you've been doing biweekly, now you're going to create the habit to do it a little bit more often. That's not something huge and it's like incremental, a small incremental step. And that's what I always think about too with these stepping stones. It's got to be small and incremental, doable to create the habit and then you can build on that.

[01:05:53:05 - 01:05:56:15]

Yes, it's hard to turn off business thoughts at the end of the day. It is.

[01:05:59:03 - 01:06:00:07]

We can talk about that.

[01:06:01:22 - 01:06:02:08]

Marketing steadily.

[01:06:04:21 - 01:06:14:09]

Corey said, implement a lead magnet, Rachel said, creating five to 10 blog posts from Jaclyn. Duplicateable system, Cindy. Yes, awesome. Okay, so you got some good priorities here.

[01:06:15:22 - 01:06:35:14]

What's one thing? So let's think about this week. You have this week with us. We're going to get it done. What is the thing that you want to get done? What is the thing that you can do this week to set your plan in motion? Put that in the chat. What is the one thing that you can start? What are you going to do this week? What are we going to work on?

[01:06:38:00 - 01:06:46:22]

Because if you're starting a podcast, what can you do this week? What is the next step? What is the thing you need to do? If you're working on collaborating, what is the thing you need to do this week to get that in motion?

[01:06:49:22 - 01:07:10:09]

Newsletter. Yes or yes. Yep. Diego. Refine the client journey, Rachel said. Blog posts to attract Bible theater clients. MC. Awesome. Get my postcards mailed out. Okay, Maggie. I love that. Postcards. You guys, we can think old school. I mean, we can think about that stuff, right? Like what worked before? What could work in the community? Depending on what you're doing.

[01:07:12:10 - 01:07:33:03]

Launch my mini course. Which Cynthia said, make my first video, Leslie, separate the time in my schedule. Jacqueline said, if all you did this week was really create the plan and get ready and like take one step, but have it really dialed in and focused so that you know exactly what you're doing. That's huge. I think that that is huge.

[01:07:36:10 - 01:07:38:11]

Victoria says there is so much. I am overwhelmed.

[01:07:39:15 - 01:08:03:11]

Yes, there is so much. So if you're feeling the overwhelm, then we're thinking too big. Now we need to break it up even smaller. If you're thinking that overwhelm, what's something smaller that you can focus on? Because it's going once you get that smaller thing done. Now you can focus on the next thing. I have that like I have in my planning. I love paper. So I have a paper planner. If you can see it, it's my weekly, but it's like all my calls and things like that.

[01:08:04:14 - 01:08:38:08]

And so I love planning it for the week, but then I have to look at it a day in the time because if I look at the whole week, it overwhelms me. Oh my gosh, how many calls do I have on Tuesday or you know those things? But if I look at it a day at a time, I'm like, I can do this today. This is not too much for today. But when you look at the full week, you get, I get anxiety like, Oh, this is too much for today, but it's not too much for the week. It's just, I'm looking at the full thing instead of looking at the one thing. So if we can break it down to look at that one small thing, do that small thing and then do the next thing. It gets a little bit less overwhelming.

[01:08:42:06 - 01:08:44:12]

Holy cow. So much going on in the chat. Love it.

[01:08:45:15 - 01:09:03:06]

Okay. And then is there anything that you need to finish up before putting this plan into place? Do you have anything that needs to be wrapped up still? Um, loose ends, button up, whatever it is. Like, is there anything that you need to do? Admin, whatever. Get yourself dialed in.

[01:09:06:07 - 01:09:08:19]

Just think about that. Is there anything that you need to finish up?

[01:09:14:20 - 01:09:23:17]

April said setting up my do not disturb workplace. I love it. Yeah. That's the other thing is like, maybe you're setting yourself up for no distractions or a way to work well. Right.

[01:09:26:01 - 01:09:38:05]

Evelyn said, polish the lead magnet. Yep. So what do you need to finish up before you can put this plan into place? And that might be what you're working on this week. So you're going to work really craft the plan, finish up the things you need to so that it's go time.

