



Achieve Your Goals Podcast #139 - How to Ensure 2016 Is Still YOUR Best Year (Interview with Megan Lyons)

Nick: Welcome to the Achieve Your Goals podcast with Hal Elrod. I'm your host, Nick Palkowski, and you're listening to the show that is guaranteed to help you take your life to the next level faster than you ever thought possible. In each episode, you will learn from someone who has achieved extraordinary goals that most haven't. He's the author of the number one best-selling book, *The Miracle Morning*, a hall of fame and business achiever, an international keynote speaker, ultra marathon runner, and the founder of vipsuccescoaching.com, Mr. Hal Elrod.

Hal: All right, goal achievers, welcome to the Achieve Your Goals podcast. This is your host, Hal Elrod. Today, we are starting a series. We did this last year. I'll explain what I'm referring to here. The Best Year Ever Blueprint, you're probably aware, is our annual event that we do in December. This year it's the second week in December. For all the details, you can go to bestyeareverlive.com. If you want to join this year over 400 goal achievers in San Diego in December when it's cold everywhere else but the weather is like 70 degrees. It's amazing. It's just an amazing experiential, an event, an experience like

you've never ever, ever been to before. I always tell people, too, go to the website and just scroll down and watch the little video toward the top and you'll know within three minutes if you must be there, you can't miss it or you don't want to come anywhere near us or that type of experience. You'll know quickly so bestyeareverlive.com.

The series that we're going to do that we did last year we got a lot of great feedback. It was an experiment last year. Once I got in the mode of thinking about the event ... We've got, I think, 130 spots are already taken just from last year's attendees signing up for this year. I started to get in the mode of going, "Okay, let's start promoting the event, and sharing it, and inviting people to join us." Once we got in that mode last year, I thought, "Here's an idea. Let's interview people that were at the event last year because the event is largely about becoming the person that you need to be, developing the mindset, the plan, the habit, et cetera, to achieve all of your goals in the coming year and make it the best year of your life, very much in alignment with the podcast that we're running here, The Achieve Your Goals podcast."

I thought, "What if we took some of the great success stories from last year's Best Year Ever Blueprint, people that really implemented it at a high level and had amazing results and we interview them to talk about their results, what they accomplished since last year's event? Then most importantly, what were there big lessons and takeaways that they implemented that allowed them to get such great results that they can share with you and that you can implement whether or not you go to the event? Either way you can get the value that they extracted, and that they implemented, and that they proved

works because they got great results. Last year we did this, I think we had eight of these. We got great feedback from people. They really enjoyed it, and so here we go again. Round two.

Today, is our first interview with a Best Year Ever Blueprint attendee from last year. Not only is she a Best Year Ever Blueprint attendee, but she is a member of our Quantum Leap Mastermind program. When I say Quantum Leap or our program, that is Jon Berghoff and I have at the Best Year Ever Blueprint, we have Quantum Leap Mastermind, the program, every year where new members join and that sort of thing.

Today, we are interviewing, I am interviewing Megan Lyons. I want to give you a formal intro for Megan because she's incredible. She's absolutely incredible. I'm really excited for this. Megan's got amazing ... She's just like one of those people that ... She walks into a room and she's just super ... Her big smile and she's vibrant. She has amazing energy. She makes everybody feel good. I'm feeling good that we get to talk today and that you get to listen in on the conversation so it's going to be good.

Megan Lyons, she holds degrees and certifications from Harvard University, Northwestern University, and the Institute for Integrative Nutrition, and she's a candidate for a Masters in Holistic Nutrition. You might get the idea already of where her expertise lies. Megan is the founder and owner of Lyons' Share Wellness, The Lyons' Share Wellness. She's deeply passionate about inspiring others to feel their healthiest and their happiest. She's changed her really game-changing approach to wellness

with thousands of people through personalized health coaching, health and wellness blogging, motivational and educational speaking, and she is the author of *Start Here: 7 Easy, Diet-Free Steps to Achieve Your Ultimate Health and Happiness*, which is a top 10 Amazon bestseller in nutrition.

In her free time, she lectures widely at hospitals, corporations, organizations. When she's not health coaching, you can find her running, cooking, reading, travelling, and cheering on the Dallas Mavericks and, yes, she currently lives in Dallas with her husband, Kevin, and their adorable dog, Maverick. As I said, I love Megan and it's truly my pleasure - I've gotten to know her last year - my pleasure to introduce you to Megan Lyons. Megan, welcome.

