

Wichita Chamber Business Accelerator

Episode 43

Taishma Council

Don and Ebony: [00:00:00] Welcome to another exciting edition of WCBA powered of course, by Everygy first. Thank you for listening. Don't forget to like us love us. Share. We truly appreciate you checking us out today. We are excited to have Virtual Goals Assistance Agency in the studio when they're going to tell us their small business story.

Welcome. Welcome. Welcome. We have Ms. Tai Council in the house.

Taishma Council: Thank you for having me.

Don and Ebony: Yes, we're so glad you're here. So tell us a little bit about who you are, what your title is with the company and what's your company. Does.



Taishma Council: okay. So my name is Taishma Council. I, I live in Wichita, but I relocated here when my husband was in the military at McConnell Air Force Base. So I've been in Wichitan for about seven years. I would say. so a little bit about myself. I went to school at WSU. for criminal justice. I worked in the mortgage industry for about four or five years as a junior processor or on the operations side of mortgage.

And I started my business at the beginning of the pandemic, virtual Goals Assistant Agency.

Don and Ebony: Wow.

Taishma Council: So we are a pandemic born business. I originally started my business because I always want it to be an entrepreneur, but I didn't know what talent I had. And I used to always see entrepreneurs who you know did hair, their nails or things like that. And I always thought that I didn't have a talent, but I knew I wanted to be an entrepreneur. So I saw a Facebook post that said, turn your. your hobby into your passion. And then I started deep from my hobby and I realized that I just love to volunteer, and I just love to help nonprofits or organizations, just get it all together, streamline what they're doing, or execute their projects and plans and things like that.

So, I was working for a nonprofit in North Carolina, I'm living. in Kansas. And they sent me an email and said, you know, you're doing better than the staff that we have here in town, And you're all the way in Kansas. you should consider starting a business doing this. And so I had no idea what a virtual assistant. And so I looked into it and I was like, okay, I can do this.

I launched my business, in March and within like the same week I got four contracts. So I knew that I had a great business idea with low overhead costs, So I went forward

Don and Ebony: Four contracts on your F your first week of business

Taishma Council: First week.

Don and Ebony: Wow. So what is a virtual assistant? You said you didn't know what it is. Tell us what is a virtual assistant

Taishma Council: A virtual assistant is basically a remote secretary or a remote, receptionist, someone who can do administrative tasks or so one thing about virtual assistants is that there are different types of virtual assistants. So it's Usually just any job that you can work remotely and. can do from your laptop or your phone. So for our agency, it looks like administrative tests, such as sending emails, doing cold calls, scheduling appointments, booking, travel accommodations. is really just tailored to our goal achiever, who is our client, and what their needs are for their business.

Don and Ebony: So mostly you do admin tasks, but don't you, do you do other things such as, I I've read, I think that you've helped with an ebook.

Taishma Council: Yes. Yes. We have a ghost writer content writer, a copier. We have a proofreader. and so that is a service that we offer We started off doing a lot of eBooks at the beginning, but now we see that we're doing like handbooks and things for our goal achievers to help streamline their business. So a lot of our small business owners don't really have an operation part of their business. They just show up and they do what they enjoy to do. They don't really think about the back end stuff. So lately we've been doing a lot of, employee handbooks or a lot of, just building SOPs for. small businesses.

Don and Ebony: That is really nice.

Yeah. She was like, oh yes, we have a ghost writer or two on staff and I like that, so your group of people that you've [00:05:00] assembled to create your VGAA, they're all over the nation, is that correct? They're not all here all in Wichita, but the idea was born in Wichita with you.

Taishma Council: Yes, ma'am. Absolutely. So we have seven women on the team, and we are all across the country from the east coast to the west coast, and even in Texas, And then we have one goals. assistant is what, we call our virtual assistants. She lives in Puerto Rico.

Don and Ebony: Wow.

Taishma Council: So, I found everyone online. They reached out before I even decided to put an application out. a lot of the ladies reached out because they saw how much the agency was growing and they were interested in being a virtual assistant. So they reached out and asked if I was hiring And at that time, I was. our goals assistant is my assistant for two months. So I can see what they do well, what they should work on, what they're good at, what they're passionate at, So when I match them with a goal, achiever, it makes sense. And it's based off their business needs versus the goals assistance, passions and personality.