[01:09:39:14 - 01:09:48:23]

I want you to do some of it today or this week. Like as we do, I want you to implement so that if you get stuck, if you get scared, if anything happens, we can work through that with you.

[01:09:51:01 - 01:09:52:14]

Well, lots of stuff going on.

[01:09:54:08 - 01:10:04:00]

Okay. So here are some like, we'll call them marching orders from this. So I know that you have your monthly plan. So you have a lot of it in here.

[01:10:05:12 - 01:10:29:12]

Yeah. Okay. So hopefully you have a lot of it in here. If you need to, you can come back to the replay and kind of continue with it. As you're doing your plan, if you want to pop in the drop-in coaching, the big vision that you have, so you can pop in the big vision you have, and then your one to two to three stepping stone goals, and then the priority you're working on this week.

[01:10:30:21 - 01:10:38:09]

We can help you just make sure that everything seems good. It's not too much to handle, things like that. So pop that in there because we'd love to see it.

[01:10:40:20 - 01:12:20:16]

And then, oops, I recommend hosting a weekly meeting with yourself. If you don't do this already, it's really important when it comes to our goals, because it's the reflection piece of it. Like what worked well, you know how we were talking about the quarter, the past quarter and the upcoming quarter? I do this weekly. What worked well this last week when it came to my goals? What distracted me this week? What did I learn this week? What wind did I have this week? And then doing it for the next week. Okay, so now what's my main objective next week? What do I need? Do I have any questions on the step I'm on? Right? Like how am I going to prioritize this? This is really huge. Weekly meetings are huge. I love my weekly meeting with myself. It's so fun. It's only like 10 minutes long, but it helps set myself up for success. It just helps me to really see where am I at? What do I need to do? Where do I need to regroup? And then the week is much, much better. So definitely at least once a month, but I say weekly because you're really going to see and be able to hone in on what's going on and have a pulse on it. Review your goals once a month to ensure you're on track. So you definitely want to review the goals. Okay. So where am I at with it? If you have three stepping stone goals for your 90 days and you haven't finished the first one, then you might need to think about, okay, is the second one a little bit? Does it seem like it'll take less time or more time? How do I need to shift this? Right? And then again, maybe shifting the expectations higher or lower, whichever one, share your progress or challenges inside the Slack community. That's where it is for. So when you're in Slack, you can come in here. If you have a question, if you need something, go into the drop-in coaching.

[01:12:21:16 - 01:12:33:07]

The goals check-in is a great place to put like what you're working on right now. Actually, this is where I would want you to put your goal. So put your big vision. What is it that you want in the next 12 months, three years, whatever it is?

[01:12:34:08 - 01:12:43:10]

What are the three stepping stone goals or the up to three that you broke down today and which one is your main priority right now? Love it if you all put that into there.

[01:12:44:17 - 01:12:46:11]

But yeah, come on in here and let us know.

[01:12:48:03 - 01:13:17:02]

And then yeah, if you want to throughout the week, if you see. There's value. I want to keep going. I love this community. We have this community just in a different Slack group. You can join us in the action-driven collective. Again, it's for ongoing coaching and support. I call it "Coach in your pocket" because you do get that with Rich and me in that drop-in channel. So you drop anything in there throughout the week when we're in our Slack working hours, we'll come in there and answer things. So that's kind of how that looks. And then also, I just want to remind you, bring God into your goals.

[01:13:18:03 - 01:14:04:15]

Have some prayer time with him. Do some reflection time, your weekly meeting. Have that reflection time with him as well. And just like really feel like see those, see the confirmations. If you're feeling stuck, if it feels hard, that doesn't mean that you're not supposed to do it. It doesn't mean, "Hey, I got to pivot because it's not working." Sometimes we got to push through. Sometimes we got to figure out what the hard is and push through. Okay. So there's time when you push and there's time when you pivot. And if you bring God into your goals, you're going to start seeing what that is. For me, the push on social media was non-existent. It was crickets. It was... But I also felt like weird getting off of it. But it's like being obedient to what we're feeling called to is the most important thing.

