**Klyn Elsbury - Scribe.mp3**

[00:00:16] If you're somebody who is having trouble finding your way in life then you want to hear from my next guest who has an incredibly inspiring story of beating life and not giving up. Her name is Kim and Ellsbury and she has demonstrated an incredible will to persevere when she had so many reasons not to in this short conversation. We really hit it off and being able to discuss our shared experiences in growing up in the face of so much adversity. Kaylan was born resus took fibrosis and doctors didn't give her more than 14 years to live. She's now 30 and has beaten the odds time and time again. She is somebody who has pushed herself over and over from becoming a fitness fanatic. Zuba instructor a public speaker entrepreneur and business woman all was suffering from a genetic disease that requires extended stays in the hospital. She is the author of the book I Am The Untold Story of Success and it's an incredible message of grit perseverance and self acceptance. She has become an advocate for those encouraging others to go after their dreams no matter what obstacles lay in their path. She's also been featured on countless podcasts publications and even interviewed on us nightly news with Lester Holt. Caitlin is an incredible example of the phrase you are who you think you are. The mindset in which you approach your life is the only true thing that matters. And without further ado here is Miss Kaylynn Alsbury Kaylynn. Thank you for being here with me today. Hey there sir. Great to be here. I've been looking forward to this for months now.

[00:01:47] We met just a few months ago. It was at a Y E C which is if you don't know the Young Entrepreneur Council organization they had a meet up in the Utah mountains. There was a ski trip and you were a little buzzed that night. But we connected because everybody else was told was telling go out we were private but we were both buzzed but everyone telling us that we need to meet because we have such similar stories as in Jesse who is amazing to share a little bit of my story with you. And this year. What were you had and you actually came out with the book too. I read that book and it was just incredibly inspiring. I connected with so many elements in that book. I was just like wow how much time did it take for you to write this book and to get all these facts and details. I was it was a very good book I appreciate. Yeah it was that it was so good reading and yeah the great thing about why is we can just be ourselves right. So I know at least I might have had a couple whiskey diet that night. No idea how many you had but I accept full responsibilities hurray actions and yeah just tell me the entire time like you guys need to me and you need to me. And I remember just kind of pulling you aside and we went outside and it was. What was that like 15 degrees out. And we attempted to have a conversation but it was so cold.

[00:03:07] That was the last sat there about three minutes and then it was finally catch up and tie up all the Ruthanne. Yeah. And I see today like your speaker you were on. It's not Ted but what is it. It's the woman's version of TED. Yeah it's called talk that they at San Diego Orange County style of Ted ads a goal that terrae if you will but I bet I have a couple of speakers bureaus that endorsed me and Spener Asham so be on blast that I mean people actually listen that my messages resonated with that sound guy. So you grew up you know having the Cystic Fibrosis sense since you were how old. I was born at 24 hours old my Intesa exploded on the operating table and that's a sign of cystic fibrosis. So the docs just told my parents right away and spent six months in neonatal intensive care and luckily I survived that. So it's a very interesting childhood growing up with that terminal disease and the things that people tell you you can't do. Oh yeah I I can't I can relate. Not from the circumstance of disease. What we connected on though I know is you know my parents died when I was young and I had I had nobody around me and I started a business when I was 15 and and after my mom died I was partly in foster care while trying to run that business and the only thing that kept me going through all those years of loneliness depression feeling like I'm never going to be good enough for myself is that businesses. I put everything on that business and it honestly it pulled me through.