Megan: Thank you so much, Hal. I'm just thrilled to be here. You know I'm a super fan of yours and podcast as well.

Hal: It is mutual, completely mutual. Cool. Let's do this. Well, first of all, I'd love to know how did you hear about Best Year Ever Blueprint last year? How did you hear about the event at all? How did you end up there?

Megan: Like most people, it probably started through your book which then led me to the podcast. When I found the book, it was about July of 2014. I had been looking for resources to deepen my own meditation practice. I had been doing a gratitude journal for probably three years at the time, and I had been exercising for probably 12 years at the time. I had bits and pieces but I

really needed something that would tie the whole thing together and would give me a purpose behind what I was doing, what I knew [coach 00:06:25] should be doing with these personal development practices. I was recommended the book and loved it. Then started following the podcast, heard the stories actually from last year, just the equivalent of what we're doing here today.

Hal: Is that amazing? Did you ever imagined you'd be one of the stories?

Megan: I never imagined. I really didn't. I'll be honest. I went into the Best Year Ever Event really with no expectations. It was an oversight of mine that I didn't really invest much in myself in terms of conferences, and speakers, and things like this. This is my first big one. I've been saying, "All right. Take it or leave it. If it's terrible, then I never have to go one again."

Hal: There you go.

Megan: It was anything but terrible. It was so amazing. I'm really excited to talk about it today.

Hal: Awesome. Yeah, I do that a lot. I'll just invest some money in something. I'm like, "Well, if it's the worst thing ever, we'll never do it again." Worst case scenario, it's the worst thing ever.

We won't do it again. Best case scenario, we're really glad that we did. Very, very cool.

You went to the event. Let's talk about at the event. I know because we just talked before the call about what were the big three results that you got when you were there, which I'm excited for the ... The results were amazing but the lessons that you're going to share, I think are really, really cool, really profound, and really relatable and actionable for people. I'm excited to dive into those. Starting with the results. You went to the event. I know you made some commitment at the event. What were the commitments you made at the event and then how have those played out in the ... Gosh, it's only been what? Seven or eight months since the event.

Megan: Yeah, that's right. Well, I'm going to spring a surprise one on you here because as you were giving the intro and talking about the video that people can watch at bestyeareverlive.com ... Is it dot com?

Hal: Yes.

Megan: There we go. You can actually see me crying in the video reading my gratitude letter.

Hal: Awesome. Awesome.

Megan: Going from someone who had no idea what to expect from the event to someone who was completely broken down, and emotional, and happy, and sad, and reflective, and just going through this huge transformational experience led me to my first accomplishment which was really to prioritize what's important to me. I have it at the top of my affirmations now. My gratitude letter that we wrote during the event was to my husband, Kevin. He's always been amazing. He's been super supportive but I really did not prioritize him before the event and didn't give him the time, and energy, and the love that he deserves. I think that's been a huge accomplishment for me is remembering every single day that he is my number one and act in accordance to that.

Hal: Wow. You added the letter you wrote to him, that is now typed into your affirmation so that you read it everyday?

Megan: It's not the whole letter. The letter was a little bit long but it's a couple sentences from the letter and just a reminder to myself that my business is hugely important. My clients are hugely important but, at the end of the day, prioritizing myself and prioritizing my husband is the most important thing to me.

Hal: It's a beautiful realization. What I love is that it's just not a realization that you realized and then you forgot about. It's one that you made sure through affirmations was in front of you everyday, right?

Megan: Right.

Hal: It reminds me of Jon Vroman. We obviously love Jon Vroman and he's a big part of The Best Year Ever Blueprint. He taught me that, gosh, probably a year or two, a year so ago, he had a realization where somebody asked him what he did. He answered, "I'm a coach. I'm an author. I'm a speaker." Then he paused and he went, "I'm a dad and a husband." That moment he said was this really ... I think for everybody listening, I think, there's value in this lesson that Jon taught me which is he realized that the way he was prioritizing things, it was showing in his language, which is he was viewing himself as an author, speaker, coach and yet, at the end of the day, his role as a husband and father are more important than all of that, right?

Megan: Yes.

Hal: His kids weren't going to remember how many mortgage payments he made, right?

Megan: Exactly.

