Fluorescent blue – grit

Fluorescent Yellow - grit and flow and meditation

Grey – flow

Army green – leadership

Fluorescent green - meditation

# TT6.mp3

**TT6:** [00:00:05] I ask you now is think a fifth and just before coming into the room. But I guess that's kind of.

**BB:** [00:00:11] I just picked it up and said really clear. So what were you thinking about just before joining the interview?

TT6[00:00:19] I was just probably I was pretty a blank. I didn't know what to expect. It is that morning in the morning. So good. As you were introduced then, I thought probably there would be a couple of questions for you.[00:00:34] I think organization and what are the goals and stuff and value? I just had my lunch. Okay. And what was the main thing that you were doing? I was talking to one of my clients.

BB[00:00:50] And how well you were concentrating was how that person was taught to concentrate. And how self conscious were you?

M[00:01:05] No, I wasn't self conscious. Did you feel good about it? Yes. Were you in control of the situation? No. You were not in control not to check. We were living up to your own expectations? Yes. Were you living up to the expectation of others, this organization in.

BB[00:01:27] Yes. So I want you to describe your moment. Okay. So when you're describing your mood, it has a band which is alert and drowsy so you can choose any of these product. Take it down. Do you feel any discomfort as you look to grinding to the physical discomfort? No. Who were you with?

M[00:02:50] None. I was actually doing a concert. So that was it? Yeah. Yeah. There was virtually over time. Yes.[00:02:58] Yes. Restaurant craft.

BB[00:03:03] If you don't mind holding 31 0 to 31. Cast your mind back and think of all the dummy points. The late cornerstones of your life.

M[00:03:26] So I would start first, though, my first show. That would be the first turning point and then I would say when I started working with startups, that was my second job and then my writing.

BB[00:03:42] Ok.[00:03:44] So start with your first line and describe what was it that made it that cornerstone?

M[00:03:51] So I was working with this company called the Last Branch and I was placed into placements to make qualitative. So that was my first job and I had some three to four promotions in that company. It gave me a lot to learn other ways which I was not prepared for the corporate life as such. And all of a sudden I was independent and I was earning my own bread. So that was a turning point for me to see how life change in front of the thinking. Second, when startups because after working with the land side was so, I started working with groups hyper local startup. So it was through a blend of the founder of that company was a client of mine and Lance. So he offered me a job and I took it up being very new to startups. I didn't understand side of that, that e-commerce was not a great thing in India, such to those in 2013 14. So at that time, I had the privilege to start with dollar funding, bootstrapped startup and how it works without money. How do you survive after leading a good life for five, six years? I understood.

[00:05:10] What are the what does it take to really start a business and be a part of my teams? And there's no designation as such. You just look. So that's something which gives me a lot of confidence to work in startups. And then my writing. So I had a relation for almost five or six years before I got money and matter to my girlfriend. So those two guys into the region, into religion, manage everything.[00:05:45] So, yeah, it was quite all excitement. And then obviously the life changed after the wedding.

BB[00:05:53] So what was the one thing you challenged in any of these three challenges?

