

## Niching For Hippies Week 2 Soil Story Wounds

Hey everybody, welcome to the call. We'll start in just a couple of minutes as people are dialing in. Yeah, if you could keep your eyes on the page, some people seem to be having challenges. Keep your eyes on that and we can support each other in getting on. I'm just going to post a little note that might help people find their way in.

Alright. Well, I think we're going to get started. Debbie seems to be having troubles, so if anybody has any ideas for that.

Alright, so welcome everybody to week two. We're going to start. First of all, if anyone is not a part of the Facebook group, I'm going to open up the Facebook group just for a minute or two, so if you haven't joined it yet. I think almost everybody's joined it at this point. I know there are a few people who aren't, so I'm going to open the group for just a couple of minutes. If you are not in the group, this is your moment to go to it. You should have a link in your email. I'm going to open it, so don't post anything incredibly personal for the next minute or so. I'm going to open it just so that people can join. So if you're not in the group, this is your time. That's that.

Also, if you don't have a buddy, this is a great time to post on the Facebook wall, just to let people know that you don't have a buddy, and to ask for support in that. So if you don't have a buddy, this is a great moment to post on the wall, just let people know that you'd like a buddy, if you don't have one. In particular, I'm thinking of – let me pull up the list here – so, Irene, Kristen, Lessia, Lola, Pexlar, Yolanda, Teresa and Marie – as far as I know don't have buddies. If you do have a buddy and I've just named you, write a note on the wall, just to let us know. And if you don't, post a little note or a comment so people can find you and buddy up with you. And Helena, Helena doesn't have a buddy. Oh excellent. Helena's an awesome buddy. So, act fast. She's a great, great buddy. Anyone else? Hopefully you all either have a buddy at home, or you'll find one. I just wanted to do a call-out for that. Yolanda says she does have a buddy. Wonderful! Alright, well, we'll update that page.

Excellent. We'll get into the content right away. And Pexlar has one that's external? Great. Wonderful. Okay, so just to be clear, as far as I know, Irene, Kristen, Lessia, Lola, Teresa and Marie do not have buddies. So, if you...Kristen doesn't need a buddy. Wonderful. You guys are the best. Great. Okay, so I'm going to close up the group. So if you haven't joined the Facebook group, you have about thirty seconds to join. I'm going to close it for the rest of the call. Okay, I'm going to close this group out and we will get started. Alright, we are all top secret again.

First of all, welcome back to week two. It's hard to believe it's only week two given how much work you've all done. It's been incredible to see all the big circles up. Not just the number of big circles, but the quality of them. It's been brilliant. I've been loving the titles you've been coming up with. And so appreciating all the titles you've been giving to each other's work. Some of you have just been going over and above in terms of your comments and the amount of participation you've been doing on that. Thank you so much, because it makes the whole course so much better when everyone is really participating fully. So thank you, thank you, thank you. I'll be commenting more on the big circles in the coming days. I thought I was going to get to it last night, but I was working on the materials for

you for this week. I got really excited and I had a bunch of ideas. So I didn't end up getting to it. But I will be getting to it. So, brilliant.

What do I want to say? I may be pushing a little hard as far as clarity on the big circles, but I know if I do it when I'm a hard ass, it's because I love you. I think our honesty with each other is really important here. The big circle is the one that's most okay if it's a little fuzzy, because really it's just a starting place. Whenever we notice that there's something that's fuzzy, that's a good thing to ask clarity for, because that might actually help the person reconsider something that they hadn't considered before.

So before we get into this week, I just wanted to see if there are any – I'm going to post this so you can comment on the wall. I'm just going to post it up. My question is, are there any success stories that you want to share? Things that are happening as a result of this program? Are there any wins? Any “Aha's”? Any realizations? Let's just take a couple minutes. I'd love for people to share. What's been happening for you over the last week as a result of doing this introspection on who your ideal client is, your big circle? If there's anything that's kind of been happening around that. In the real world as a result of that, or if you just have some realizations that you'd like to share. Because these things you share might be really useful for other people in the group. So I'd love to take a couple minutes and you can just post under that comment. It should be at the top of the page in the group. Any success stories that you want to share, things that are happening, any wins, any “Aha's,” any realizations. Let's just take a minute or two for people to post.

Alright, Amber was saying, “For the first time in four years, I feel like I'm progressing into something.” That's great. Skylar says, “I feel like I have a lot more work to do before we're done.” Jacqueline says, “Really owning myself and my gift share. Really feeling the love from everyone. Great encouragement. Thank you all.” Yeah, I've been loving how encouraging you've all been with each other. You've all been amazing. The work you've been coming up with has been really genuine and clear. Some of you, I feel, are almost just ready to have your niche. Hopefully, we'll help refine it and get it even clearer for you by the end, but some of you are doing just really, really well. I'm loving the way that you're appreciating and encouraging each other.

Nicole said, “Switching from women and depression as a niche to highly sensitive women has been a surprise to me. But I also feel myself moving closer to my authentic niche with this change in direction.” That's so great! Tracy said, “Finding the phrase, 'Secretly Fierce Women' has really helped me to tap into where these women are.” That's so great. I've been really loving the big circle titles that some of you have been coming up with. I've been noticing that some of you are changing them. You come up with one and you change it to another and another. Noticing that with each iteration, with each change it feels a little more true, a little more exciting, a little clearer. So that's really wonderful.

Mike says, “It's been interesting being a student again after twenty years of being a teacher. It's amazing how I fall back into wanting the right answer, despite coaching students for years to explore possibilities and wonder openly.” For sure. Joy says, “This has been a great energy surge for my work. Clarity is great. Loving the support.” Debbie says, “Sensing cascades of circles bubbling up. Learning a lot from the vulnerability.” Yes! This week we'll be going a lot more into that vulnerability

and sharing ourselves. Samah said, “I feel that I have a community supporting me toward...” Oh, so many posts! “...toward supporting me in living my dreams for the first time.” That's wonderful.

Kelly, “Definitely feel that this process is launching me toward more clarity.” Cladd...ah, wonderful! This is so great, everybody! Oh, this is so great! Marilyn said, “This has been incredibly challenging for me, but I have actually seen it appearing in my work this week. I have several new clients and they fit my description.” That's really great. Joy is re-working her website and this is very helpful. Yes! That's something I want to highlight for all of you. This stuff we're coming up with, it's going to show up everywhere. But certainly your website. That can be a key place – your home page, your bio, are really going to need to be speaking to those people.