[00:04:41] It was my distraction to all my problems. And so it's it's I'm amazed now that you have your own business and now that you're an accomplished speaker and you're doing all these things and so many things that I would even just love to follow in your footsteps with. Yeah and I think the feelings obviously mutual I mean there's I think there's so many people I put a blog out a video blog out today on YouTube that there's so many people about. I mean it's a Monday. I just hate going to work like they hate Mondays they hate their lives. It's like why. And you and I were still pretty fortunate situations in life by our Mondays became our why. And I think that's possible for everybody. I really do. There is actually a story of when I was living in Los Angeles for a little bit I decided to move to L.A. because I wanted to become an actor. I always had this desire of becoming an actor and I took some acting classes and then just after a period of time I realized like this isn't really what I wanted to do. And I started to ask myself why am I doing this why am I getting myself to go out to these acting classes why am I standing in line for hours in order to have this audition that I'm probably never gonna get. And I came to realize that I wanted it for the wrong reasons. It was it was fame it was it was wanting to be rich and successful and I wanted to I wanted acceptance and actually realize. Wait this is what this is.

[00:06:03] This relates back to my childhood when I was in school I was bullied I was picked on as I started the business partly because I wanted others to accept me. And so that was a part of that initial childhood trauma I realized. And I was lucky to be able to put that behind me and say OK this is this is a false reality I'm not going to pursue that. And I was able to shut the door on that. And so many people will go through their lives where they have a job or they're doing something and they're doing it for the wrong reasons. You know they haven't found that inner why the are meaning of why am I going to wake up today and why am I going to do this. It's just another Monday shooting in their job. Yeah. And that's that's beautiful. I recently read braving the wilderness that Bernay Brown and I was flying a lot traveling and day and the big audio audible junkie. How many times he talks about and it wasn't like everybody had always told me to stop following her and I never really got it which you know I hope she's never watching this or assaulted because I have that lost respect for her. But I felt like for a lot of it was lost. But I finally came and read braving the wilderness and it was about your sense of Larwood. And it was something that I could relate to I'll say I mean I didn't quite belong in the hospitals even though I grew up in them because I was always a little healthier than all the other patients SCAF.

[00:07:19] And then I read to an adult and I don't quite belong in the real world either because I have seen men's lives get really involved in fitness became Zilber instructor and a personal trainer just to stay alive. Some of the drugs that were being made to help Sayaf are in the pipeline and into fitness was the answer for me and I'd never fit in as a Zumba instructor because I couldn't actually make it through my classes without coughing. And though I spent like most of the day like I still I feel like I don't even belong in why E.S. because everybody is a stronger entrepreneur you know and you get that self-deprecating postures and bring it back. Yeah imposters this and posture syndrome self deprecation etc. That Bernay was talking about on a first name basis with her when I read a book Humbert. She was talking about the truest way to belong just be authentic to yourself. And when you belong to yourself then you belong to the world and she she went like 200 pages on that concept and really helped me to understand that if I have that feeling like I don't belong it's that trying to belong as opposed to just being right just just accepting who you are as a person and you go through life where we have this veil that we put up in front of us. And I read an interesting shower thought on Reddit where it's said that there's there's thousands of versions of ourselves because every person that you know they know you in a certain way of that brief interaction that you had with them.

[00:08:51] So they think they know that version of you and everybody that's on Facebook they know a certain version of you but nobody really knows the real version of you except yourself. And there was a book that Benay brown eyed and I think this came from Ben from Renney Brown is there is a sticky note and I did this for a while where I put a sticky note on my shower and it read. I accept myself unconditionally right now. And the idea is that if you read that enough times you would eventually start to believe it and there's a huge period in my life where I didn't accept who it was. I was fat I was ugly. I never thought anybody would like me. And I came to realize that I can never be in a relationship and I can never have true deep meaningful relationships. If I first didn't accept myself. And it's not to say that you that you shouldn't accept every part of yourself if you're if you're really fat and you have all these problems just to like let them be and just accept that but to to start in a place of love because you have to love yourself. If if you don't love yourself then other people can't. How can you expect them to love you so you have to start with that base attitude of self acceptance. And there's also a great episode of of addiction that centers weres interviewing us psychologist and doctor gave her mate and he brought up the idea of you have this this addiction where you feel addicted to this part and you hate that part you hate why my addicted to this but you should treat it as like a stupid friend.