Don and Ebony: I like that a lot. I mean, the fact Puerto Rico, east coast, west coast, central mid states, I mean, that's, that's really not.

Taishma Council: Well, it is nice because I can't be everywhere. Promoting BGAA, but the dream team does promotion without me even asking. So it's easy for me to get clients all over the country when the team is also all over the country.

Don and Ebony: Exactly. I love that. Who would have imagined. I mean, that, that's just awesome. So just once again, I just, so I understand, so you guys, you do graphic design data entry.

Taishma Council: So I wouldn't say that we are graphic designers. We do have a social media manager. but some people when they're looking for a graphic designer.

They're looking for like a one-stop shop. that You can go to, to just get a logo or just get a flyer created. We. We build long lasting relationships. We don't really do one-off projects. so I don't really promote that. We have a graphic designer, although we have a couple of women who are great at graphic design. our main focus is graphic is needed for our goals, goal achiever. Then we can make it happen for them.

Don and Ebony: Gotcha. I'm with you. So what's the service that you have for those persons who are already within your network.

Taishma Council: Yes, ma'am.

Don and Ebony: At one thing I'm really excited about is as she says, yes, ma'am to you. That's a beautiful thing. So keep it up, please

Taishma Council: You know, people in Wichita climbing about this all the time, Cause I'm from the south and some people actually get offended and I

Don and Ebony: Like Don.

Oh man. That's a beautiful thing. It's wonderful to hear you start on the entrepreneurial story and I'm trying to help me understand. You knew that pandemic was coming thus you started VGA or the pandemic campaign, and then you started VGAA or were you kind of thinking of. Before it even started.

Taishma Council: So VGAA, I would say that I've been doing it.

Didn't realize that I was a virtual assistant. I was already doing it in January of 2019. I actually like VGAA was birthed in my planner. I just started writing down, research about virtual assistant, you know, But website and things like that from January, of 2019. And then in March, I believe that pandemic happened the end of February, maybe the beginning of March. But I was in a mortgage industry and when the pandemic hit the the house market. wasn't insane. and so, you know, everyone was working from home and at that time it was hard for me to balance the volume of the mortgage industry at that time and being a mom.

And so I had to make a tough decision.

Don and Ebony: Wow. Wow. So what's your culture, help us understand how you create culture and your folks are all over there.

How does that work?

Taishma Council: So how do I create a culture? I would say I'm very intentional about building personal relationships with each of the dream team members. we have monthly meetings twice a month and during that time, on our zoom calls, I have multiple icebreakers. So that the team can get to know each other, even though we're all virtual. and so I get the, I do the icebreakers and then I tell them, you know, we should use each other as resources.

So if there's something that you don't know how to do. reach out to another person on the dream team. And then through that, a lot of relationships were built because, you know, we're all figuring it out as we go. And so the dream team is just reaching out to each other, find out how to, you know, work Canva or if they have issues with zoom. And so From there. I decided to have a conference in Atlanta where I brought the whole team together in Atlanta so that we could finally meet each other because I didn't want people to feel isolated because working virtually.

I felt like I just felt isolated in my basement [00:10:00] working. all day long. So I wanted to build a culture and bring us all together while we had an amazing time We played games, we got work done We went to brunch And since then, it's been great.

Don and Ebony: That's awesome. And I know it's Don, you know, turn the key, ask a questions, but every time you say dream team, you know, what comes to mind? Like when I was a kid, the 96 basketball dream team, like I keep thinking about Gary Payton, you know, Olajuwon. I know you probably have no idea what I'm talking about.

Scotty Pippin. this cause normally

Taishma Council: sound like amazing ballplayers.

Don and Ebony: That is the dream team.

She's only three years younger than me, so I understand.

Taishma Council: my goodness.

Don and Ebony: Okay. Yeah, get it together. That's a beautiful thing. how do you define success? I mean, you've been rolling since Jan 2019 now we're in 2021 latter part. How does the use the finding success in your business?

Taishma Council: I'm sorry. Did I say 2019 too early? I'm in 2020 is when the pandemic happened. right. Okay. I'm sorry. I got this so totally confused.

I started my business in 2020. I had a baby in 2019. Those are both like babies, so I totally got it confused. how do I determine success? This is a really hard question because I feel like every time I reach a goal, I start a new goal. And so last night I was thinking, you know, if, if our goal achievers could profit 30 K a year off of having a goal assistant. I think that's success. My, reasoning for starting this support staff is to grow small businesses.