[01:14:05:16 - 01:14:06:14]

So that's what we want.

[01:14:08:03 - 01:14:26:03]

We go from challenge to challenge. Business isn't always easy. Business can be fun. It's not always easy. There's going to be challenges. And a lot of the challenges come from when we're doing something for the first time and we don't know exactly how to do it or how it's going to go when we're testing things, when we're trying to figure out how to put it all together.

[01:14:27:03 - 01:14:55:18]

But what we're doing this week is we're putting our hand on the pump. Okay. So think about an old, old well. You have to pump for the water. You pump and pump and pump and pump and it takes forever for the water to start coming. But eventually it does. So we're getting into motion. We're doing the work. We're making the plan. We're pumping the water. When the water starts flowing, the thing that you don't want to do is take your hand off the pump.

[01:14:56:22 - 01:15:19:00]

Because when you take your hand off the pump, the water stops. And guess what we have to do? We have to start again. Start over. So we don't want to take the hand off the pump, but there are times where we'll be like, okay, the pump is not working very well. It's only trickling. So let's, let's like do it over here. Right? Like we'll pivot. I don't know if that's really great analogy for it, but you know what I mean? Like the momentum matters. When we get into momentum, we want to stay in momentum.

[01:15:22:10 - 01:15:30:20]

Okay. So I think that is the main thing that I have. Okay. So Amy, oh, Jacqueline, thanks for sending that link. That's awesome.

[01:15:32:10 - 01:15:36:18]

Okay. So if you want to get into the Slack community, we have the link into it. Let me know.

[01:15:38:10 - 01:15:51:15]

All right. We're on Q&A time. So good job. Good job. We got through that faster than I thought we would. I knew it. This one would probably take closer to 90 minutes. The daily calls will be 60 to 90 minutes, just depending roughly.

[01:15:52:16 - 01:16:04:09]

Usually they're about an hour long, but I like to give a little bit more if we need it in that time. So I just want you to think about what steps you're working on, what challenges are you working through are able to break up your goal into small chunks.

[01:16:09:00 - 01:16:47:21]

Yeah. Emily said the challenge is also that we're building a new identity as business owners. And that's never easy. It requires new behaviors, habits, thought process. That's hard. So let's give ourselves some grace and some love. Yes, it is. It is hard. And the thing I'm going to encourage you in is as long as you're being true to you and your uniqueness, like you're being true to who God called you to be. Like don't try to be fake. Don't try to do it like everyone else. Do it. Be okay with doing it differently. Be okay with trying different things. Think outside of the box. What could work for you? And that's how it's going to grow. It's going to grow when we're willing to do that. Right.

[01:16:50:05 - 01:17:35:09]

All right. Rich, is there anything that I missed that might have been a good question? Oh, Diego

said is a website that is a website necessary or a profile with LinkedIn enough? Yeah. I mean, it just depends on what you want, like what you're looking for. Right. So for example, if you're a service based business who doesn't need a lot of clients, you're not selling like a ton of digital products or courses or things like that. A LinkedIn profile might definitely be enough for a landing page somewhere that you can put them. Essentially you want somewhere to send people that's professional, that shows like who you are, what you do, how to work with you, that kind of a thing. And LinkedIn could be that for you, Diego. And that would be totally fine. Some people, the strategy is to use SEO to get found in search.

[01:17:36:10 - 01:18:01:17]

Like if you are selling products, whether physical or digital or whatnot, you probably do want a web base. You want a website to show off those products and whatnot. But I would say start simple too. Like you can always add a website if you want to later on. So what if you can't get linking?

[01:18:04:09 - 01:18:07:19]

I don't know. Are you having a hard time with links that are in the chat?