Ann is saying that her buddy, Catherine, is perfect for her. That is so great. Francis says, “This course is bringing more clarity than all the courses I've taken so far. Great group and support.” Yeah! The way you all support each other, it's no wonder. Ah! Pexlar said, “My vocabulary has changed when talking to new people. It immediately sparked something in one of them and she said, 'It sounds like that is a fit for me.’” Yes, exactly! This is the whole thing in marketing: When we have the agenda to sell people, we have the thing we believe in and we just want to sell people, they feel that. But when we're really clear about who we want to work with and just share that, it gives people that choice to say, “Well, that's a fit for me,” or not. Perfect!

Richard was saying, “Getting clear about why I want to do the work I do, why I found that hard to do in the past, why I have resistance. Just enjoying the idea that I can create a practice that I would love to do. Still not sure about who I want to work with yet.” That's totally fine. I think this week, Richard, may be really useful in terms of clarifying that. Something that authentically feels right.

Ah! Petro was saying, “Talking about Amber and realizing that I have all the vision and techniques to start making a difference. All that's left is the strategy. Which we're getting into form.” Yes! Yay! So many of us do. We're so much more prepared than we actually thought we were. A lot of us say, “I need to learn more. Take another course. Get another certification.” But a lot of times, we already have enough to get started at least.

Chelsea said, “Getting further, enquiring into my big circle gets me closer to my wounds, which scares me and makes me want to throw up a little. But in a good way, like I know I'm getting closer to where I need to go.” Good, good, good. I'm happy that this course makes you want to throw up. (Laughs)

Megan is saying, “I'm thinking so much more deeply about this than I thought was possible around the theme of niching. I realize that I was playing it safe at first. Reading the whole piece on wounds brought me so much deeper than...and that is what initiated my change in title.” That's so great. By the way, I've totally re-done the whole wounds thing. I've added a bunch, so if you've already read it, I've just posted it. I'll be emailing it to you. You might want to read it again. I've also divided it into an exercises book and a theory book. But I've added just a ton to it, so it may be great with some other added resources too, for you.

This is great! Ilio said, the clients he sees are a bit of a self-mirror. Yes! That's a perfect segue into

this week. Excellent!

You guys are all the best! Thanks for sharing that. It's good to hear some progress overall. And I hope the buddy check-ins are going well. I hope you've done them. If you haven't made any time with your buddy, do it, because probably the most important thing you're going to get from this comes from that real time working through the exercises, getting real feedback from somebody. And I want to remind everyone – and we'll talk about it at the end again – when you talk about your ideal client and the qualities you most want to see in them, the qualities that bring out the best in you, just remember those are qualities that we want to be bringing into our own life. In an even more full way than we may have been doing. This is where the self-work comes in and the systems come in. Really make sure that you're showing up at your very best and you're bringing it. That's going to attract those same clients. So I want to encourage you again to be prioritizing that self-care and support that you need to be bringing yourself most fully.

I was just in Calgary this week and actually I had a really interesting experience. I was doing an event called the Hotbox – of course, I'm a hippie, I call it the Hotbox. It was a day where we had four entrepreneurs, who are all just bad-ass, amazing, some of my favorite clients in Calgary. Each person got one hour of the group's time. Typically I do it with five, but we had four this day. They each get one hour of the group's time where we listen for half an hour, and then reflections shared. The thing that really stuck out to me was that a lot of these people felt like they were failing or they were not doing enough – inadequate in some way. The real reality was they just needed more support. It wasn't that they were stupid. It wasn't that they were lazy. It's just that they did need support. So if there are things that you're not doing in your business that are going to help you show up fully, that will help you show up in the best way possible, you're not stupid. You're not lazy. It's just that, clearly, you need more support. Because if you didn't need that support, you'd be doing it already. Maybe you need two buddies. A buddy at home and a buddy in this group. Maybe you need some other people. Maybe you need a therapist or a counselor. Maybe you need...who knows? Maybe you need to get a group of people together to work on your business. Really think about what support you need for your business, for this niching course, but also just for your life in general. I really noted that last Thursday, the difference between the orientation of life, “I'm not good enough. I'm not smart enough. I'm lazy, I'm stupid,” versus, “Clearly I need some more support.” And then being responsible to get that.

Okay, so here's another question. I'm going to post it and I'd love to get your comments and feedback on it. The question is, “Let's say on a scale of one to ten, how inspired do you feel by the big circle you've come up with so far?” Like if eighty percent to a hundred percent of your clients were these kind of people, how would it feel? So I'll repeat the question and then post it, “On a scale of one to ten,” please comment under the post that I just put up, “On a scale of one to ten, how inspired do you feel by the big circle you've come up with? That's if eighty to a hundred percent of your clients were these type of people, how would it feel?” Just give me a number from one to ten. So like, “Oh my God, I'd be so inspired. That would be perfect!” One is, “Really not that inspired. I don't know.” I'm just curious where you are, when you think of the big circle. You look at it and you think, “Wow, if the vast majority of my clients were this type of people, how inspired would I feel?” I'm just curious to get a sense. Ten. Eleven. Three. Great! Thank you, Yvonne, for the honesty. Seven. Great, thank you, everybody.

So as those are going up, here's the thing I'm going to invite you to be reflecting on: If that's a ten or eleven or fifteen or whatever, that's great. It sounds like you're really on track. If it's less than a ten, my intention for you is that you find something that's a ten for you. I think this week may help for a number of you. Sort of help to hone in to that one thing that's really meaningful and fulfilling for you. In fact, the next two weeks, we're really going to be spending on this, because it's so the foundation for this. We're going to take the next two weeks on this process of just digging deeper.

The whole outcome, the intention of this is that it is something that is so inspiring to you. So that when you think about these people you almost want to cry. You're just like, "Oh, I just want to help these people. I love these people so much." These are the people that you can't wait to see, that you can't wait to work with. You're so inspired that working with them really inspires you. You're inspired to come up with new ideas, new offerings, et cetera. If you don't have that yet, that's totally great. It's great to be honest about it. Because moving ahead with something that is a three, five, seven and investing your resources into it is going to cause a lot of suffering lately – or down the road, rather.

So keep sitting with it. If you're at a ten, I'm going to invite you to give extra support to the people who aren't there. Ask really good questions, share reflections, share how things are aligning for you, share what you notice. It can be a real help. Sometimes we just ask one question that has people consider something. "Do you mean this, or more like this?" That can help a lot.