So for me, it's not necessarily about just having a client it's about what are we going to do to help this business grow. I take the time for each individual goal achiever to really figure out their business where their gaps are, where their weaknesses are and try to see how we can help fulfill that void. So I put a number on it and I said, if my goal achievers could profit 30 K off of having a goals assistant. So whether that's social media management or as someone that's taking your entire operation system so that you don't have to worry about it, and you can go out and get more contracts, so go out and market your business more and do the things that You actually enjoy doing that. will be success for me.

Don and Ebony: Excellent. And if I can get in your business a little bit, help me understand your. Folks that work for you. Are they contractors? Okay. So you'd basically just created seven small businesses because each one of them is a business. Okay. Did she say, sir, now that was not supposed to transfer to me?

Keep that keep the man with Ebony, I would kind of share with us has been a woman of color and the entrepreneur. What if are there any advantages to, to this.

I would say my advantages are is being a woman and understanding, nurturing, cause that's basically what we're doing for each of our gold Cheevers, we're nurturing that professional relationship.

Taishma Council: And so I think I have a huge advantage of being able to, be a multi-tasker as a woman, That's what we do all day, every day. and so most of our goal assistants are moms or, women who are in college and have a full-time job and also is an amazing being a virtual assistant? So I think that's one of the advantages that we all have me personally.

I think this being a woman has, put me in a lot of good spaces, especially this year with like the thread. Audra is the owner of the thread and I Absolutely love.

Don and Ebony: She's awesome.

Taishma Council: Yes. And I've learned so much being a part of that. initiative. And so I was given that opportunity because I am a woman and in business,

Don and Ebony: I think that's a beautiful story.

And what other type of resources besides the thread do you think has been really beneficial to your business?

I will say the chamber, I was offered a free one year membership to the chamber last year by Don Hutton. And I think that that helped my business, Especially independent DEMEC when there was no other networking opportunities.

Taishma Council: The chamber had a lot of, virtual networking opportunities that I was able to meet other entrepreneurs. Although it wasn't necessarily business transaction. I've met a lot of people who I can call on and ask for advice. A lot of people who understand what it is to be an entrepreneur. And, I think that mentors have also been a great resource for my business and business coaches. they make, they have made my launch a lot easier with their guidance because I don't hesitate to call them, and ask questions. before I make any major decisions.

Don and Ebony: I mean, that's so important to be able to pick up the phone and make [00:15:00] that phone call and feel comfortable having the conversation with someone.

Taishma Council: Who's not going to judge you who understand that entrepreneurship, even though you're great.

At one thing, it doesn't mean that you're a master of all. So there's always room for improvement. Nobody's perfect. You know, you could be great at creating a craft, but your customer service could need some work.

So business coaches are there for things like that.

Don and Ebony: What surprised you most about your entrepreneurship journey?

Taishma Council: What surprised me the most, Honestly, I'm surprised every day.

I was surprised, you know, I think it's just a constant rollercoaster, you know, it's my first year in. I told my husband yesterday. I don't think that this roller coaster is going to end. I think this is just what comes with being an entrepreneur. I would say Just having a nine to five was a lot easier because I had someone standing over my shoulder Hey, make sure you do this. Hey, make sure you do that.

You know, I had one thing to focus on and now I have like all the things to focus. on. and so with accounting, bookkeeping, payroll, there's just so many things that I didn't realize that before.

Needed. And so I'm surprised every day just from marketing strategies and everything. It's just like, I surprise myself every day.

Don and Ebony: That's awesome. That's awesome. Well, friends, we're here with Ty counsel from virtual goals, assistant agency, but we have to have a word from our sponsors. so I think we'll take that time to hear from them. And then we'll be back with more of.

Welcome back friends right here with Ty counsel or virtual goals, assistant agency. And we're just hearing a little bit about her story and her journey. So you've been hearing her talk a lot about. The goal achievers tie. Talk to us a little bit about how you came up with the name, goal achievers.

so our goal achievers are our clients. and so I want them to feel like we're there to help them achieve their goals.