[00:10:15] And I just love that analogy where it's like you know it's a friend where you know sometimes he says stupid stupid shit that he don't really want to go and do but you should say be like. I still love you you know. So you should treat your parts of yourself whether said action whether it's a series of behaviors or negative thoughts you've had and treat it like a stupid friend like you still love it you appreciate it but you don't have to follow in its direction. I love that I used to say what my boyfriend taught me. But I'll take credit and you don't have to believe in the matrixes that no longer serve you. So to elaborate. Well let's just go like three years ago. I really was clinging to this fitness thing and I was craving to zoom back. I was going into being a personal trainer and I loved it to this day and love it. And I think that's part of why I'm still alive is my dedication to being fed. And when I made that transition to business and I done recruiting before I went on a three year hiatus because I was actually legally on disability because my lung function was so law when I couldn't find work and I didn't have insurance and I didn't know what I was going to do because believe it or not employers typically don't like hiring someone when they're out six months a year for hospitalizations. Not a great thing of theirs. So I was trying to get into business building my business.

[00:11:45] And along that path I couldn't find the time to dedicate like three hours a day to fitness and then start a company and then be a great girlfriend and I was caught up in like this the shuffle right. And I realize unfortunately as much as I love Zimba it just wasn't a career that I could have long term sustainable for me for what I wanted and my boyfriend goes it's OK to get rid of a matrix if it no longer serves the sand and deconstruct myself as myself as a Zuba instructor and instead can shock myself as a business woman if I wanted to really make it. There is a thought you know if your friend keeps telling you that you can't be something etc. It's okay to listen but then you don't have that matrix. If it doesn't serve you yeah I think there's this aspect of meetings that constantly question our meaning and our reason behind doing different things. And if we fail to do that we end up stuck in a job or we end up stuck being a Zumba instructor where we're like where why am I doing this again. Or does it still bring me joy. And you realize like you've been doing it for two years and you hate you. You've secretly grown to resent it. And I was learning to become a pilot and it is still it's not really a huge thing. It was it was more like a challenge. Like I always I always would play a flight simulator. When I was young and I thought I would I would fly a big plane but it's told told myself I would never fly a plane. And then I proved myself wrong.

[00:13:08] And there is this this is interesting comic that I found when I was going to a process where it said whenever you're in a Cessna and you're sitting on the runway about the takeoff and you look at this 737 it was actually pretty crazy because I would be in a Cessna and will be right next to me it would be a Southwest 737 with all these people looking at me and my little Cessna and I thought like oh man how are you. It would be so cool to be flying that thing. But then there's a funny comic of of a pilot flying a 747 looking at a Cessna and he's saying Man I wish I was I was him. And so you have this aversion to wanting to be the other person but it's when you when you start to change your passion into a job then you know a 747 it's cool to fly. But it's all automated and there's not really that connection with what you're what you're doing and so I find it interesting where we tend to want to be somewhere and when we get there we were like wow actually what we had before was actually just just as fine you know. And we're always trying to chase this this this level of happiness when we can actually we can choose to be happy just by being grateful for what we already have in our lives. Nail on the head because I actually just posted a different video about gratitude. And you know so for those of us you know those who follow Mirant that are I you'll see a lot of videos online about me in the hospital or me on a nightly trip.

[00:14:31] So basically I was I just got home from the I was down like 10 11 days you lose track and said X delivered my new medication. And I remember it just like the way the doorbell rang. This is like two days ago but I remember the doorbell rings and I walked to the door and this guy brings in all of my meds and it's not like a small box like these are ginormous boxes that stuff that he's carrying out there were on the 14th floor. And I just remember like having a moment and thinking like wow I am so lucky that I don't have to carry these boxes of my IDs anymore because when I was younger and I was on in her hospitalizations you know it was so much work and it was so taxing to have to do these little mundane things and now I mean it's out of me and my groceries are delivered. This guy just shows up magically and gives me my meds. I just have to figure out a plan together. And then I posted it on YouTube and people started reaching out liking sharing and subscribing and I'm like wow I'm just overcome with gratitude and so we can look at things and be frustrated or we can look at things and feel why me. But if we're going to look that hard for everything that's wrong it's like we could equally spend that amount of energy and look for everything that's right.

