**FINAL WEBINAR For Coaches &amp; Consultants V4 2 Editted.mp4**

[00:00:00] Welcome. You're in the right place at the right time.

[00:00:02] Congratulations on finding this. Let's get right to it. So the question is this how would you like to launch your very own six figure coaching consulting business in the next 34 days without having to personally close sales yourself. And then how do you launch. And then scaly from six figures to seven figures and then to over eight figures and beyond. What if you could actually systemwide the entire Oasis customer acquisition process using a simple automated presentation and get yourself a high to get closer who enrolls 3000 to ten thousand dollar clients daily into your products and services so that you don't have to do any of the personal telling convincing how great your product and services. Imagine that. So firstly if this is the first time we're meeting. Just a quick little introduction. My name is Shakira Hussein Forbes calls me a digital trendsetter and I'm the CEO of funnels dot com over the last nine years starting from scratch. I've been able to generate well over 30 million dollars in sales before the age of 30 years old whilst traveling 100 plus places all over the world. And I've been able to have a lot of fun and actually have a life because I know a lot of coaches consultants when the game business. You can have. We can be hostage to your business and not in the beginning. I said to myself no matter what happens I want to make sure I have massive system ization and automation so that I can be able to travel around the world. And I did and I still do right now and I've been able to not just travel around the world but I've been able to meet legends and heroes and network and consult with some of the biggest entrepreneurs on the entire planet. And here I am with Richard Branson the Virgin billionaire. Here I am with Ty Lopez the social media guru here I am with Tony Robbins. Just connecting with such high level entrepreneurs. And this was always a dream because I used to watch the videos on youtube so I used to watch them on TV Well I used to always see them on social media and then to call some of these guys my buddies and my friends and be able to network with them has transformed my life and my family's life.

[00:02:20] So proof.

[00:02:23] All right. So how to swipe deploy and profit wildly from a simple three step system that can be added to your business that generates an extra five or six figures per month. And I know if you're listening to this you're thinking Wow five or six figures per month maybe you want to make an extra six figures per year. But I want to open up your mind and I want to open up your thinking to what's truly possible because this free trading workshop is for serious coaches consultants experts service providers authors speakers product creators digital marketers and for anyone who aspires to launch a knowledge based business. And I want to show you how to make more income than ever why it's actually working less. What a concept I know. Imagine this imagine actually doubling or 10x in your income was actually working less. Imagine what that would do for you and the exact strategies I've use to scale my business from zero to six seven to eight figures. And now to a roaring engine of a multiple eight figure business while still having enough free time to actually enjoy life. It gives me time to do what I truly love which is traveling around the world with my wife. He has spent a month in Turkey. I went to Bali when hiking up the mountains. Not really a big fan of hiking but my wife is. So now I get to do those things with her going to Dubai skydiving out of planes and going to Fiji exploring the private islands the the luscious waterfalls and just having the time of my life and not worrying about how much is my flight going to cost. How long can I spend in this country. Can I go and stay. What hotel do I need to stay at. Imagine being able to remove all of those simple little money worries that most people face in the four common myths of becoming a highly paid coaching consultant is that they have to do one on one grind work which is one on one consulting one on one coaching selling their time for money. You never create massive amounts of wealth if you do that. You look for you to create massive amounts of financial freedom. You have to be able to have leveraged programs which I want to talk about in this training session. So you need to be an experienced teacher. People think that they need to know how to teach and all this. This is just a process and we can teach you how to do that. Here's the myth. You don't need to be an experienced teacher. While all I must learn how to do phone sales you know I must learn how to close people in the form. No you don't. Okay. Did the systems out there my coaches my programs that when I sell coaching programs I don't necessarily have to do the selling. I just have to be able to help the clients get a result. And I'm guessing that if you're watching this presentation you're also you don't want to have beyond the phones all day long closing clients comes reading out from scripts I mean it's great but and it's a great skill to have but I'm guessing you can always find the right people to do that for you. Or. How about this one. I can't charge high fees. I've met so many high and highly valuable coaches and consultants but they're charging such minimum prices I've worked with healers financial advisors professors lawyers accountants people from all sorts of different backgrounds and I see people that I've spent 10 20 30 years in the career but they don't have the confidence to charge high prices. Well I'm going to show you how to do that. And these are all floats common myths of becoming a highly paid coaching consultant. So if you want to scale fast you have to leverage your time. You have to incorporate group delivery coaching. You have to leverage your time so they freeze you and that your dollar per hour value goes up and you're only doing high leveraged work work that you can do it once and you can get a payoff for years to come automated and systems. Everything you know every single thing in your business can be automated automated can be systems and we want to help you do that. This is one of the secrets of scaling a business fast this hour in from struggling six figures to seven to eight the multiple eight figures. This is it automated and systems everything. Do not do form sales yourself. You know about five or six years ago I realized I was stuck at the six figure hamster wheel for two years and I was sick and tired of it and I said to myself Okay I need to get myself out of it so I hired a mentor and he showed me that I need to leverage my time and guess what I did. I haven't been doing phone sales since then and my business has gone from a tiny stay at home six figure rollercoaster income to a multiple eight figure business because I've incorporated phone sales. But without me doing the sales. Imagine that imagine would you be able to make more money if you had clients rolling in without you having to go out and do the phone sales yourself. Focusing on the 80 20 in your business. Imagine how cool that is. Okay. Just knowing what makes the money and doubling down on those charging higher fees increases your perceived value. Okay. You get to attract a premium level client from the marketplace. We need charge higher fees. And here's the thing you gotta do this from day one. You got to do this from now so as you're watching this right now you've got to make a commitment to yourself that it's time for you now to leverage your time automate and systems everything. Do not do phone sales yourself. Focus on the 80 20 in your business. Charge higher fees increase that that increases your perceived value and your packaging your promotions your positioning in the marketplace and you want to do this right away. So I'm nothing special people think Shaq you know because I did this at such a young age do I have extra technical skills extra selling skills extra marketing skills. Here's the thing.