Taishma Council: That's our ultimate goal, whatever your goals are. is what we want to help you achieve. And so I, I guess this is a part of building my culture I have to build a culture for my clients. and I had to build a culture for my team. And so building that culture. knowing every day we are here to help you build your goal or achieve your goals and you are a goal achiever. What you're doing is amazing. You know, this is hard work. And I realized that after six months of starting a business and I'm a goal, achiever, you know, so I know that, these, the business owners that we work with are trailblazers in their communities. I mean, they're doing really amazing things. And so. That is why I make sure every email we sent out is good morning goal achiever, high goal achiever. they're getting that constant positive energy from us anytime they interact with. their goals assistant.

Don and Ebony: I love that. I love it too. I love how you tie that in with the name of your company basically saying, I mean, that's, that's tight.

I mean, I like it. Can you send me an email every day with that energy, but I can't pay you just joking. No, that's awesome. So who is your ideal customer?

Taishma Council: My idea, ideal customer? Is, You know, this is a really hard question because I'm still a baby entrepreneur. And I, one thing that I have to work on, we all have things to improve on is niching down. right now I want to save every small business, I am on like a journey of rescuing as many small businesses as I can. so with that being said, we will niche down soon, but right now I'm looking for, or I would love to work with business owners who understand their weaknesses. And and it's not like that's half the battle.

If you want a virtual assistant, but you don't really know how to utilize them or what your business needs is almost like weird. [00:20:00] It's taken us forever to get ahead. So I like to work with business owners where we can have a discovery call and with that, when that discovery call they're coming with, Here's what I'm struggling with. Here's what I really need. and those are the best business owners or owners to collaborate with because it's not like they're looking for an instant gratification. They know that bringing on a goal's assistant is to grow your business for a bigger purpose than just coming on to launch a project that's due next week.

those are the type of business owners that are passionate. about Scaling and growing and they seem to be the most are, I'm not just in it to make they're in it because they're really passionate about what they do. And, it just makes our job easier. When you know, the things that you are struggling with in your business.

Taishma Council: It makes it easier for me to match you with the goals assistant who can help you fill that void. so just being honest with yourself and actually understanding that this is a relationship just like hiring on someone onto your team. I would just say that a virtual assistant is cheaper than hiring a full-time. but a lot of our goals assistants grow within that business.

They go from our smallest package to I'm creating new packages because they're like, I want more, I want more. I'm like, okay, well nobody's ever asked for this, you know, nobody's ever asked for their goals assistant to travel to Mexico, with them to plan their whole. retreat. Nobody has asked to pay to fly their goals assistant out every month, because you want them in the office to help train your current staff.

Don and Ebony: these go goal achievers.

I take it. You have them with one,

Taishma Council: one dedicated goals assistant.

Don and Ebony: Goals assistant.

I was trying to get it together

Taishma Council: So Some people do see agency and they think that they're going to send their task to one email and then somehow it's going to get complete and they don't know who's doing the work, but we do assign one goals assistant to. one goal achiever.

Don and Ebony: So, what about the Wichita business ecosystem that you would like to see change?

Taishma Council: You know, this is a really hard question for me because I come from North Carolina, Raleigh, North Carolina, where it's a major city and the people who are successful. Are there big chains, big chain restaurants, are big corporations.

There's not a lot of small businesses, or. So I moved here and I, if you asked me, it's amazing, he goes, system is amazing

but that's based off my experience, from growing up and never seeing black female young entrepreneurs, I've never saw that growing up, So moving to, Wichita and being able to see People like Christina Long And Alexis Scott, you know, be able to start a business, grow their business and a successful.

Taishma Council: It's the mom and pop shops that we have that people will rather go to and eat then going to Popeye's. I love it.

Don and Ebony: What's next? I mean, you, you come up with this business, never been in business before you roll in here from Raleigh. And then all of a sudden you got to successful business. What's next? Or are you? I shouldn't ask, but I'm going to ask, are you looking for what's next or are you trying to take care of what's going on now and look for what's next?

What's next. What is next? Next is one of our core values, is being resourceful. I'm always looking for resources for our business. owners, our goal achievers. I want to build a resource kind of department for our goal achievers, to be able to say here's. So we don't provide financial services, So we don't provide like, bookkeeping tax prep and things like that.

Taishma Council: I would love if they would reach out and say, Hey, you know, this is one thing I'm lacking in my business. And I can have a resource. available for them not saying that we will pay for it. But the fact that here's a list of financial advisors to speak with, we are collaborating with Cora access, and basically it's an app that will have over 22 different apps, but in one location. And so instead of going here for, instead of going to one place for Salesforce and one place for your scheduler and one place for this for your, everything that you need for your operations back in system will be accessible through a .Collaboration with core access.