Also notice if the reason it's not at a ten has to do with being scared or being afraid of that kind of commitment. Or whatever the fear is. Notice that that fear might be a doorway into helping you see what your niche is. But maybe the people you work with are experiencing the same kind of fear. So that's the goal. By the way, you getting to attend, that is not necessarily just your responsibility. That's all of us. We're all here to help each other. Nobody left behind. We're going to press the goals to a ten. Perfect.

By the way, if you're writing out your big circle, I'd put out a format and I put out a format, because I wanted to make sure that certain key things were in it. If you find that format too constraining, by all means, do it your own way. But I just would make sure that you have all the key elements there. Again, the only goal is write out the big circle. However you do it. I gave it a format that I felt made the most sense, but feel free to go your own way with it. In the beginning, I push people to stick with it, just because I feel it's important to have a place to start. At this point, feel free to be a little more free-form, now that you have the basic structure and content. The only goal of this is that your ideal client would read it and you go, "Oh my God! You're the ideal person to have as my client. I wish all my clients were like you." If you were to show them this write-up they would go, "Oh my God. That is so me! You've totally described me. That's exactly who I am." That's what you want. You want them to be like, "Oh my God. That's me." So however you write it, you can be creative. Just make sure you have the key elements there.

Again, for some groups, demographics will be really important. For some groups, it just won't be. At the end of the day, it's just important that they identify. Also, I just want everyone to remember, we're not trying to figure out your niche for your whole life at this point. There's this whole "dating your

niche versus marrying your niche” metaphor at this point. We're still just dating. We're still just figuring it out. Especially when we get those little circles. I'm just bringing some lightness back into it, that we don't need to figure it out for all time.

Thanks everybody for your posts and your honesty of where you're at. Here's another question. The question is, let's go into that before we go into this week's content. Are there any questions that have come up this week that you'd like some feedback on? I've posted that at the top and you can write comments below and we'll take some time to explore that. I just want to make sure that everyone feels caught up and everyone feels on board. So we'll just give it a minute or two.

No questions? I was so clear. I had this on mute while we were waiting.

Skylar says, “What would be the best way to ask you to look through what we've done?” I will be doing that. So consider it asked. Sorry if I haven't gotten back to all of you, but I will be looking through all of your big circles, because they're so good! I was just skimming through some of them last night, but I couldn't dive into them, because I was working on the workbook. But they're so great, people.

Any other questions? Let's give it another thirty seconds.

Okay, so Chelsea was asking, “I felt like the big circle was too specific. Not sure if I'm being general enough.” You may find so. Again, the big circle is something that is going to be true for every single client you work with, ideally. Like, “I would love all of my clients to have this.” You might find that your big circle is actually more like a little circle. You can refine and chunk down, but you can also chunk back up. You may realize, “Okay, my big circle is more of a little circle and there's another little circle, but what they both have in common is this.” You may find that, or sometimes what people find is that they may end up with a big circle and a little circle, but the little circle is so fulfilling they just kind of forget all the other little circles and that becomes everything. I think you'll find out over time, Chelsea, with the program, how to work that out for you. Picture mainly about the pain and craving of the ideal client, but also a general description including the strengths and the power of who they are. That's a great question. I would say that too. That's funny, that's nothing I've really added into it, but I think that's a great thing to add. I'm actually going to paste that. Thanks for the good idea. Also, I would sort of include that in the things that you love about your client. That type of stuff.

Again, the only point about the write up of your big circle is so they would read it and say, “Oh that's me.” So if writing about their strengths and their power is important, then I would definitely write that.

Debbie says, “Is there any value to working backwards? I know my little circles and I can maybe find commonality.” That is genius. Yes, absolutely. If you know a lot of the little circles. “I want to work with this group and this group and this group.” Well, what do they all have in common? What are the threads that unite all of them? That can be a great way to start figuring out the big circle. You're a genius!

Yvonne said, “When I re-write, should I post my new version of the big circle?” Yes. One thing that

I'm going to ask, because you may notice there are now so many files in there, one of the things that I'm going to ask is that you only have one version of your thing up at a time. So if you have any old versions, if you could go and delete those and copy all the comments that you need, that are useful. But delete them. If you uploaded something there's a document that needs to be downloaded and later uploaded as a sort of thing that people can read right there, if you can delete the downloaded one. Let's make sure we clear up all those files, because every week there's going to be new homework and you can imagine how... I wish there were folders in this thing. My one critique of this Facebook group situation. So please, keep uploading. Let's make sure we only have one version up at a time. So if you're uploading version three, after you're done uploading, make sure and delete version two.

Debbie, "What about multiple big circles?" I would say, by definition, only one big circle. Because the big circle is like, true for every client. The only exception I'd say is if you have a separate business that's so different, then it might be a totally different big circle, with some little circles in it. If that makes sense. Sometimes if you have two businesses, things are just too different. You just can't..it's a stretch to find commonality. Just keep to one big circle for this. In fact for all businesses, I really invite you to just pick one. Because sometimes the niches are just too different.

Joy was saying, "I feel so much like what feels true one day can change by the next day." Yeah. That's called, "Truing our niche." We'll be excited about something one day and the next we're not. This is where it can take time where we keep reflecting on it, setting with it. Sometimes we just have to keep distilling it until we find the real flavor of it coming through. So what's the best way to give feedback to other people? I guess just go to their circles and post the feedback directly there under it as you've been doing. I'm not sure if that's your question. I think that's it. Any other questions? I'll check.

Teresa is saying, "As a spiritual director, I want to work with people who are part of a religious community. Also those who are disgusted and not attending any community event. I have struggled to get them into one big circle. Are these really my little circles? They may be. You may be finding that. So the big circle may need to be what is it that connects them both?"

How do you know if you're on the right track? By how inspired you are? I'd say that's a big thing. There are a number of the criteria that I went over in my webinars, especially in my last one, like who you know for a fact is your ideal client and they should be like, "Yeah, that's me." Number two, you should be able to know where to find them, or they should be able to give you ideas. Three, you should be inspired. "Oh, I'm so excited to work with these people." There should be some love and some caring of these people and you should know that there are enough of them to help sustain you. Those are probably the big things.

Joy, "Is it possible to group-copy comments from posts?" You could like, post it into one comment. What I would recommend is incorporate the comment and post a new version to keep it as clean as possible.