Hal: Whereas we so often think that, "I've got to provide. I think I'm a provider." He actually called me when he told this story. He goes, "What's your number one role in life?" I was like, "I'm a provider." He goes, "Really? Are you though? Is that what matters to your family is how many times you pay the

mortgage?" Yeah, they don't want to be out in the street but the point is it's what I think that you did and the realization you had which is when you really stop and look at what's most important in my life, it almost always is the people, right?

Megan: Absolutely.

Hal: Our own us is the first person, right? You put your oxygen mask on first. You being a health coach, right? Taking care of ourselves but so often it's these exterior ego-driven goals like making money and all these things that we prioritize as number one but, at the end of the day, if you've got news that you were dying, you wouldn't be like, "I got to make some more money," right?

Megan: That is so right. It takes breaking yourself out of that cycle of go, go, go, go, go and really stepping back and reflecting on that for a lot of us to realize it. It might seem obvious to people who have already prioritized what is meant to be prioritized. For me, it really took stepping back and looking at that. What you said about prioritizing yourself as well. I think a huge accomplishment for me over the last year is becoming less stressed, recommitting to my Miracle Morning deepening, my Miracle Morning practice and turning work off at the end of the day and allowing myself to relax, and sleep, and all of this that I preach left and right everyday as a health coach but I had not committed to doing that for myself.

Hal: Really powerful. Let's go through this. The three big results and you threw that bonus one in there.

Megan: Yes.

Hal: It's beautiful. It's like the most beautiful, valuable one is realizing that your husband is number one priority and actually living in alignment with that realization. You published your first book, *Start Here: 7 Easy, Diet-Free Steps to Achieve Your Health and Happiness*. Just real quick on that. I know that was something you had been working on. What was it about going to *The Best Year Ever Blueprint* that triggered it to finally get done?

Megan: I started working on my book in January of 2015. For a while there, from January through I think March, I set aside a couple of hours on Fridays where I worked. I did that. I don't know what happened in March but I just stopped writing. I stopped. I ended March about 75% of the way through with the book that was great content and ready to be out there. I just hit this plateau. I say with clients who stopped exercising, momentum really is a powerful thing. Once you don't have momentum, I was just stagnant.

Now, you did *The Best Month Ever Challenge* before *Best Year Ever*. I picked up writing and finished the book through that challenge. Then I went to the conference and I heard some amazing speakers. Chandler Bolt was there. I really got the opportunity to reflect on, okay, I just need to get this out there. I

need to get over my fear of no one is going to like the book or someone might judge what I say or whatever, or the time that it takes to even get it on Amazon and get it published and just do it. I did it very soon after. I published in January 14th of this year and it's been amazing ever since.

Hal: Awesome, awesome. You've gotten great feedback, great reviews, great response. Again, for anybody listening, if achieving health goals is one of your goals, Megan's book is *Start Here: 7 Easy, Diet-Free Steps to Achieve Your Health and Happiness*. It's on Amazon. Is that the best place to get it?

Megan: That is it.

Hal: All right. Next result you achieved, I really like this one. In 2015, you got a six-figure business, a hundred thousand dollars in revenue in 2015. The goal that you made at Best Year Ever was to go from a hundred thousand dollars in revenue in 2015 to hundred thousand dollars in profit, right? This year?

Megan: That's right. That's right. Yes.

Hal: Very cool.

Megan: If you had interviewed me in December, I would love to say I have achieved it. I haven't achieved it yet. It's just August but I

am definitely on track to doing that. I set up the big goal at Best Year Ever, which was the hundred thousand dollars in profit. Then coming out of it, you had us develop an action plan for specifically when we were going to do the next several things that we have determined to do. Very soon after the conference, I sat down and I broke that goal into monthly goals, and how many clients I would need, and all these kind of things. I'm an over planner sometimes. I did very explicit planning and I am definitely on track to do that.

Hal: Very cool. We're probably going to bring you on stage in December at Best Year Ever in San Diego so you better get it done.

Megan: All right. That's added pressure but a good pressure.

Hal: Positive pressure/accountability. Then last but not least, and this is really, really cool because I think this really speaks to the quality of life component which is, not only you're increasing from a 100K in revenue, 100K in profit, there was something you decreased in that process. What did you decrease?