M[00:06:00] Definitely, yes. In all the three, the there are challenges, actually. So this couple and one at a time. Yes. Shots of the lines. Oh, man. I join. So. So the first show was me. Thank you. The challenge, I would say, was so big on the job and the allies that it's going to be a 9 to 5 job and I'm going to spend some time in the office. But I never thought I'd be accessible to my friends, family and all that stuff. That's what I can recollect now. But at that time, I was more conscious of world. Well, how do they do things? Those lines being the lines. It's a giant company. There are a lot of employees. There's no unusual focus as such. So many, many things we had to do on our own. And then there would be someone would be dealing with it. It's right or wrong. And to be that step baby steps in the possible outbreak was something a big challenge for me. Eventually, which I gained confidence and boldly say six months or eight months of working to understand what are the right decisions, what are wrong decisions.[00:07:21] So that's what we need to do. Six months to sort of get a hang off rule. Yes. Standard. Yes. Yes. [00:07:29] And the second second one group was, as I said, there's no designation. It's a good start. One, you are told. The salary is going to come and then there's no salary. You have your commitments.[00:07:41] And the number on it is that is the thing that it goes. It's good. It's going to be funded. This company is going to be funded sooner or later.[00:07:51] There will be a lot of progress. You will grow in your roles and everything. But it took a lot of burning of midnight candles to understand what is supposed to be done. And the good thing. What as a challenge? What we saw. I would say as professionally, what I saw was the warden was not right for lending market. So many. The feedback was given, though. There were drastic changes in the team and we eventually. The business model itself. So I realized that the challenge was basically to understand what is happening in the market. And then the improvement came. Say, in six months or eight months time again, he goes down, probably up after I joined the company. When that is the finding, those who changes the business model assessment. So that was something which was huge. Okay. And that's a tough one. I would say. But as I said, it's in the cards into religion and different from not in the episode. So I was hoping in my life is Upper Darby. So it happened all the way. Oh, God, that was the challenge of me.[00:09:05] This was the longest, the longest challenge I had because you said you were in the relationship from 16. Yes. Yes. So this was actually the longest time. Yes. Yes. The second one was I think it was ongoing.

BB[00:09:18] How long were you there looking to get into?

M[00:09:25] No, I would say first one, you know, would most challenge the show. Two years would have been a challenge.[00:09:29] So he did it for six months and it was one year. But this one was an on which actually overlapped on the these. Yes. So I just thought it would be saying for six years or so. So after marriage, there is no there was no challenge person challenged Pacino because it just being, you know, nine no challenges as such. Cancel each other before marriage. That was the challenge. The challenge was not within the actor's external next. To what extent? So how did you overcome it? [00:09:56] So it's it took a lot of convincing and there were a lot of things that were supposed to be managed from my end as well as my life. And so we did whatever was possible. And it took a long time. As I mentioned, it took almost two to two years after introducing to our families and ensuring that they get convinced. So it goes ahead on thing men. You made a decision. You made a decision. So there's no looking back. And we did what was required. And at the end of the day, it was too late. I would say, oh, the journey itself was something which was exciting and being in relation for six years. already three years previously. [00:10:48] But the hope so. [00:10:50] Well, that gave me a lot of confidence that I knew for a fact that she's going to go back, that my kind of lifestyle, because she had seen the days where and I was not even paid to do my job. So I was quite sure that things are going to work out fine. And I had been blessed with the love, obviously, that kept me going. [00:11:09] Yeah. So these are the three cornerstones.[00:11:13] And you say love kept doing so. Was the love extended that wasn't dealing love.[00:11:25] Love from my wife as well as maintain a low as. OK.

BB[00:11:34] So. OK. I'll give an instance where you have set a goal, but then you chose to pursue something and.

M[00:11:48] I had set a goal, but I chose to. Yeah, I would say. When I joined the Lions, I was with the landscape and was very obvious and my ambition was to go up to the country and live a land I had planned because I had to and enough yes to the company. And I knew for a fact that if I stayed for three more years, four more years, probably I would become a country head because I was a store manager. So that was two thing. But then I deviated because a startup came in to a picture and I was right. It was quite monotone as the job was quite monotone. So I chose to.

BB[00:12:30] Okay. So the factors that made you choose deviate from your original plan was the fact that this was going to give you. It just was not us.

M[00:12:41] This was not one of the most fun things I can think of. The US looked a lot more awful milestone for me at that time. Okay. It looked like a longer journey and being a part of a company for that long, you understand who is going to succeed and what are what does going to be the changes from the management side of the thing. So you really don't see. When I was not able to see myself as though no country had ideas, so I decided why not buy out some other company? [00:13:19] Okay. So then what? You then actually saw that there was an analysis behind it? Yes. You actually found out. Now this is not going to get me the ball that I want. That's vending machine data. Okay. So that means that anyways, if I put it this way, you made a goal to achieve something. You analyzed and found that you were not going to reach it in your jeans.