So our goal is hubris. We'll be able to access that at a discounted rate. So they're paying. You know, \$200 for all the description subscriptions that a small business needs, to scale or grow. or stay organized, they could probably cut that in half and have one log-in that will access all of that. and it was streamline the entire process.

So it will have email automations that is connected to your database that is connected to your Salesforce, that is [00:25:00] connected to your text messaging.

marketing. So that's what I'm working on now. That's next.

Don and Ebony: Yeah, that's the next frontier for, well, for real, the, if you can share, your clientele, I know you all over the country. Is there low hanging fruit here in Wichita to get as your virtual. The holes? No. What do you, thank you. Your goal achievers. Are there low hanging? Is there low hanging fruit here in Wichita for you to get more business or you have to focus outside of Wichita to get your business,

Taishma Council: I would love, to work with more businesses in Wichita. And it's funny. I say that because that just sounds like more work for me. because I'm the type of person that is going to, be, I love being hands-on So it's easy for me to have a work-life balance with virtual clients versus bringing on clients in Wichita. I'll probably find myself popping up to take them coffee and bringing them bagels because that's just what I love to do.

and so I think that there's a lot of opportunity in Wichita. I just have to find a better way of marketing marketing to that. audience.

Don and Ebony: With which on mine, who in Wichita or regionally that you would like to partner with, if you feel comfortable calling them out or the type of business out,

Taishma Council: the types of business, our businesses, I would like to partner with would be, places that business owners go for resources like the chamber or like SBA, you know, places that they reach out to for help.

I would like to partner with places like that because I'm all about. collaborating. And if you're a target audience is my target audience, then it will be great to collaborate, to provide a larger resource for your audience.

and so I feel like the chamber does a great job at helping small businesses. I feel like I created my business to do the same for small businesses. It's just in a different way.

Taishma Council: So those are the types of businesses I would love, or like coworking spaces.

Don and Ebony: So, how do we find your business? Where are you at? Like, are you on all the social media channel platforms or

Taishma Council: absolutely. we are on Instagram, Facebook, LinkedIn, and youTube Tik TOK. Yes. Yes. our audience will Tik TOK is not that but we are,

Don and Ebony: Don's not in the videos in a few of your videos, you're going to

Taishma Council: some videos. That'd be fun.

Don and Ebony: All right. So, and you have a website, right?

Taishma Council: Yes. Our website is VGAAllc.com.

Don and Ebony: Wonderful. So that's how we can reach you, if we need some assistance. All right. So tell me. You've created this website. You, do you have an app or is that the partnership?

Taishma Council: That would be the

Don and Ebony: The partnership. Okay. But you have all of these different ways in which people can reach you. And you did all of this during the pandemic.

Is there someone that you, draw from or get transpiration from? Who would that be?

Taishma Council: What do I, I, And there's so many women in name? I've met so many amazing women. This year, So many female entrepreneurs, it's been incredible being at the hive. I'm surrounded by female entrepreneurs who The daily struggle of momming and wifing and running a business. I would say my all time inspiration, is Ms. Christina Long. He has inspired me and since I moved to Wichita.

I met her and Mr. Jonathan Long and they kind of just took me under their wing and was Like we see that you're trying and we know that you're away from family, We know, you don't have any family here. so you know, we'll look out for you and help you and mentor you in any way.

Taishma Council: We. I think Ms. Christina is a phenomenal woman.

I call her Michelle Obama, like, she's my Michelle Obama. I love what she's doing And She's just so genuine. And you know, you know who you have when you're working with Christina, she doesn't really change. who she is and different crowds. She's perfect in my eyes.

I'm sure she will say, you know, I'm not perfect, but you know, I think she's amazing.

Don and Ebony: That's awesome. She is pretty amazing.

Taishma Council: pretty amazing.

Don and Ebony: I must agree with everything you just said. So can you share with us, maybe what's the best advice that you've ever received and implement it from anyone

as far as business,

Don and Ebony: in general? Because sometimes the advice that you receive, you know, from someone on a personal level, it can be applied to your business.