Megan: I did. I actually see clients one day less which sounds backwards because I wanted to increase my revenue and profit. I realized that I was really running myself ragged. I was seeing clients five days a week. I was doing school one day a week. Then I was doing emails, and catching up, and all these kind of stuff the other day of the week. That really didn't leave anytime for my number one goal which was myself and my husband. I

decided to cut clients back to only four days a week. Believe it or not, no one freaked out. Everyone fits in to the new schedule. It's amazing to have time and space for both my personal life, and to plan, and feel like I'm going into the week set up for success as opposed to I'm just in this cycle of work, work, work, work, work.

In 2015, I did 972 one-on-one hours of coaching. As any coach would know, that comes with a lot of extra preparation, and followup, and marketing, and all these kind of stuff. You helped me through our coaching session as well as through The Best Year Ever Event realize that I needed to raise my rates yet again. I had done it five times before I talked to you. You encouraged me to really bump it up a lot, almost doubling my rates. That has allowed me to continue growing income side and reducing the time I'm spending doing it.

Hal: I was paying it forward. I forgot, one of my coaches, I can't remember, book I read, something encouraged me. Almost all of us aren't charging what we're worth just because of our own insecurities, or fears, or self-doubt, or whatever, limiting beliefs of what we're worth or what people could afford, or whatever it is. For me, I used to coach four calls a month with clients. For the last few years, it went down to three calls and down to two calls a month. Like you said, nobody complains, right? It's kind of like if the mechanic said, "Hey, I can fix your car in two hours or four hours. Either way, it's going to be fixed. What do you want?" Right?

Megan: Exactly.

Hal: You're like, "Just get it done in two hours so I can go home."
Right?

Megan: Mm-hmm (affirmative).

Hal: It's all about the results, not how long you spend with somebody. Really cool. All right. Let's get in the how. This is really the meat coming up here with the lessons. I know what these are because we talked about them. It's really, really powerful. You were able to increase your revenue while decreasing your amount of workdays by 20% which is really significant, right?

Megan: Yes.

Hal: One way you talked about, you almost doubled your rates, which that's a great way to do it. I know there were four really powerful lessons you shared with me that our listeners can apply to their own life to achieve their goals. Let's dive into the first one.

Megan: Sure. The first one was thinking about your life holistically whether you're an entrepreneur or not. I think a lot of people can tend to be very business-focused and let business be your whole life. At Best Year Ever, we did level 10 goals in 10

different areas of our life. They were career, of course, but then also personal growth, and health and fitness, and fun. I had never ever thought about making goals for myself for fun. I'll be honest with you. That one was the scariest.

One of my fun goals was to go on vacation and disconnect from work. I had literally never done that before. It was very scary for me to even write it down but I did it and it was amazing. It was incredible. I will do that for hopefully most vacations, almost every vacation that I take from here on out. Thinking about setting these goals for all aspects of my life, arguably the more important aspects of my life, was just really eye-opening for me. I had been really good at the business side and really good at the health side as well, but I needed to tie it all together.

Hal: Awesome. Thinking of your life and your goals holistically I think is great. Like you said, including fun, right? Why would you not set goals around fun? We don't even think about that, you know?

Megan: Exactly.

Hal: Whatever is left over, we'll have fun, you know?

Megan: Yes.

Hal: We have too much fun but it's not planned fun. It's not fun that's aligned with a goal for it. It's just watching television or being lazy. It's not even fun necessarily. It's just a form of procrastination. It's a very, very different than being intentional with your fun time.

Megan: Absolutely.

Hal: Really, really cool. All right. The second goal. The goal that you're about to share is about thinking bigger. You and I when we were talking for the call, thinking bigger, it just sounds so generic. Everyone says think bigger blah blah blah. There's two things. Number one is that I realized that we all need to really do it. Even me, I have in my affirmations, affirming, reminding me think bigger. You're capable of more than you allow yourself to even consider possible. I think for everybody listening, that is true. You are capable of more than you ever even consider possible for you. What I love that you shared and I'd love for you to share is you talked about that you've ...

Well, you can talk about how you think about thinking bigger but I would love to hear one of your idols, someone that you've looked up to and admired. Instead of separating yourself from her, you finally saw that she was evidence of what was possible for you. Talk about thinking bigger and how that played into this idol of yours.