BB[00:13:42] So this answers my next question, I think, which says that if you had two things. See you later.

[00:13:54] I would like that. I'm sorry, but that I had said that. Well, I mean, I analyzed it. I realized that I wouldn't be reaching the goal here. But at the same time, I can reach the same goal probably in a different company. And that's how it is.

[00:14:15] So that's up here. So this really isn't that bad. When a goal is not the other one. Yeah. Yeah. Okay. So.

[00:14:24] Is there any idea or any president or any group that in your mind that they're too obsessed about with something of multiple activities?

[00:14:40] Logistics is something of an obsessive business idea. So I have been looking in this segment of that and I have to think about, though, I know how to make it operationally efficient. The logistic kind of space. So that has been the question. Whenever I have interacted with any of my thing. So this is something which is below the lake. I have been trying to find a solution.

[00:15:09] Okay. And have you ever been distracted? So you had multiple obsessions listing. So have you ever been distracted from any one particular operation?

[00:15:19] And this year, did you mind deviant in my mind?

[00:15:25] Not actually. No. I consider that, though it's more on the thinking part of me, which I have to do. So it doesn't really bother me. Oh. While I'm given a task or I'm working on it in both life as well.

[00:15:41] So it suggested in back of my mind, I am obsessed with the idea that I need to find a solution for something like this.

BB[00:15:49] And so if you do get distracted going into a hypothetical situation. There is nothing that you really want to be obsessed about.[00:16:01] And there's something else that has come up which you would think, you know, thinking, adopting your theme that you moved from the country, he had to go. And then to top that. No, I would do it somewhere else. And you shift to do them.

MM[00:16:16] So what would be the factors that would actually make you deep? The decision to deviate to good. I would say. Oh.[00:16:36] As it proved, there are some odd positions like O idea or something of that sort.[00:16:42] If it isn't sink, then if is something is that comes in sync with that destruction of that opposition of mine, then probably I would deviate. Okay, Bill, now that's not as I happen. It has not happened yet, but I am pretty sure that if something comes out and like I said, if there is a solution, say, to increase the operational efficiency for logistic space and some startups come a gun center, that's when this is going to be the solution. [00:17:13] I wouldn't get deviated or that probably that's that's what I mean. Okay. And.[00:17:25] So right now, your role is I am looking as business expansion manager.[00:17:31] Okay.

BB[00:17:32] So what exactly do you have to do?

M[00:17:34] So I've made it. My role is to appoint 10 partners, distributors for the product. We haven't gone back to the keyboard and make sure that there's a different method which functions on fetuses. So I have this team who we focus on bulk selling of this product.[00:17:58] Okay. And building the relationship basically and then understanding what problems they face and ensuring that we move this product. [00:18:07] Okay. So your job would then entail a lot of engagement is a lot of interaction and then very little time to concentrate. Concentrate on on the. I don't make. So you're given a reasonable. Right. And. Okay. So I'll give you an example. So say you are trying to find channel partners in my.

BB[00:18:36] So how would you go about it while you're doing your duty to.

M[00:18:40] So this does comprise of my data activity. And the first thing how we approach them is usually through know that we have a list of 10 partners who are appointed. We generally ask for references, orders. We would see of any company like BBM or phone by anybody who has distributors in that market. We would approach them. So the job is 80 percent communication or interaction with them. So 20 percent is made in the making the report. And that happens only during the same last last lies of the day. OK. Every day. Every day. Every day. Last year.[00:19:23] So.

[00:19:27] No. Which means. OK. So then it is a different dynamic. So here you are on a very fast these things. Talking to people. And it must be on the phone all the time. So that is what you're doing.[00:19:40] Then at the end of the day, you have to now sit down and make your report. Right. And it takes you say two hours. I can't say I'm making the report. It just wasn't going to do it.