[01:18:10:22 - 01:18:14:00]

Yes, Steph, with LinkedIn, people who aren't on LinkedIn can't see it.

[01:18:15:05 - 01:18:42:15]

So for that reason, having some type of just landing page to people to is worth it too. So it just depends. Like if your people all hang out on LinkedIn or they can see the profile, then that's totally fine. I always recommend having some type of landing page, but you don't need a full website either. Like you don't need it fully optimized and all the things you just need somewhere to send people that looks professional, that says how they can work with you, what their next steps are.

[01:18:44:05 - 01:18:46:20]

So if you don't have something like that, I do recommend it.

[01:18:49:22 - 01:18:56:09]

Yes, exactly. If you're business to customer, so not business to business, then LinkedIn wouldn't be the place and you would want to website.

[01:18:58:12 - 01:19:03:04]

All right. I think, Rich, do I, is there anything I missed? Are there any questions?

[01:19:04:05 - 01:20:40:19]

Yeah, Emily asked how long they have access to the Slack community. Oh, good. Oh, great question. I did not answer that. So for the pop up Slack community that we have for implementation week, it's going to be open through the end of May. So we'll have this week, but

then we'll also have next week just to kind of wrap things up and get to stay connected and things like that. So you have about two weeks inside of there. If you want to continue, then I highly recommend coming and hanging out with us in the action driven collective. Then that Slack channel looks very similar to the one that's here in implementation week and you'll get the ongoing support and encouragement. Now, just to if you haven't linked to the button or anything like that, it is a, I would say it's a very coaching driven membership. So you get a lot of support and questions and answers or questions answered and things like that, but also a collective. So collaborative community, it's faith, faith, it can be faith based. We do a book club together once a quarter. This time we're reading, what are we reading? We're reading emotionally spiritual, I emotionally healthy spirituality. I have a really hard time saying that title, but it's been really good. We read stolen focus last quarter. So that was really good. Just like the technology and everything that we have our hands on and how our focus is so limited because of it. So that's what that is. And it starts at \$25 a month. So if you do the annual, it's \$25 a month up to \$49 a month. So like I said, it's pretty, pretty low cost for getting, having a coach in your pocket if you need it.

[01:20:43:02 - 01:21:05:15]

Okay. So a lot of coaching is for other coaches. Is this coaching also for products driven businesses? MC, depending on what kind of product business you have. Yes. So essentially I do what I do is a lot of goal planning and business strategy. So I'm focused on like the strategy side of it. So what's working for you? What's not helping with the mindset, having some breakthroughs, brainstorming together,

[01:21:06:24 - 01:21:22:16]

action driven. So I'm not a coach who's just going to ask you a bunch of questions. I'm be like, I might say, have you tried this before? Or what do you think about this and like helping you kind of come up with the next step? That's the kind of coaching I do. So that can work with product driven businesses, coaching driven businesses, service based businesses.

[01:21:26:04 - 01:21:29:12]

And I think that was it. Any other questions that you saw, Rich?

[01:21:33:06 - 01:24:01:04]

No, I think you covered pretty much everything. Cindy, I did send you a DM for the link for the VIP portal. If you don't get that, go ahead and send us an email at info at red, red, hot mindset.com. And I'll put that in the chat as well. And Gabe, if you don't mind, this might be a good time to kind of just go over what everyone can expect tomorrow on tomorrow's calls and how they may look look different than today. I love it. OK, for those who have the VIP experience, if you got the all access pass, we're going to meet up again. So the whole point was hopefully now you can go kind of work on your goal plan. You can you can troubleshoot, come up with some different things in the connections and conversations call that's happening in a few hours at 1 p.m. Mountain Time, 3 p.m. Eastern Time, 8 p.m. BST time. We're just going to get together. I'm going to have an icebreaker. We're going to talk so we could talk out those goals.