Megan: Yeah, absolutely. I always believe that we will grow into the intentions that we set. Meaning that if I set the intention to

make \$20,000 in one year, I will grow into that. It was a big stretch at the time for me to think about a hundred thousand dollars of revenue. I need to continue. I can't be satisfied saying, "Okay. That's great. Pat myself on the back. I did it." I need to continue thinking big so that I can grow into those intentions. For me, just like you said, it was the shift of thinking of myself as I'm going to become the best I can be within my comfort zone to I'm going to really become my true potential and my full intention.

What I wrote down, I have my workbook in my hand from The Best Year Ever last year, it says, "I will think big. I can impact so many people and it is my duty to share my message. Having a far reach like Gabrielle Bernstein is not impossible." It makes me chuckle even reading it again. Gabrielle Bernstein is an incredible speaker in health, wellness, meditation, mindfulness. She impacts thousands of people every time she does a talk. I would have, in the past, looked at that and said, "Wow, she got lucky," or, "She has something that I don't have. I'm not quite that good." Now, I see myself just on the journey to get there. I started at a different time than her. Our paths are different, right? I don't have to think of myself as lesser than her. I'm on my way to becoming as great as I want to be.

Hal:

I love that. I love that. I think we all do that. We all create this separation between people that we admire like if only ... Like you said, they've been doing it longer than me, or they've got more experience, or more connections, or more money, whatever, right? They're better looking than me. Whatever. I think that's it's one of the most important ways of thinking where comparing yourself to somebody is great but not in a way we're like they're different than me but how are we alike?

They started at nowhere, right? If they can do it, that's evidence that I can, too. I love when you shared that. I love that you shared that now. What is the third lesson that you learned through your journey, Megan?

Megan: This one I stole from you. You said it many times on the podcast.

Hal: I'm sure I stole it from somebody else so go ahead.

Megan: That's okay. There are no new ideas, right? [crosstalk 00:25:54]

Hal: [crosstalk 00:25:54] That's right.

Megan: It's about becoming the person I need to be to impact others. I determined my mission and my purpose while I was at Best Year Ever to become the person I need to be to help others feel their most vibrant, energetic and healthy selves so that they can ultimately start a health ripple that will make the world healthier. Again, we're thinking big here but it starts with becoming the person I need to be. This is what we talked about before. Getting myself out of the stress hamster wheel, recognizing that's it's okay to fill my own cup so that I can throw others cups and not feeling selfish about it. I used to feel so guilty if I stopped working before 11pm or if, heaven forbid, I had dinner without my computer in front of me or something like that. I don't feel guilty about that anymore. I'll be honest,

it's still a challenge for me to recognize that I need to put that stuff away. When I do, I don't feel guilty. I know that it's just as important in that I am better at serving my clients when I do prioritize myself.

Hal: I love it. Focusing on becoming the person that you need to be and taking care of yourself. That sounds like there's two sides to that coin for you. It's both personal development, right?

Megan: Yes.

Hal: Like developing yourself into the person that you need to be in terms of your knowledge, and skills, and all that to serve your clients, but it's also just taking care of yourself like self-love, and self-care, and relaxation, rejuvenation. Is that accurate?

Megan: Absolutely.

Hal: Very cool. All right. We've got think of your life and your goals holistically. We've got think bigger and take someone that maybe you admire and just imagine if they can do it, I can do it, too. Then focus on becoming the person that you need to be to achieve your goals. Then what is your fourth lesson?

Megan: The fourth one is pause to plan. Best Year Ever is obviously intentional in the timing of the year that you all hold the event

but it is such a perfect time. December is so often for entrepreneurs and anyone else a whirlwind of, my goodness, I'm just going to get through the end of the year. I'm going to squeak by and do whatever I can not to get fired, or breakup my relationship, or something like that. Taking a couple of days out from that cycle to pause, and plan, and reflect, and grow is such a gift that I gave myself and that I hope all the listeners will give themselves, too. That pause to actually plan is so valuable. I would say 10 times as valuable and more valuable in December than it would be any other time of the year because you really are able to get your year started feeling energized, feeling focused and feeling determined.

Hal: It wasn't an accident that we put it in December, right? I think you're right. Most of us we go into the ... December ends up being usually ... It's a big month for people because they've got deadlines and quotas. It ends up usually ending ... The last week of December I call it the holiday, creating these holiday habits where you're like, "It's Christmas. It's New Year's. I'll dive into it after the first of the year and start getting serious about my goals and making it the best year ever." It's kind of like you're preparing for a marathon. The week before the marathon or leading up to the marathon, you wouldn't stay up late, and overeat, and over drink and be lazy, right?