[00:19:52] How soon can you concentrate on the job? I. OK.

[00:19:57] So it's not only the four day phone interactions we usually meet claims was on a regular basis. So I'll see if I have to start preparing that. It puts a record thirty 5:00. If I say done at 5:00, then by 5:00 then type of being. That's when I will probably type in the first thing. Yeah. The 10 plus 10 15 minutes goes on. Collecting what has happened and playing and understanding what is supposed to be center then anything.

[00:20:29] You also have to write the exact game plan. So if you take the first 15 minutes to do it and now in your previous rules may not be this one.

BB[00:20:44] Was there any time when you had to concentrate for more than two hours? So here I understand it is to was Max MPD? They do have to really put in an effort like this in previous organizations of previous organizations.

M[00:21:01] Yes. Oh, I would say when I was working with group was.[00:21:05] Oh.

[00:21:08] In fact, it was not only it was it was more than I would say it for three to four hours. We used to just brainstorm and ensure that we it's not only discussing and so on. There was this funny rule of the founder of Ruthless. So he used to say that brainstorming should happen in the room, but we don't a docking. So everyone used to write oh, we used to have will or will like a WhatsApp or a probably email kind of stuff. So we used to everyone needs to take in that group, but nobody used to talk. So that that was something that usually I mean, you were concentrating on that particular thing for the US to find a solution. And everyone is giving their opinions, but it's silent. But at the same time, your brain is concentrating. Be on that particular mistake. And that would go on for two or three hours. Sometimes it has ended up for success as well.

[00:22:11] Ok. And you would be able to do it without taking a risk.

[00:22:14] They don't. Taking a retinal after the US and the lead. Then do take a.

[00:22:21] Think of me for how long?

[00:22:24] It's okay. And then you come back again.

[00:22:27] Come back again. But it would take a bit of time for me to say. At least they're looking. That's after that. So if so, it's Anthony.

[00:22:35] Hup! Hup! Yeah. Yeah. To get back into the theme collecting at any rate. Yeah. Okay. But darling, this gentlemen's idea. This is a pretty good. Yeah. Do we actually, you know, make things better? What happens then is, you know, you are recording everything that everyone is exacted on him.

[00:22:54] And what happens is eventually. Oh. So this is something which we wanted to explore. Even just three of the fallen, though, we B C of BP was this so neatly.

[00:23:07] And then my. So we think of this many when we use a dog. Everybody used to have this beach or the dawn vet and everybody wants to well, you know, make sure they don't want this. So that was that was it completely. And the focus you store this domain on just finding a solution.

[00:23:26] Because of my marketing guys are noisy. Yeah, exactly. Pocketing my income. Exactly. So the knife you've got the knives and it actually you're in a lot of inputs of rubbish.

[00:23:37] Otherwise people room express.

[00:23:39] Yeah. If that sort of thing would get done. Exactly.

[00:23:45] Pretty good idea. I think this idea. Is there any.

[00:23:51] So you want me to focus on that? Well six months was six week, six hours or some other time. Yeah, maybe.

[00:24:00] All right.

[00:24:00] So say you're working for eight hours.

[00:24:07] Six hours is gone. Do this. Your next job after that.

[00:24:13] What what what would that be for the next to us here? It seems to be.

[00:24:19] Oh, yeah. So I have observed this, that if I'm giving six hours to even now, if I'm if it's a it does shift.

[00:24:28] Oh, six us is in meeting and I'm concentrating really on the work and everything lately meaning to us generally goes in analyzing what is right, what is wrong and then coming up with solutions or brother it's more.

[00:24:44] Oh mind mine deleted thing. Okay. So these videos. Yeah. You are not actively. Oh yes. Yes.

[00:24:52] So you might not be engaging with anyone, but you posted within yourself. Feels to me working. Yes. Yes. Yes. Would you be working on it even on the label?