Taishma Council: I would say, one advice I received is we all have to play our part. Everybody has a role, to play. Just find your lane and do it. Well, you know, we all have a role to play.

So when launching my business. [00:30:00] I just kept asking myself, what are you good at? What are your hobbies? You know what? You, you don't have any talents. And then just getting out in the community, and just volunteering. I realized that I can help a lot of nonprofits streamline their operations, they're back in. cause it's like, when you're on the ground doing their ground work, it's hard to think about the backend stuff.

You, you Wait until you need it. So I want to prepare businesses So that it don't have to wait and like, I want them to be ready. when they need it. Yes. So that is like one advice I love that I,

I follow is just finding my lane, being in that lane, not trying to begin all the way, really niching down is what I'm doing more and just excelling in that, that path.

Don and Ebony: I like it here that Don stay in your lane. I'll be coming over here. My very last question for you. if you were to write a biography, what would the title of that? But B

Taishma Council: Wow. This is hard. This is a that's good one. That's a good one.

I don't know if I can answer, this, honestly, I don't know. I don't,

Don and Ebony: I feel like you'll come up with Thundercat. You can do this.

Taishma Council: A biography, You know, this is really hard because just talking to you guys about my story's hard. I don't really sit and think about all the things that I'm doing.

Until my husband is like, you're doing amazing work. Like you keep trying to find something else to do, but everything you're doing is great. So let's just thinking about my life.

I would say I don't really know a title, but I think that I would really try to show in the book, how I. am not a product of my environment, where I was raised.

Where I grew up. You know, it's a lot, it's really hard for people to, I don't want to say make excuses around me, but I try my best to be Then where I came from and the story. So People say, you know, there's not a lot of resources. I'm gonna find them, you know, I'm going to do what I have to do. And it's just, that's how I've been. someone called me resilient and I was just like, wow, that is just a powerful word.

And I had to do some deeper research just to get a better understanding Cause I thought I knew but then I had to do more research and I'm like, maybe I would call it being. resilient or something like that.

Don and Ebony: I like

Taishma Council: You know, I had to talk through this. I had to figure it.

Don and Ebony: Yeah, no, that's it. That is it. And from my observation of you and the time we've spent together, I would definitely say you are resilient and that you do find a way out of no way.

Right? If there's not a way you can find a way, you'll figure it out. So I love that about you and your spirit and, the things that you're doing to make small businesses better. All right. So now. I'll turn it over to Don because he's in his lane, man. Resilient. I liked that title of your, of your book. Tom, to have them a little bit of fun word association.

I give you one word. You give me one word back, not wrong. Cause it's your word? Oh, let's see. Looking at me like she won, you know what?

Taishma Council: Wait, I wasn't prepared for a game, but okay.

Don and Ebony: Excellent. We'll start out easy. Leader

Taishma Council: And just give you one word. Servant.

Don and Ebony: There you go. You ready? College K state. Alright. Not my word knowledge. Okay. We'll go with that

Taishma Council: knowledge. Oh, great. That's a great word. I love that.

Don and Ebony: That's funny. I thought I heard knowledge anyway, failure, adapt.

Don and Ebony: entrepreneur,

Taishma Council: Risk-taker.

Don and Ebony: Wichita

Taishma Council: Home

Don and Ebony: hero

Taishma Council: Selfless

Don and Ebony: chamber

Taishma Council: amazing

Don and Ebony: family

Taishma Council: priority

Don and Ebony: vacation.

Taishma Council: A necessity

Don and Ebony: Look at you rolling. Beverage.

Taishma Council: Water

Don and Ebony: fun.

Taishma Council: Quiet time.

Don and Ebony: Excellent. Thank you for rolling.

Taishma Council: Oh, Thank you for having me. This is so fun.

Don and Ebony: See.

Taishma Council: No, this is great. you guys for having me. I absolutely loved it.

Don and Ebony: Wonderful. Well friends we've reached that the end of the road. This is the end of our segment today. Thank you for joining us and listening to Tai Council and the Virtual Goals Assistant Agency. So glad that you were here in Wichita and decided to start your entrepreneurial journey here.

Taishma Council: Thank you.

Don and Ebony: All right.

Make certain that you like us friends that you share and that you make a, send a comment. Let us know who you want to hear from next till next time.[00:35:00]

That's the best way to start your day with? Oh, she cleared it with me in there. So I got, I said I was good.