Megan: Right.

Hal: Why do we prepare for our best year ever that way?

Megan: Absolutely.

Hal: I think that the idea is to have your best year ever, make December your best month ever. That's the focus. You're a living proof that if you implement, which not everybody does, but you did. I love that last one. Pause to plan. Megan, I like you. I think it's the commonality of entrepreneurs, right? Planning isn't actually getting us results in the moment and we want results in the moment. We just got to go, go, go, go, go. I'm going to take that one to heart. I'm going to implement it. Pausing to plan.

All right. Anything else to share with our listeners, anything else that has been really valuable for you this year, any wisdom, any lessons, any habits, any realizations, any strategies, any apps or tools, or technology, anything at all that you think would be valuable to share?

Megan: My goodness, that's such a broad question. I could probably think of a hundred. I'll say two quick ones that came up as you were asking.

Hal: Cool.

Megan: One, we just had a mastermind call with Pat Flynn. He suggested the Muse headband. Have you tried the Muse headband yet?

Hal: I have. I didn't give it enough of a chance. I sent it back.

Megan: My goodness, I love it.

Hal: Really? It's so funny. I bought it because he recommended it. Then I was like, "I don't know if I need this." I sent it back. Then when he was talking about it the other day at the call, I was like, "I should buy it again."

Megan: I hope you buy it again.

Hal: Sell me on it. Tell me.

Megan: Well, for people who like me are unsure whether they're doing meditation "right," Muse provides that feedback of, "Okay. This is improving you. You strayed a little bit." You hear these great words when you are calm, when your mind is calm and you hear crashing waves and things like that when you're too active. For me, I love data so I love seeing how I'm improving on some days. Today, I'm stressed. My brain waves weren't as calm, whatever. I just love seeing the data there and I love the reassurance that I'm doing something right. I would definitely recommend that.

Then the other thing I just posted, I can't remember if it was The Best Year Ever Facebook group or Quantum Leap Mastermind Facebook group, this morning. One of the best things I've gained over the past year is so many book recommendations. I love reading. Again, it was a gift that I didn't give myself very often even though it's in The Miracle Morning. I have recommitted to reading this year. I've read some fantastic books. I'm one of those who likes to read every single word or doesn't put it down but I'm getting a little bit better at getting the important points and then letting it go if I need to.

Hal: Beautiful. I like it. It's quality over quantity, right?

Megan: Right.

Hal: Just getting one idea from a book as opposed to trying to absorb all 300 ideas and be overwhelmed.

Megan: Absolutely. You said that, I don't know if it was at Best Year Ever or somewhere else. What I've done this year is I've created a spreadsheet where every time ... I feel like a bit of a nerd saying this. Every time I finish a book, I'll enter it into the spreadsheet and I'll say the one thing that I commit to implementing from the book. Then every time I add a new book, I have to go read the entire list back and make sure that I'm implementing everything from the previous books that I read as well. If I'm not, that sets off a trigger that I have to go

back and reread that book. Like you said, I don't have to implement everything. It's just that one big takeaway for me.

Hal: Nerd or not, if that means you're a nerd, I don't want to be whatever the opposite of a nerd is. That is a great tip. That's it. It's about what do you implement from the book, not what you learn, right? What are you implementing? How are you changing your behavior, right? That's awesome. Really, really great. I'm glad I asked you for the extra tip because you just delivered a lot of value. A, the Muse headband is now in my Amazon shopping cart so thank you. B, you reminded me that reading is ... The actionable reading, tracking what you're going to implement is awesome. Cool, Megan. You, as always, a delight. I really, really appreciate you taking the time to share Your Best Year Ever this year and most importantly the valuable lessons that you learned that our audiences had hopefully written down and is going to implement following the call today.

Megan: Wonderful I appreciate you as well, Hal. This was fun. Thank you.

Hal: I'll see you very soon. Then if you're listening to this, hopefully I'll see you in December at Best Year Ever Blueprint. You can go to bestyeareverlive.com. Scroll down to watch the video and then you'll know. You'll know. Either you want to be there or you don't. Either way, I appreciate you for listening to the Achieve Your Goals podcast. It really, really means a lot to me. I love you. Until next time, we'll talk to you next week. Everybody, take care.