[00:25:00] Sometimes, yes. If some banks. Yes. You if it if the problem is bigger and there is no solution, come out of it. Some banks I tend to think.[00:25:11] But then normally normally I leave it once the work I have done, I leave the problem till you switch off on guided off, switch off, switch off or probably engage in the thoughts. Oh, mobile abysmally low finally and all that stuff.[00:25:32] So use it. Telephone. Well, yeah. Okay. And have you the team to pool that to utilise the content. Yes.[00:25:47] David. Two incidents I would say they did work. One was the last one. And as I said, the first goal was to complete the years in the company and greet the pope. A petition which I had planned by that day. And I was able to do it through the lens of. But in Goofus, it was not able to dine with ablution. It was more odorless, less of o solution to the problem. Ah, oh, business model, which was supposed to be set up so that the goal was to use.[00:26:24] Ok, that took off any little company.[00:26:27] Yeah, I did club meeting. I was asked to model Noida that there was the head office, so I had go to him for promotions or that within a span of two weeks and I was taking care of complete salt as a region. So I was taught to centrally operate so that I can get off north and so it doesn't miss best. So that was the plan which I wasn't ready to dig up because my family's busy road band, I and my wife was in Bangalore. So I did offer them. But then there at that particular juncture, they're not willing to have any operations or disease management days.

[00:27:17] They start a band all they wanted to completely shift office. So that's when I had to back my.

[00:27:26] Have you overcome some setbacks? You know, you have to conquer for training so that you could conquer important challenge.

[00:27:42] I've been quite get it.

[00:27:44] Ok. So how do you overcome any setback that that was required to overcome? Major third, major challenge on an important challenge.

[00:27:59] Having a little bit challenged to that extent, first of actually all, heroes. To be a very recent. So before I joined the company, the challenge, but no model for the John Button model. They did have attended by more or less. They wanted me to find it. But before that, there was one particular company which was buying products from my and was a shooting in India because of Veatch. So.

[00:28:29] The model was not successful. He was not able to pay us back. And there were a lot of things which went wrong with that, but no partner. And that deal with a lot of negative feedback in the market, which made them think that this particular model will not eventually succeed. So in my view, as better than that, I would with my model here. They were very clear that this model we are hiring because we want to play it out. We are sure that it's not going to work out, but we want to. We want you to try. If it's not a way to work out, then probably we'll have to give it up and say yes. And you'll be fine. Okay. I started out with this and I told them that I would love to predict this challenge because I'm not here to Subway. I wouldn't want to do something that is meaningful. And if I recall, that is a genuine market feedback that this thing would play. I would definitely be more than willing to leave the company and that I took it as and then made sure that we have a point of good channel partners across the country that shows how many years.

[00:29:35] This is just six months back. Let's join the citizens. Yeah. So you said fans discourage you? No.

[00:29:46] Then we'll do it. I know. Hard. Yes.

[00:29:52] And I would.

[00:29:56] I would like to think, yes.

[00:30:00] Do you have any team members?

[00:30:03] Oh, yeah. I have. But it might be. Yes. Recently he says just two people.

[00:30:08] Two people. And what did say about I.

[00:30:13] I think, oh, there's one person who is actually connected to me, but another person is looking from here. So so I would say they would love to work with me. I believe that. And I make sure that I support and ensure that whatever is required as the person heading a particular project, I would give them one day devoted to that. Okay.

[00:30:39] What is what one would hope to display? Good.

[00:30:46] I take it. I'm not sure.

[00:30:49] Oh, you don't. You're not sure of the word. I'm not sure what the word they were. Definitely use something. But much of what I can do to you. I would do. She something she can. Yeah.

[00:31:02] And what would he say to you?

[00:31:10] At least from my perspective? I would say he he would say whatever I say I do. Okay.

[00:31:18] Not in a word, but in the sentence. He would say that. What would I say?

[00:31:24] That's it, I think.

[00:31:27] And this activity that we do, you know and you know how you feel about it, you think it's so.