Okay, so thank you everybody so much. What's next? Something I'd like to invite that's already come up a little bit is, in terms of the big circle, do you have any thoughts of things that we could add to the big circle that would help clarify it? Any additional things? Let me post this. So yes, the post is, "I'd

also love your thoughts on what we could add to or change about the big circle process.” I ask partly for my own reflection so I can learn to make it better, but also I think it may help other people. There may be something that I have missed that you noticed. Like, if I added this to the big circle, or if I changed this in the process, or added this to talk about, it would really seem to bring it alive. So if there's anything that you'd like to add that might actually be something that would free somebody else. Because I might just be seeing what I'm seeing and you might have actually noticed something that I've really missed in this process. So if you have any thoughts about what we can change or add to this process, that is very welcome and it might just be the thing that unlocks the door for somebody. So let's just take a minute for that.

Any thoughts on that, on how we can make this process better? (Laughs) Yeah, I didn't mute everybody, I just muted myself, while people are thinking.

Joy was saying, “I'd like to know more about how to translate my clients' issues to what they see on Island B.” We'll be getting into that more when we talk about the little circles. That will be a big part of it, is articulating what Island A and Island B is for them in very specific ways.

Paula said – this is great, thanks for bringing this up - “In the part about naming their issue, I had a hard time because I'm not focusing on chakras, Maslow's hierarchy or any other wound illness kind of thing.” Are you off base? No. I put all of those as sort of options of things. For some people, this sounds like, “Ah!” The thing about true chakra is it suddenly made sense to me. Or Maslow's thing, it suddenly made sense to me. No, so it definitely does not need to be that. You may be very low on base, we'll see when we look at your work.

Skyler was saying, “I really got a lot of value looking at everybody else's posts. Not sure I would have gotten to where I'm at without that.” Some of those, just seeing other people is really helpful.

Yes, there is a lot of content. You definitely don't have to read it all. But it's there for you if you need it. If you want to delve deeper, or if you're struggling with something, or you feel stuck. That's why I put all that content there. But you definitely don't have to read it all. When it starts to feel overwhelming, to me the more important thing is to take your time and sit with it. This is why I'm doing this over six weeks and not one weekend. I think you get the sense of how hard this would be to do over one weekend.

Mm, great. Skylar was saying, “I wouldn't mind a priority list on your content.” In terms of priorities, here is the general sense. Every time we do homework, there's going to be an exercise. So that's priority one. Priority number two is I would say within that, there's going to be more exercises. There's initial, simple exercise. Then there's going to be deeper exercises. So priority number two would be digging into those deeper exercises. Priority number three, there's a bunch of theory. If you really want a lot of theory, that would be priority one for you. But definitely the main thing is just to do the exercise. And I think those additional exercises, the deeper ones, and the theory can sometimes really help a lot.

Maria was saying, “I think adding what we do would help our clients and would help clarify things.” It

can and it can also be a distraction. Sometimes you just need to put it in, because sometimes that helps to give people a picture of what you do. At this point, our real goal is just to understand who the person is. Because sometimes the Island A and Island B and the boats kind of thing, sometimes what happens is, people get so into describing their boat, and that ends up being their distraction. People don't necessarily see themselves in a boat. They're going to see it in the description of who they are. So I'm intentionally steering us away from the boat. Even though that does become important later, right now we're just looking at, "Who is this person on Island A and what do they want on Island B?"

Okay, you guys are great. So let's move on. Hold on a second. I think I'm going to change our free conference system for the next one, because you guys are having so many troubles with it. So yeah, I think I'm going to change this.

Alex said, "I found this really helpful so far, but I agree with Paula. My suggestion would be to change the wording around that we're not always dealing with the client's problem. In my case, I don't think my clients have a problem they're trying to overcome. I'm helping to enhance an experience." Yes, this is a funny thing with the Island A and Island B thing. Sometimes people are going to be more comfortable with Island B. The results that they want, what they're craving, their enhancement of something. Sometimes what's more real for them is their problem. It's really important for you to know which one is more important for your big circle, which one gets more emphasis, because sometimes they're in the middle of pain and they can't see what they're craving. It's not as tangible for them. With other people it's something they're craving and the problem isn't real. And I would still notice what the problem is. Because there is still some dissatisfaction. Something isn't working. If you can notice and articulate how that feels, it's really helpful.

Cool. Thank you everybody. I think we're up to speed. Now there's a visualization that I'd like to lead you all through.

Ha! Sorry about that. I hit Mute and then I didn't hit Unmute and I started this visualization. (Laughs) That's so funny. I was talking for like fifteen minutes. Okay, so here we are. So I would venture to do a little visualization, because I think we're all caught up to speed. Apologies for that.

So I'm going to invite everyone to get comfortable, relax. You may want to have a pen and paper handy. We're going to do a little visualization which I think might help us take another step in terms of clarity with the big circle and lift up some new ideas and all that. So, take some deep breaths in and out. Deep breaths in and out. I want you to imagine that you're sitting in a cafe. One of your favorite kinds of cafes. The kind that you could spend all day in. There are a bunch of other people there, but what has happened is, you are locked in the cafe. You can't get out. Because you're all locked there together, you start chatting with the other people. Pretty soon everyone in the cafe is chatting with each other and it's a really lively conversation. After four hours, somebody comes and unlocks the cafe to let you out, but none of you want to leave. You all want to stay there. Because, two things: because of who's there in the room and the kind of conversations that you're having, what they're talking about. You just love these kinds of people so much that you could just keep spending all day with them. You could just have a big sleepover with them. You want to come back tomorrow and hang out with them again and have these same kinds of conversations. These are the kinds of conversations that you just

love to have. About the kinds of topics and subjects that really inspire you and fascinate you so much. I'm going to give you about two or three minutes and I want you to write about, if that were true, that you didn't want to go, who would those people have been, what kinds of people would be there and what would you have been talking about? What are the kinds of people that would have been there and what would you be talking about that you would just not want to leave at all, even though it had been four hours? So take two or three, just by yourself and just notice what comes up.

Again, what kind of people and what would you be talking about? One more minute, just get down any last thoughts.

Great. So I invite you to take whatever came up for you and see if that can be woven into the big circle. Because our ideal clients are the kind of clients that we're so excited to see. We can't wait to see them. They can't wait to see us. Hopefully maybe that's given you a little bit more grist for the mill. Hopefully it hasn't totally confused you. If it has, it's good to keep sitting with that. And see what else you can add to keep refining the big circle to bring it to a ten and make it really clear for you. So there's that.