Like if you had a question, if you're like, this is what I have, is this too much? How do I make it smaller? How do I make it bigger? Here's my capacity. We just talk about those things. It's just very casual. We will we will record it so that those who aren't there can watch the replay. So you can expect that that's every day. That's what we're doing every day. So it could be on our theme or we might just have a good discussion about collaboration or we might have a good discussion about whatever. So I just let it flow. That's that's my style. I love that. I try. I find that I don't like curated things. I like to just be me and like to coach that way. And then tomorrow we have same time, same place. The topical training is the simplified systems lab. So what we're going to do is you're going to go onto the you're going to see my back end. I'm going to walk you through it. We're going to workshop together how to take your plan that you just created and to create a goals and promotions calendar, essentially, for yourself or project management project system for yourself. I'm going to show you the Google Drive, like how to organize your systems, how to organize your tasks and your work blocks and things like that so that you do know what you're doing at any given time. There isn't a different link. Oh, for coach Cynthia. Are you asking for the VIP or for the regular? So for the regular events that are happening at 9 a.m. My time every day, it's the same link that you got in here today. So I try to make that really easy. And then the VIP does have a different link and that you should have gotten an email. If you don't didn't see the email today, email us at info at right behind set.com or just message us in Slack.

[01:24:02:12 - 01:24:16:03]

But you'll also get an email reminder a half hour before that has the link. So that is a different link. It will be the same one every day, but it's different from this one in particular. And coach Cynthia, I just sent you a DM with that link and that information.

[01:24:17:16 - 01:24:53:09]

Victoria, if you want to get the VIP still, do you want to reach pop it into the chat? I'm not like promoting it anymore because I don't know. We're starting, but I'd love to have you there. If you want to come with the VIP with the All Access Pass, you'll get the grow your biz without social virtual event. You'll get that conference and all the speaker bonuses and everything that went along with that. And then you'll also get the live events, the VIP live events this week. So that's what you get with that package. It's worth a lot. It's going to be super fun. We're going to have a great time so you can upgrade it. Rich, put that in the chat.

[01:24:55:03 - 01:26:16:15]

Oh, yeah. And then save the chat. Yes, exactly. So you're going to be connecting with a lot of people here throughout the week. And my one goal, too, is that you get to connect with others who are complimentary to you so you can collaborate with each other. Learn from each other. And so if you want to save the chat, I will save the chat as well. So with the replay, I'll have the chat in there in case you want to look back at anything that was said. And then I will have a transcript. The transcript usually doesn't come right away because my nice, wonderful husband is the one that gets the transcript for me. So I had to wait till he gets home and then I will add that into there, too. So that will be available for you as well. So with that, we I think I'll let you go. I don't want to keep babbling, but I'm just going to I'm just going to say I'm so thrilled that you all

are here. I'm super excited to work with you this week. And the drop in channel is for you. So don't think like no question is like. OK, so there are off-limit questions. It needs to be specific enough that we can answer it and it can't be too long. Like make it as as short as possible so that we can like work through it with you. The things that I'm really good at coaching is goal planning, business strategy, marketing, especially without social visibility, systems, organization, all of that type of stuff. So I definitely am like the visionary.

[01:26:17:20 - 01:27:11:17]

I can help you with the visionary, but I can also help you with the implementation. Rich is really great with a lot of those things, too, and the customer experience and all of that. So just so you know, if you ask me a specific tech question, I'm probably going to send you somewhere else. So because that's just not my expertise and I'm not going to I'm not going to pretend I know everything. If I don't know something or if Rich doesn't know something, we will help you find a place to get the answer. But we're not going to pretend to know the answer and just like talk out of our butt. OK, so just so you know, I just I want you to know that you can trust us to give you the answer or to lead you to someone who knows the answer. So with that, I think that is all I have. I hope you have a wonderful rest of your day for you. Those of you who are VIP and have the VIP experience, we will see you back here in a few hours. And otherwise, we will see you inside of Slack and we will see you tomorrow for the topical training. Have a great rest of your day and we will see you soon. Bye for now.