[00:15:47] MARGARET And it just really set out her way and actually in my book to make it full circle I talk about the habits of highly successful entrepreneurs and surprisingly to me a lot of them have a habit as constant gratitude and reaching out and sharing why they feel so blessed are lucky or thankful. Yeah and I know that there's a gratitude journal about that I had and used that for a little bit. There's a great TED talk on the war that says that the science of just actually writing down the three things that you're grateful for each and every day just doing it for 20 days or so it can actually be just as effective as an antidepressant. If you're depressed. And so I did that for a period and I try to mentally rehearse that you know I don't wake up and write down every day but sometimes I'll be able to look at something and just trying to appreciate it more. And I know Tim Ferrer's had this idea of the jar of awesome where he would create this jar and he would put jar awesome in anything good that ever happened he would write it on little note and put it inside the jar. And so you're teaching yourself to recognize the good things that happen in life because we're so genetically programmed to only look at the negative things and if. And that's the problem. But I'm curious sort of regressing back to this mindset that sieved and that is so very innately expressed in your book of fighting of of trying to prove everybody that you can do it of trying to prove yourself that you can do it. I'm curious where did this come from. Because certainly when you were in the hospital when you've been in the hospital you see other patients with cystic fibrosis where they feel like they can't go on or they can't do this. And I'm touche.

[00:17:20] Where did you obtain this mindset of. I'm going to do it and I'm I don't care what disability I have. I'm going to do it. Where did that come from. That might be one of the best questions I've ever been asked my entire life. So obviously my parents played a big big part in that. My dad is guy and got to picture this so my dad he is five 10 little little overweight. He's got a huge gap in his tooth. And you like the good natured a redneck from rural Iowa OK. I barely graduated high school and my mom is cute little woman she's 4 11 like 130 pounds. Like on the worst day ever. Actually pry way less the amount she's so tiny and just super bubbly. So you've got to imagine this Nexen again graduated high school no formal education after that and my dad made it from nothing to being a very very successful salesman and that was how he afforded medication as you know he just crushed it at work and he never let me have an excuse tonight. To this day I kind of hate him for it with love cause my family are pretty close. But like I remembered mom too. So I have a speech out where I tell these stories but basically there was a time I remember very clearly I was 12 13 and there at the time at the University of Iowa hospitals and clinics patients go downstairs for their daily workouts patients of the APS and there was this boy and he was like 6 7 years old something like that.

[00:18:57] And he would be on the treadmill facing me and we'd run against each other to try to compete which basically meant that we would run around and around until one of us coughs so hard that we'd whynot throwing up. And one day this little kid he looks up to me and he goes I'm going to run like you can. And it was so hard because like this younger kid wanted to grow up to be like me. And he actually died that weekend. And I remember just kind of thinking like did he ever have the time to tell his loved ones he loved them. Like what happened. This little boy's life like all he wanted to do was run. That was his goal was like 6 7 years old he wanted to run and that was it. And I never wanted to sit back and wonder like you know what's my goal and am I going to die before it happens. And who do I love and am I going to die before I show that love. And so for me that was a defining point. And as I grew up if I ever had an excuse my parents they would not let me have it. I was a cheerleader I was on dance team. My brother is kind of a rougher guy he did Iowa State Wrestling. So it's a very tough guy and he would always pick on me and like poke me and make me run around the house and you know most situations parents would be like you know Brad stop picking on your sister you're making her cough. My parents are like pick on her where she's coughing so she's getting the mucus out.