Now we're going to start moving into the content. A little deeper than just the big circle, but looking at some of the roots of the big circle. This idea that... I want to put this out: Our ideal niche in the world is going to be a combination of at least three things. At least three things, maybe more, but these I think about a lot: our gifts, our nature and our wounds. Our gifts, our nature and our wounds. I think of it like, our wounds tend to be the things that we've struggled to overcome. That tends to define our direction of our niche. It tends to give it a pretty clear sense of what it is.

Our gifts tend to define the shape of it. For example, I might be gifted at public speaking. Somebody else might be gifted at hosting events or working more one on one with people or writing. So there are a lot of gifts that we might naturally have. And those will affect the shape of our work. Some of us are just more naturally capable of some things than other people. There are certain gifts that we're just born with. Things that we are really good at.

Then there's our nature. Some of us are introverted, extroverted. Some of us are very serious, intense people. Some of us are very jovial. I think our nature really defines the tone of our work. I have some colleagues that are very glitz and glam, some are very bad-ass, some are very spiritual, kind of woo-woo, some more political. I think we all have our own nature, too, which shows up. That will affect the tone of our work when it shows up. Which I think is very important.

So when we combine these, we get a very personalized test that's very unique. We get a work and a niche in the world that's defined by what we've overcome, the gifts we were really born with, but also just our nature, our vibe. So those three things are all really important. We're going to be really focused on this wounds piece. What we've overcome. Part of this idea, the idea of the wounded healer. I often say that our ideal niche is a younger version of us. What we've overcome has given us an immense amount of insight and credibility in a certain arena. I've found this time and again, I'll work with people for months and when they finally find out what their niche is, it's like, "Oh, people like me a few years ago. Five or ten years ago." So there's just a slight idea – and I don't know if it's true, it

just seems to show up a lot. I don't know how the universe works, but it does seem to show up a lot—where people's whole lives seem to have prepared them for a certain type of work and when they find it (snap) it's immediately clear to them. And it's a huge relief. It's a freeing feeling. There's this idea – and again, I don't know if it's true, but I want to throw it out there as a possibility. Whether it's true or not, it's very useful for this kind of introspection around niche. What if the universe, first of all, is a friendly place? That was constantly conspiring for our own awakening? What if the universe is a friendly place? There's a book written called *Pronoia*, which is the opposite of paranoia. Paranoia is the fear that everything is out to get you, whereas pronoia is the feeling that everything is out to help you. Tied to that is this notion of what if everything that ever happened in your life happened *for* you, not *to* you. What if it happened for you to help you, not to you as if you were a victim to it? Again, I don't know if that's true. I don't want to put that as a dogma or as a label, I just noticed that it could be a really useful frame to consider things. So as we go through this next little bit, I'm going to invite you to just consider what if that were true? Not to denigrate any of the pain that you've been through at all. But noticing that when we look at things through this lens, sometimes it can be a way to help us find a way that it can serve us now and also serve the community.

A lot of this comes from Joseph Campbell's work on the Hero's Journey. Joseph Campbell, for those of you who don't know, I assume most of you know, was one of the top mythological experts of our time. He codified this idea of the Hero's Journey. This is a story that seems to have crossed cultures. It's a very human story. It's the story of somebody being very comfortable at home. Their life is going on and they get a certain call to adventure which they ignore and refuse. “You must have the wrong person.” They just say no and lead a very quiet life and don't change very much. But the hero eventually does say yes, is compelled to say yes and goes on this journey which almost breaks them, probably does break them. It's a very difficult journey, tries them very hard. Takes them to places they would never have wanted to go. Because of going through that, they have to become very good at certain things, they have to learn certain things. They have to do a great deal and grow. Then they come home and have to learn how to share those gifts that they've learned with the community. Which to me is the most important and profound part of *Hero's Journey* - it's not the leaving, it's not the tribulation, it's the coming home and being able to take what we've struggled with and be able to share that with the community. It's an incredible blessing. It's also one of the reasons that I think niching can actually be so healing for people. Because in going through it, and in going through bringing it home to the community and unpacking that, we get to understand what we went through a little bit better. We get to help other people. In fact, there are six reasons I just want to go through quickly here.

So these are six reasons why I think niching around the wounds can help. Actually I think there are also some reasons why this whole idea of niching around our wounds and our own struggles we've had to overcome... That's really the real question: What have you had to overcome in your life to be where you are today? When you get this, you'll have an incredible empathy for your clients, because you'll have been through it yourself or some version of it. Which means they usually melt in your presence. They feel safe, they'll open up. They want to work with you. One of my colleagues, Rick Beruda said, “By leading with our wounds, we make ourselves vulnerable, thus able to connect with those who need to know they are not alone.” As the saying goes, “No tears in the writer, no tears in the reader.” When we've really gone through it ourselves, we're really able to connect. You'll also have a real profound level of credibility. Most people think they need more credentials and degrees in the official sense, but

usually your pain is your greatest sense of credential, the thing you've gone through. You're going to know the terrain of the problem they're experiencing really intimately, because you've had the same problem. That means you'll know how to word your sales letters, the descriptions of what you do, how to speak to people about it in a way that they'll really feel you. You'll know also not only the terrain of the problem, but the terrain of the journey, because you've made the same journey. You'll be a really excellent guide. You're going to save a ton of time on market research, because your whole life has been market research, which means you shave months or years off the growth cycle of your business. You just intuitively know what a lot of other people spend a fortune, honestly, to find out. You'll be able to see through people's bull shit, because you're probably full of it too. You were in those shoes, which means you're able to help them progress, you see where they are stuck, because you were stuck in the same ways. You were telling yourself the same stories and it's harder to fool you. Your offers are going to be better, just because you know what you would have loved to have gotten when you were starting. Which means it's a lot more money with a lot less effort. Generally people will spend tens of thousands of dollars on this kind of research, but because we've lived through it, we know it intuitively.

You'll also have a better sense of your potential partners, because you know where else you went for solutions, during your pain, so that's really helpful. And you might just find that this wound in yourself, is also a greater wound in the world and is connected to that thing that you're here to heal. So, sometimes instead of feeling like an isolated entrepreneur trying to make a buck, suddenly it's like you're a part of a larger movement to change the world. Suddenly all of the injustice that you've endured has woven you into this larger movement for justice. All this pain that you've experienced becomes this well of relief that you're able to offer...offer others. It can be really healing, because number one, you get to acknowledge how far you've come and it's probably farther than you might think.