[00:31:39] So.

[00:31:42] Then there was someone who made me I had to off with so badly. And when they spoke to me at length, almost 12 hours over the phone system of me to keep their job. I think so. Yeah. And he convinced me over that. So I was deeply impressed by the vibrant culture of the startup. And then I joined them the first day I was made to sing and dance. Was this something that normal for others, especially when I had gone from three on my neck on power lines for this?

[00:32:17] It's huge. And as the gap is too big. Because I have the day, I IMO that I was given a notepad and a pen I was supposed to write. Nobody got in the lines or here.

[00:32:28] And I come in this bunch of people meeting you. They ask you to sing, they interact with you. It's it's oh, it's not necessarily a professional, audible, personal kind of interaction. It's just so, you know, breaking the ice kind of scenario.

[00:32:46] But doesn't that does have a lot of impact on me that it didn't have a lot of impact on me when I joined.

[00:32:53] And sooner or later, this meditation thing does help us whenever we do it. I usually do it in my household. So on a regular basis. So whenever it's Tuesday, we usually do this activity on Tuesday.[00:33:09] So if it's Tuesday on good and mouths, I come all year so that I know for sure that four minutes or three minutes, whatever I would, I'm going to spend in meditation.

[00:33:19] Okay, it's time to do it at home. That's good. Davis to that point. What do you do it?[00:33:24] So I before sleeping and they wake up. So every day there's this 10 minutes, I keep it. But I actually I am able to meditate for, say, five minutes, five minutes, essentially.

BB[00:33:40] What do we may actually meditate?

M[00:33:42] So during those five minutes, I am not thinking about anything. Your mind is blank. Mind is blank, minus blank. And so I have a video good balcony with and I have boards and a lot of jumping going on in the morning. So that does give me a very soothing effect. And I'm just able to concentrate on my body at that particular time and my breath.[00:34:12] Nothing is still cool in the at night. And you do what? What technique? [00:34:20] So I generally do this once I am into bed. I would read a book for, say, 10, 15 minutes and then probably meditate then. And I just close my eyes and think about the things that has happened during the day.[00:34:39] And then, oh, that is that goes on for 10 minutes, though my eyes are shut and then super would be two or three minutes in the name that. And I'm actually. But I wouldn't think anything else and just boot. Okay.[00:34:58] And you do.

BB[00:34:59] So you do 10 minutes in the morning at 10 minutes at night, and you do this every day. Yes. And follow me. How many months, years have you been doing?

M[00:35:08] I have been doing this for almost four years now.

[00:35:14] I think I ended. No. But may I just suggest a few?

[00:35:18] The showbiz.

[00:00:01] Sharp So indicate how you feel about this interview. So you've got something to be finished with this. So this is the challenge of the ability.

[00:00:18] Was it law high and you couldn't range it from zero to nine? And I would not at all. And very much whatever you want to know that. So this is your interpretation, basically, was this activity important for you?

[00:00:35] So I just filled it up. Yeah, just. Then you can get them a.

[00:00:45] Other kids to do.

[00:00:59] I put it to others, sentence me on it, that it could be sold into an organization also, you know.

[00:01:08] So that's what I want to understand. Why is it important to you? So whatever you feel, it's yourself. It isn't what I feel.

[00:01:14] Oh, yeah, it's yourself. As this entire questionnaire is based on your self assessment.

[00:01:20] I would like to say, yes, something like this is something that is not I would like to know.

[00:01:32] So this is all the time.

[00:01:48] So if you had a choice, if you didn't have to come here today, Lakshman hasn't gotten you here today. What would he have been doing?

[00:01:55] I would be actually going out to meet or plant some delaying. You know, I have that scheduled at 4:00. So I would think it would have enough for me to beat the wall with this traffic.

[00:02:07] Yeah. That's a good job. And who would you be with?

[00:02:11] I would be with the bank. And what would you be doing at. That would be a discussion. OK.