[00:20:17] And so it was just like all these little things that they did. Right. But I'd love to take credit for it but I know my parents and their tough love is what made me never feel sorry for myself and always push. Wow. That is the thing. And it's it's true like I mean there's story after story like half my life is literally spent in the hospital right. So there are stories after stories of hospital living and the lessons that come out of each one. But I think I always just kind of made me want to fight as I didn't want to be like the person who died in the room next to me. So so your meaning. What would you say your meaning was. Did you say that would you say that you found your meaning or it or you don't. Your reason for waking up in the morning early on through this process. You now now because I think I still struggle with meaning for me meaning it's always evolving. I don't have that concrete. I mean I know what motivates me. I know it makes me happy you know that's my concept of life all envision habits laughs. But now I think maybe I think my meaning is always changing. So right now I'm really on this quest to help people uncover their passions and then stop the bull crap and actually just get to it. You know like if there's something you want to deal. Time is our greatest resource not money not like social media time like we're all running out of hand we're running out of it for acting quickly.

[00:21:44] And so for right now I'm just trying to get that message out there like if you're stuck in something you hate stop being stuck it's up to you by you know two years from now it can be a totally different meaning and I think that ties into that matrix says that no longer serve me as if something is no longer serving me or I feel like that message has resonated enough to make for change. I'm always open to finding out more about how the human brain works how our psychology works how are belltower TNA is to keep people from Bienenstock. Yeah it's always a decision to be stock and I know that there is a very long period where I was lonely and I resented my friends because they stopped hanging out with me and literally I went for a whole period of six months where the only conversation I ever had would be the person at the grocery store and I would just come back in. And then I would just work and that would be it. And I wouldn't ever know. And I felt very lonely. And it was only later on when I realized that that was actually a choice loan. You know there's a difference between being alone and or and in loneliness and I felt that sense of loneliness but it was still a choice that I personally made and I didn't realize that and I wanted to touch on the meaning is I'm sure you've read Victor Frankel's book A Man's Search for Meaning of his time as handy Auschwitz camp.

[00:23:02] And there is this particular section that just resonates with me and I'm sure it all with you and I just like to read it here. And this is from the book barking up the wrong tree. The surprised science behind why everybody Why Everything You Know About Success Is Not Wrong by Eric Barker. And she said he says one study showed that we feel meaning in life when we think that we know ourselves. The key word is think truly knowing one's self didn't produce meaning but feeling one did created the results. The story doesn't need to be accurate to be effective. That's a little unnerving and maybe even depressing right. But when it comes to grit this can be a good thing. If we made all our decisions based on the odds we'd never achieve anything risky we'd never even try. But to survive like Victor Frankl did in the face of such horrors stories can keep us going because of their accuracy. And so for him what allowed him to go through that camp was he created a meeting for himself. And that is what kept him going. He found something out of his storyline out of his purpose to keep on going that kept him going. And it was that's what a lot of them to not want to read into the sense it's what made them not have to give in to cigarettes and other things. And he was able to just keep going and so I think that that really rings true for a lot of people including myself where now I have this business and it's you know for most of my life I was trying to prove other people wrong that I could be successful. And then one side of success that I was kind of like flat lined.

[00:24:34] I didn't know where to go I felt like a lack of motivation because I think too many to too often we end up trying to our motivations trying to be rich or abusive successful but it's often it's quite interesting when some people reach that success they don't know what to do next in their lives because they've technically check that box off you know and if you haven't thought about what goes beyond being successful or having a big house or being rich what else is there what it what is your meaning. And I think that's the important thing to start looking for early on. And it's something that a lot of us lack and we still don't really know the answer. But I think it's also ok to not know but it's also ok to just tell yourself OK this is what it is. And maybe in the back of your mind you don't think that the true thing but that's that's what will keep you going until tomorrow if any that makes sense. Yeah and then I think I agree I think fundamentally I do believe that you need meaning it's something to latch onto because what else is there and really all we are all we are as humans as individuals as being girls are the lies we tell ourselves. Like that's like there is no real fundamental show. I can tell you that I'm a warm hearted person and that I love giving back. But that's until you know like my Web site goes down and lose six grand and then suddenly my heart not very warm. I definitely want to get back like I'm a Tiger in that situation.