One of the things that I was just realizing about this thing the other day is that there are people in the world who envy you and it's good to think about who those people are. Because sometimes I think we are just so close to ourselves that we're like "Man, I haven't changed at all, I'm still full of the same shit and I'm still the same pattern. But, we have grown. And there are people who would look at you and actually envy where you are and it's good to know who those people are, because that might actually be an insight into your ideal client, in that sort of younger version of you. It's healing because, in order to move forward on this, you need to have a really clear map of this journey from Island A to Island B. When you do that and you get to retrace your steps a bit, there is something so healing about understanding our past better.

You know, T.S. Eliot put it, "We shall not cease from exploration and the end of all our exploring will be to arrive where we started and know the place for the first time." You get to help people who are like you and there is something – I'm sure you found this yourself – when you get to help these younger versions of you, people who are struggling like you used to struggle, it's so healing for you, because it's like you get to heal parts of yourself. It's so liberating too. Because when people usually niche in this way, or think about it in this way, they often, instead of feeling constricted in their choice of niche, they usually feel liberated and I think the sixth reason is often suddenly we get a bigger picture. So many people, when they look back over their lives, really find it incredibly healing to see how their lives have somehow mysteriously perfectly prepared them for the work they're doing now, or that they feel called

to do.

This insight I really got from Jeffrey Van Dyk, one of my colleagues, has really been one of the most profound things for me. So, here's where I'd like to start us off: and there's going to be a lot more exercises in the homework around this. But where I'd like to start us off, is to give you about five minutes, by yourself, to just brainstorm, "What are all these things in your life..." Oh, actually, you know what? Before I even go into this, because sometimes I think that this can be helpful, is some of you probably have a very obvious connection here. You're like, "Oh my God!" As you're talking about this, and maybe as you've read about this, it's just so clear to you how your life has prepared you. So, let me type this out. So the question is, "Are there any obvious connections that you can see, between your wounds, your past struggles and your niche?" And I'll share a few that came up the last time when I asked this question in the niching program. Let me pull these up. Feel free to start typing.

So, in my last program, a fellow named Bob said, "I had a nearly fatal heart attack and currently live with heart failure, the heart is damaged and cannot pump at full capacity. As a result, I've had to change my lifestyle in numerous ways and it's not been easy. This has led me to a niche of helping people to live heart healthy lifestyles. To avoid what I went through or to live with vitality after a heart attack as I am doing now." It's so beautiful – can you imagine the credibility that he has with people that are scared of heart issues or have gone through it?

Another woman, Ousha, said, "I grew up in an abusive home, where my parents controlled us through fear. I overcame listening to the voice of my fears and now pursue my dreams. In my work today, women living according to their truth, becoming empowered and being moved from a place of love to pursue their life dream." So beautiful.

Karen said, "I have a son with several neurological issues, together we explored and implemented therapies many have never heard of. My heart is drawn toward those who are unaware of those possible paths. In addition, my own few health issues and those of friends sensitive..." um, her friends were sensitive, whose bodies required them to look at life differently.

But you see the clear connections. It's just really obvious, even before we've gone into the exercises. I just want to invite you to write up, under that comment there. Are there any obvious connections you can see between your wounds, past struggles and your niche? Just take five minutes to write that down. So again, it's when you look at your life, what it seems to have prepared you for and the work you feel most drawn to, what are the connections you see? Things you went through in the past, that have actually prepared you for the work that you're doing. Those are beautiful, everybody – keep them coming – these are really great. And again it may not be clear for you – and that's fine, if you don't have one that's obvious for you right now. But, I just invite you to stay with it, is there something that's really obvious – is there something that's like, "Oh, of course, yes, I really see this as my life has prepared me for the work I'm doing now." If there isn't anything – totally fine, but if there is something that jumps out as obvious, sharing it can really help other people in the group start to maybe see what that might be in their own life or help them inspire a connection, so your sharing is really useful for the other people.

Obviously, once you've already written it, go read the other people's because it might actually inspire something else, feel free to share multiple times, but go back and read what people have written, it's pretty beautiful.

Those are so beautiful, everybody. This is really amazing. Just about another minute or so. Alright, in about thirty seconds. Everyone, your honesty and vulnerability in this is really inspiring. Yeah, beautiful. Beautiful. It's amazing, isn't it, how this connection between our own lives and our own struggles shows up in this work that somehow we're perfectly suited to do in a way that nobody else could do it? Really wonderful.

This is... whatever you just wrote, what you're sitting with here, is at the heart of this next level, where we dig a little bit deeper into the big circle. Give it even more depth and really own this connection between us and them. Which is so important. So, here's what I'm going to invite you to do, now. And again, thank you for sharing and I invite you to read these later, because there's so much clarity here. By yourself, you don't have to do this on the page, just do this by yourself, I'll give you another five minutes and I want you to just make a list of all the things that you've had to overcome in your life, that you feel are connected to your work. So it may be more than you were able to get out here. But, if you even think of specific moments, that were very hard for you, big transitions, big moments in your life that were really significant, try and think, "What are all these things that I've had to overcome?" and make a list of those. Start brainstorming with lists, because this work with lists, is going to be the basis of the homework for this week and the next week.

So, just to get you started, let's everyone just take five minutes, just by yourselves and I want you to think about, what is it that you've had to overcome in your life? What are these big significant moments that you feel kind of proud of, when you look back..you're like, "Wow, I actually overcame that, that was really hard. I'm still standing, I'm still here, you know?" One of my friends said, "These scars are evidence that I survived, I made it through." Another friend of mine said, talking about how to turn your scars into stars and shine for other people. So, let's think about this – what are the things you've had to overcome in your life, that are relevant to your work today? Sometimes what's interesting – sometimes there are things that are very significant in your life and you had to overcome it, but it may not initially seem connected to your work, but if you really sit with it, sometimes you find that it is. So, five minutes, just really thinking about what you've had to overcome in your life. Again, even if it doesn't seem connected, sometimes you might find that it is, if you sit with it, so five minutes. About one more minute. One more minute to see what else you can come up with. Okay, and we'll begin to wrap that up. And with all of those things, that we've gone through – there are certain things that – certain ways we felt going through it – certain needs of ours that were not met – and there are certain things that we often learned about from those moments about life, about other people. Sometimes they were lessons and disempowering beliefs and lies we took on, to deal.