[00:02:16] Thank you. Thank you very much. That was pretty quickly done. Thank you so much. But just did something. This is for your good piece. Are next in line are giving the. I didn't get in front of you. It's one thing I will be scripting this drilling again. So once a dance, could this give me a and. So once I transcribe this, they go through with it a mind, get a few more questions in my mind. And I may need to ask you at that point, I might drop you any minute. What it is. Well, you've got to me at it all day long. Yes. OK. So our signs says this is not good science.

[00:03:05] So this is that our brain has got five structures so that it's the period more than the frontal lobe published here that is receptive to meditation. And this is the part that distinguishes us from animals, even from monkeys. So then you've got them on monkeys. Monkeys. This flight is very little. The US is the maximum. So when we meditate, this plant grows. Its a muscle like lengths of brain is basically nothing else but just a muscle, just like your body. So if you meditate, your training, your mind, what, meditate or do any kind of cycling, running, blaming, thinking, any of these things that could give you the basic level of so any of these activities and meditation when you're doing it for six, six months, we give the same result. So sort of give the same results, you could be bringing in anything. But generally the individual were also does the same thing. So those with all have the same effect. Outcome is the same. So when you're doing that, your mind sets itself and it starts working. Okay. So suppose you are right handed and totally honorable. That is our way of looking with my left hand to your left part of the brain, which was not working. That's okay. Okay. So that that is how this entire brain works, which is land, music and sort of bottom because music effects for lights or people at once. That is. And one part of the brain is the same, but that Kansas maps which is led essentially through play music or if you listen to music, the language of maps, that's where the connections come in mental meditation. Scientifically, it's more than you did 20 minutes long, 10 minutes.

[00:04:53] Okay. Because what happens with because you have been doing it for four years. Had you been doing in 20 minutes for four years, 20 minutes at a stretch for four years? It would have said mechanisms that I am telling you this because you said one thing, that it takes you half an hour to take a break, but then you come back and say politics without much time to assimilate and then stuff. That is because of this. If you hadn't been doing it for 20 minutes, minimum of 30 minutes, then that dissimulation and decreases by the time you're back, you actually take and you can stop doing it immediately. That's wonderful. The second point is like when you get disturbed, I know you said it takes a day to do this and we need to think about it and that again. One more thing is sort of basic foundation work. Yes, it's done. You've been doing it for four years monthly, obviously. Right. But that's not enough because especially for your viral marketing interactive mode to engage you, you you're not giving your mind rested on its lot of noise and in mind keeps getting the noise all the time. So since a man gets that noise, what happens is that then it's like a battery. You fill it, it starts draining the lake and then you fill it and named again. Luckily, you're sleeping because you're doing it at night. That sleep and that meditation helps you to replenish it to some extent. OK. It's the sleep as well. But if you had been doing it for 20 minutes, it would help you beyond this sleep. Wonderful. OK. You know, it would give you that much extra charge.

[00:06:35] So you understand what your battery doing extra time. That's where it comes from. Wonderful. So what? I tried to do it for 20 minutes. I would have been a hazard for energy. Jesus, the.

[00:06:46] But they understand that within the organization is tough, but you can do it with your finger. We can do it with your team. You see that for a team to meet. It's easier if it's faster because, you know, I was walking. Another reason being that with this kind of an organization, we are starting now. It can become a culture that once it becomes a culture, then it steeped in do. And it makes life a lot easier. But that's why because it's going to be faster than this. You you're just in the beginning stages already be running up to this group. If things are going well after this, it will be leaps. But we can make night, maybe, maybe smaller steps up. And this is going to be leaps that lead to catch up with that leader. We'll need that kind of stamina that that because this is not a setup set established companies where you have to run with that gut, which is wonderful.

[00:07:42] Then I would think that I would implement that in my life is much appreciated you so much. We'll do that. The show.

[00:07:53] It's.

[00:09:03] Not everything.