[00:26:04] And I have the full range of human emotions so if and bad situations you tell yourself what you need to hear to believe it to persevere that's a totally different game than just going through the motions I think you know also that's a lot of people feel dead inside as the messages they're giving themselves are that their data that they don't have passionate that they're not looking forward to the next day when really all they have to do is tell themselves long enough that they're not dead that they're excited and if they truly have reached rock bottom you know rock bottom is the foundation for which both of us it seems like they'll turn tire lives upon. So just even recognizing that rock bottom is pretty awesome place to be. And then bringing back our core messages that we're telling ourselves I think that that would be a great recipe for people to be more successful in whatever their definition of success is. Right. And also reframing the circumstances where you where you came from. What what troubles you had in your life. And it's so easy to look at something bad that happened and just be like oh wow I'm screwed or this screwed me up or I can't do this or I'll never be successful or in my circumstance of wanting one example of being screwed over multiple times by multiple business partners and I've lost a lot of money from a lot of potential success.

[00:27:22] And I could look back and I could hate those people and I could just absolutely just get angry just thinking about it but instead I could also look at it as well it served me because you can't really have success and to leave until I like to say you can't really achieve success until it's a success is built on your failures. And for me that that's so so true and I can look at all my failures and be like well you know I could have stopped me or I can look at it and reframe it and that it it's it's helped make me the person I am today. And that's sort of I think the only way you can really look at it. Yeah it's interesting you bring that up to about Meshell say a month ago I always if you ask me later how long ago was. I'll tell you different number 10 if you ask me. There is a situation and I applied for a group to belong to an entrepreneurial group and it was a group that I feel like I've given back a mind to this organization. And it was when I was building up my recruiting company and you know so I thought like I done free workshop signs spoke to some of their events for free like I've given myself to this organization without being a member. And they have this little baby program and it's for baby entrepreneurs. And especially with the Kaylyn media brands you know that the public speaking the inspirationally on their side. This is not a high revenue producing company and I applied to learn some of the strategies that startup founders use in the influencer space to grow their networks et cetera. And I applied I'm super excited. I actually know the guy in charge and helped them. And I got denied.

[00:29:03] And I was harassed like I was live and I cried for a while. And I was super pest and I realized like when I went I was like on the floor like I made my place and I'm really defeated as I said on the floor Indian style and just cry. And I was on the floor sitting in your cell crying. I recognize that the anger that I felt it could be an easy sign to give up or it was passion that I was on the right thing. And so in that moment I was like you know what I don't care if Miss Kaylyn media is not making money right now. Like cool. This is a sign like the anger and the intensity of the emotion I felt was a sign that I needed to keep going regardless of the events. Another 12 months five years until I see any success. And that was that was pivotal for me so maybe in those moments of extreme rage or extreme anger or extreme disappointment. It's good because in a twisted way it's a sign that you're on the right track to something you're passionate about. Yes I would just add an asterisk to that is don't make any major life decisions. Probably wait 24 hours. Sending out e-mails to your boss telling them that you quit right. Yeah. I could be better at that. I'm sure everybody else. We are better. I love that I love you. I totally agree. Now you mentioned your matrix a few times now. And so you have this matrix of items that you have kind of put off or that you ignore.

[00:30:29] If I'm correct then you have another Matrix that you look at of things that are still in your life that empower you. It can you describe that a little bit more. Yeah. So it's I created as I got it from one of my mentors named Jack Daley. You guys know him look him up. He taught me about having a vision for your future. And I broke my vision out into all these different categories. And every year I create a master vision list and I have guide books etc. Maybe we can include a link. It's FREE if somebody is interested and it walks into a course on how to create your master vision. I wish everything were restless and healthier today right. So throughout the hour I look back at the list and every time I do something on that list I check it off. And last year I had to blazing success. There was like 50 things list and I checked off all that tail and so that told me that my habits were in line with that. And then this year ironically I checked up a lot but the core of what I wanted to do this year I have now done.