But we also developed usually special abilities, skills or talents through those experiences, just to cope. Coping mechanisms, that when they're – used unconsciously – to not do good things for our life. But, actually, when we consciously really got it, it could serve. For me, I really had this wound a lot of my life, which shows up in not being cool enough. You know – like I'm not very cool - so that had me really want to figure out what made people cool. So, I would copy my friends handwriting, my friend's

Mandi, which I thought was way cooler than me. My friend, Steven and I would copy their handwriting and I'd try to emulate that and figure it out. I really got good, at figuring out, if I was entering a group of people, who was the coolest person, so I could defend them, so I would be seen as cool. Unconsciously, that obviously had a lot of challenges in showing up in not being very authentic or sincere, but used consciously, it's been really useful for me in terms of doing good work in the community. I got to know, "Okay, so who are the people I need to talk to?" when I walked into a room, "Who are the people that can really help push this initiative forward?" That's a real intuitive skill for me now, that came from that kind of wounded place. So sometimes, these things – these capacities that we developed out of being wounded and struggling, consciously used, actually become a form of our art, in the world. All of these things that have happened to us, have prepared us in a certain way.

So, that's the homework that we're going to be getting into this week. I'm inviting you to just explore – what are some of those things and how might they have prepared you perfectly? And again, I'm not saying they did, but that's the exploration, "Where might they have actually prepared you really well for what's coming up next for you in your life?" Yeah, so there's that. So, that's kind of starting you off for some of the homework.

Let's do one more visualization and then I'm going to explain the homework and then what you have for the next week and then I'll also take any questions you have, after that. So, get comfortable, I'm just going to pull up this – I'll be one sec.

Alright, take some deep breaths, and this is from one of my dear colleagues in the U.K. Corrina Gordon-Barnes from YouInspireMe.co.uk. Wonderful woman. This is the exercise that she uses to help a lot of her clients figure out their niche and I think it fits really perfectly right here. So, bring yourself comfortable, wherever you're sitting or lying. Feel the ground beneath you. Feel the connection to the earth, even if there's chairs or beds or floor below you. Know that the earth is there. Solid. Healing your body, however it is today. Bringing your awareness to your breathing. Again, however it is today – no need to change your breathing or judge it, simply notice how it rises and how it falls.

Now when your thoughts come and go – and there's noise, just gently bring your awareness back to your breath. And feel yourself become calmer, feeling yourself sinking even deeper and deeper. We're now going to go on a journey of imagination. I want you to imagine that you're in heaven, or whatever your conception of that might be, and that you're an angel and that you're sitting in a circle with a number of other angels. There are angels playing here and there and everywhere, doing angel things and you're in the circle of angels, because you've chosen to be here for a specific purpose. And the purpose of this gathering of angels, is to decide, when you're on earth, who do you want to be a guardian angel for? But this is not about being a guardian angel for one person, but rather for a group of people. You have such a unique blend of talents and care and passion, that you are a perfect fit for a particular people down on earth and they need you. You have a way of working that they need, so they're calling to you. The invitation to you, in the circle of angels, is that you've become aware of that call. You realize that there is a group of people on earth for whom you are the most perfect guardian angel.

In the circle of angels, one by one, when moved to do so, one angel, then another declares their group of people out into that circle. There is no push, no effort of trying, it's simply the acknowledgment that I..yes, these are my people, this is my group. So, one angel might declare new mothers, another might declare people with chronic fatigue. One might declare, "unfulfilled lottery winners" another one might declare "busy professionals." As you witness the other angels declaring their groups, you smile. You feel no pressure. You feel totally at peace. There is no panic, no sense that you HAVE to know. You simply witness that when the time is right, you'll have a strong and peaceful knowing of who your own group is. As you look around the other angels, you also see, with delight, there is no competition. Each angel simply taking a stand for their slice of the world, for their group to take care of. You smile and your heart feels content as you notice the great safety in that. You also feel a great sense of relief that you don't have to take care of everybody. You don't have to be available to help everybody, because here are these other angels playing their roles. And not just here, this is just one circle of angels, there are many more gatherings at various points, in various places.

You notice there is no finality. These declarations feel strong, but you recognize that they could also change and that's fine. For now, there is a level of clarity that feels fresh, that feels freeing, that feels useful. So take a moment and notice if there's a particular group calling you now. A group of people you want to make sure they know they are not alone in the world. As you tune in, open to hearing a call whenever it comes, you may notice you're about to lose clarity, or you may notice there is absolutely no clarity at all. Anywhere in that range is perfect, because now that you're a part of this group of angels, whatever you need to know about this group of people, and who is calling you, will come to you over the days and weeks to come. You'll be calmly alert, open to noticing. You will remain a part of this circle, an angel committed to hearing the call. It's now becoming time to leave the fellow angels, so in some way you can acknowledge them, you might simply nod and smile at the other angels in the circle. You might notice that you're holding hands with them, and decide to give them a loving squeeze. You might bow and say, "Namaste"...whatever you choose. Know that you may return here any time you want and check into this place. These other angels would be delighted to gain clarity. Now, take in a deep breath, realizing you're back here on earth, realizing you're back in your human body, feeling the ground beneath your feet, fully present. Notice the smile that may have remained on your face. Wiggle your toes, your fingers, take a stretch and sigh. Whatever level of clarity you have, regarding the question "whose guardian angel are you?" is now with you, and will stay with you. What you need to know, will come easily to you.

So, that's a little visualization for you, from Corrina Gordon-Barnes. That angels metaphor feels appropriate for all of you. You guys are all a bunch of angels to each other and you are a part of this group now and we're all here to support each other and getting clear and hearing that call of who are these people that we want to make sure that they know they're not alone. People that we really want to help. That's the exercise that we're going to be delving into even deeper, so I want to just go over what some of the homework is.

First of all, if you don't have a buddy, I'm going to invite you to post on the Facebook wall, again. Sometimes it takes a few posts for people to see them, when there's a lot of traffic. And post, so that you can either have a buddy at home, a colleague, a friend, that's going to meet with you once a week, or somebody in this group or both! But if you want a buddy in this group, please post that, ask for it,

you want to probably tell people where you live, what time zone you're in, maybe just a little bit about you, so people can see if it's a fit.

And here's the...there are a few pieces of homework, there's one main thing. There are two different ones you can do – you can do both, if you'd like – but it'll be in the workbook – I've already put it on the wall and I'll be emailing it to you. But, one of them is to write out to your ideal client – to your niche. Sort of an empathy letter. A letter where you just let them know like, "Hey, I get it" and I've given an outline and you can totally freestyle it, but if you want you can just fill in the blank, that's pretty easy. So basically a fill-in-the-blanks letter to your target market just saying, "Hey, I know what it's like to be you. I get it, I've been there." Yeah? The other version, you can do is writing out the story of your client. So, you can make it about you and you can do a letter sort of reviewing the vulnerability of your story or if that doesn't feel comfortable for you, for whatever reason, then there's obviously reasons that may not feel comfortable, you can just write the story of your typical client. What have they gone through – and I've given a number of examples about that there. So it's either kind of a letter from you to your clients or the story of your ideal clients. That's the homework.

And I'll again post that on the wall and we'll give feedback to that. Obviously a lot of stuff from your big circle is going to probably fit into this and relate to this in some way. Which is great. Whatever you wrote about that sure, obvious connection between the wound and your work, that's obviously going to be there, so you can leave that in. So whatever you wrote in terms of your struggles, that you've had to overcome in your life, there's probably a lot of connections there. The café work, conversations you're fascinated with, there's probably some there – and the guardian angel thing. So, there's a lot of grist for the mill and by the way, if it starts to feel like there's a lot...that's life. There's just generally a lot to work through. So it may start to feel a little messy and that's okay. We call it unpacking. If you're tidying your room, and you have to unpack things, it gets a little messier before it gets tidier and that's just part of the process. But, we are spiraling steadily inwards. So it may feel like, "God, I'm on the total other side of the circle from where I started," and that's okay, because you're going to spiral back in. What you're...it just gets truer and truer and truer, until it gets right to the core of it. So, wherever you're at, you're on track.

Within the workbook, there are the examples and templates you can use for the story of your client or the letter to them. But there's also some forms you can fill out to really start through some of those wounds and start to unpack them. And I really recommend, even though you don't have to, but I so recommend you going through it, because I think you'll find you'll get connected to a lot more depth about who you're supposed to work with and what you can be bringing to them. It will really help you a lot, so I just recommend doing that. Go through at least one of those struggles you've overcome in the worksheets. There are five of them. I recommend figuring out your top five things, your top five struggles you've had to overcome in your life, and do the work on each of those. That's a lot. I'd recommend going through at least one though, on your own – or with your marketing buddy. If you can do all five, it will be useful for you.

Also, consider reaching out for support. If this starts to bring up stuff that's not totally resolved for you, this is a great invitation to start doing the work on that. So reach out for the kind of support you might need to work through that in your life. That could mean that your buddy is a therapist, could be a

healer, a dear friend of yours, et cetera.

There are also some videos and content on this theme that I've posted and I'll email it to you as well, that I recommend checking them out. They may just inspire you and give you some more context of what we're going through. Again, please, if you can go through the files in the...where you posted your big circle, and make sure there's only one version of it up, because I'll probably go through and eliminate the older versions in a few days. So I just want to make sure you have time to go through and get any comments or anything that's still there, that you want, I will be deleting those. Just to make sure we keep everything as clean as possible.

So, that's it. What I'd love to do as we wrap up and we went a little over time – is just to invite people to post – and I'll post this here – the question, “What are you taking away from this call that's useful for you?” So, if anyone wants to post, I would just love to hear from people – what are you from this call – what was most useful for you, maybe there was an insight, an “Aha,” maybe it was one of the exercises, something came clear for you, maybe it was a comment from somebody else. So I'm just going to invite you to take a few minutes to do that and I'll stick around for a few more minutes to answer any questions that you might have, to help you with the homework.

Thanks everybody. Frances, it says your question below, but I'm not seeing the question. I'd like to answer it for you. And if you have any questions, I'm posting that too, so you can comment below that.

Okay, and if there's any questions, please feel free to post those under the new post I put up, “What questions do you have?” I can help you move into the next week with ease.

And otherwise, keep your eyes open for the email, I'll be sending that to you shortly. In that email there will be a number of attachments and links to things that I think will help you, and we'll do our best to keep the file thing as clean as possible, because I know it's a little daunting and overwhelming, there's so much in there. We are breaking away out of the Facebook group, that's clear.

And as Kelly was asking, “Are we working on hubs now, or just wounds?” Just wounds. Hubs will come later, we will be talking about the little circles. It'll be one of the last things we talk about. It's hard to do hubs for the big circles, because they're usually a little broader. Though with some of you it's clear enough we could actually start figuring out hubs and where to find those people. But it's much easier when we have little circles.

“Are we going to have a chance to continually rework the big circle?” Yes, I may not be commenting on them all the time, on all the updates, but I would encourage you all to be doing that. I may need to keep focused on the work that's coming up. But yes, I would keep reworking the big circle as much as you like. When you feel like it's at a point where you really want some feedback, that's when I might post it. Take the other one down, post the new one and say “Okay everyone, I've reworked it, what do you think now?” For sure. There's going to be more work coming so things may get a little bit crowded. But again you've got the people in this group, but you also have people in your life with the big circle, I really recommend showing it to people who you think represent your big circle and getting their feedback. Getting people who aren't even in this class, who are just seeing it fresh for the first

time.

Any other questions people have? I want to make sure you're all supported for the next week. Yeah, Meghan. Yeah, totally share it with others. By the way, ways you can share it with others, you can create a note on Facebook, then you can tag people in it who you want to tag, and if you don't know how to do that then there's a teenager in your life who does, but you can create a note and you can post it and you can tag people you'd love to have feedback on, and get feedback from them. So you can get the exact same kind of feedback you're getting in this group with people in your life and that can be so useful.

You can also just email it privately to a group of friends whose feedback you want. You can print it out and just carry it with you when you're talking with somebody you can be like, "Hey can you read this and tell me what you think?" There are a lot of ways to do that.

But the more feedback you can get the better, because people are going to have opinions and ideas of what your big circles should be and you'll start to notice when people give their opinions what feels true and what doesn't, and sometimes when someone has an agenda they try to push you in a certain way. You might note the internal push back, which tells you a lot about who your big circle is actually. Because sometimes people will share something and you'll be like, "Oh my God, that's totally it." That's right. That's the thing. You know?

So the more feedbacks you can get the better. Both in terms of their feedback might feel totally off and might feel totally on point.

Any other questions? You guys are all the best. I'm loving you so much, I'm just like loving all the work you're doing in the world. It makes me feel so much better about the world knowing you're out there doing what you're doing. So hooray! Go team, go team!

Okay, I think that's all the questions. I love you all very much, and we will see you next week. And we'll see you before and between that on the walls, with your homework. I can't wait to read your homework on this round, I think you're really going to love it. I just finalized it last night and I think it's gonna be so good. You guys are the best! Okay, good bye!