[00:31:29] And I could sit there and I could go back and I could read do everything in my visionless create habits around those visions and just go for it go for it go for it like stuff like you know really scaling the on line reporting course and then I realized like it's fine don't get me wrong but I'm having so much more fun on the MS Kaylan media right now that come January 1st again I'm not going to look back and think I wish I would have done this with that landmark maker side of my business because now the matrix that's serving me as Miss media and not necessarily landmark makers. And so it's OK in that situation when I talk about matrices that no longer serve you. It's OK to look back at your vision. Lester your colistin say you know well that I had the best intentions with them. I really wanted it at that time. My life fundamentally changed. And with that change I need to change wrinkles. And then you pivot. So I guess if that helps me out I guess that's what I mean. Yes that reminds me of I know that there's a there's a quote trying to look it up and that's the the the best thing you can do for your productivity list and this also comes back to the Eisenhower matrix they wrote a blog post on this and it's about being able to prioritize her tasks into different buckets you have importance but are important but not urgent urgent but not important in them a regular task isn't it. There is one thing I remember in particular that is the items that you will not do and did the best most amazing productivity hack is looking at your list of items and then deciding that you're not going to do some of them because they're no longer important or they're no longer relevant and eyes. And were there mistakes that no longer serves us and that is where it comes to having some sort of a weekly review or a quarterly review. And this is what most people don't do.

[00:33:18] It's sort of something that's very you just don't think about it but if you can have a weekly review or you every month you're looking at what did I do this month. What did I accomplish and how much. What did I accomplish in relation to my goals or my vision. And then you're able to more easily connect the dots and then if you have a vision that it's just not you're not really eyeing the right now it's just not important it's okay to move that to archived because it's a part of procrastination is also feeling like you're not working on the most important thing. And for me that's been a big issue. And all you need to do to solve that is you just need to think about what is the most important thing I should be working on. And it's so easy when you're coming from a position of being an employee where you're being told always what to do. To becoming an entrepreneur you have to figure out what to do. It can be so easily easy to just be demotivated because you feel like you just did all this work but then it's you realize that your priorities changed or it's no longer relevant and you just wasted all this time. So that's a this is it's important to have some sort of review and we'll definitely link what you mentioned into the show notes. And so I know that we're almost out of time. If I'm correct. Yeah. And real quick it's funny you mentioned that I didn't know it was called that either an hour thing. I just seen it somewhere before. But that's actually in that link.

[00:34:35] And of course and I tell everyone to set it up on a Sunday like list out three things a day. So five days in the workweek right. So three temps. I was 15. Let's out the fit team must do. And if you get it all done by Tuesday. Take the week off if you want to. I don't care what you do with your free time. But identifying your must for the week and then conquering them as it relates to your vision is kind of like my productivity hat can. Yeah I'd love if you want to include the course. Absolutely. I guess I totally free comes of the guidebook. It's about anything it's like two weeks long. You get an e-mail every five days. So that's what we found. OK. Yeah we'll definitely the links to that killing. It was an absolute pleasure having you with. We went over so much and there's so much more so hopefully I can have you back on again and we can talk about choices and habits. But yes it is amazing to have this conversation with you and to share more about meaning and life and challenges and obstacles that we all have to face. Because I know everybody listening can relate in some way or another to the conversation that we just had. And just like your hope is I hope not only yourself but myself and we will be able to help others figure out that in their own lives. Yeah that's what it's all about. Of course we're doing now too.

[00:35:55] I think that this is the beginning of some amazing things so I'm grateful you reached out after the event and despite all the Hidayat. But I think that the thing is as we're both in it to help people and I'm inspired by you equally so whatever you need I'm here for you. Thank you again Kevin. Likewise.