[00:08:33] You know just like you maybe I was programmed to think small I was told to go to school go to college go to university get a degree get a job work as a investment banker for 10 to 20 years save up buy a house get a mortgage and I said heck with that I want to be able to travel around the world while it's in my early 20s I want to be able to become financially free in my early 20s.

[00:08:57] I don't want to work 10 20 30 years because I see my dad do that and you know people say Do you know what you were given a silver spoon. No I wasn't. This is actually where I grew up on the left hand side. There was a canceled government housing. We had actually 13 people living in a three bedroom council house council is lack of government housing.

[00:09:20] As I was growing up my parents told me well to be grateful to see you. Thank you a lot. And well guess what. I didn't even know we was poor until I met Rich people I realized OK I need to be on this side and in the middle picture. This is where I actually started my business I was maybe a little overweight morbidly obese really had long greasy hair didn't have much confidence did have a great smile though hand and so on the right hand side is when I was about 28 years old when I scaled up my business from zero to over a million dollars a month.

[00:09:58] Imagine how powerful that is. Literally growing from the streets of East London in the UK to becoming a multi-millionaire and growing my business to over a million dollars a month. And let me tell you I'm nothing special and it wasn't really until I found myself a mentor and a series of mentors that everything changed. I mean take a look at this gentleman. His name is Dan Sullivan and I've invested literally more than thirty five thousand dollars with him. And you know what he coaches me on on my mindset expanding my mindset and you if you start solving deep problems you can charge high fees. The challenge is you don't know how to package position and promote yourself to charge high fees because there's endless amounts of people that are willing to pay you those high fees. And I finally became comfortable charging more than ten thousand dollars for a single day of my time. I started increasing that to over twenty thousand dollars a day for my time and now I really do one on one consults because it's just not worth the three or four thousand dollars an hour that I'd be charging. And so right now I have only leverage programs and now I charge upwards of 40000 to 120 thousand dollars a year for my private mentoring programs and you've probably seen some of my successful students all over the industry I mean I've got a hundred and fifty plus people that are part of my inner circle 40 K program. I've got more than 20 people in my ultimate VIP mastermind program which is one hundred thousand dollar plus per year program and I've been doing this model for a number of years now successfully for longer than five years so I know exactly what works and when it comes to the coaching consulting and e-learning industry it's absolutely booming. Forbes predicts that it's gonna be a three hundred and twenty five billion dollar industry by 2025 and you want to be at the forefront of this okay using my proven always says my up to Oasis stands for my optimum selling system framework. I've been able to help several of my students launch six seven and even eight figure businesses. Tony is now earning as much as fifty thousand dollars in a single month by taking his financial consultancy online. You know this is a picture of me and him goofing around in London right next to Buckingham Palace having some afternoon tea and just having a great time. And I love to get close to our clients because they become part of my inner circle I've helped him leverage go from doing one on one meetings doing presentations non-stop in person. You know this is something that he's been doing for 30 years and then I introduced him to the world of online marketing leveraging programs leveraging systems and automation and now human is 19 year old son I think the kid just turned 20. Young Harry now they'd run ads online and they were able to have people come to them rather than him chasing customers. Isn't that amazing. Imagine if you were doing something for the last 10 20 30 years and then in one go home your life changes because now you have a different paradigm shift and that's what gets you results. So Akhbar Briggs passed more than one million dollars with his consulting business and this is one of my students who came to one of my large events met me in person work with me and now he's helping so many people in the marketplace and you can see just you know he's got a huge smile on his face.

[00:13:26] There was stress broke overweight you know when I met him he was completely broke. He had absolutely no money by him. He put together some funds to attend my mastermind then and now his entire life has changed. He travels around the world he speaks he gets paid the big dollars. People now see Kim out instead of him chasing Paul per employee working nine to five stressed out not getting paid enough under charging for her talent for her work for experience and expertise to becoming a speaker author coach consultant. Now she knows she attended one of our Moscow mine events our roundtable on Mastermind events at my penthouse. She's gone on to transform her life forever. She's got on stage got the click funds to come out Club Award. She now hosts her own events and she's a sought after coach and consultant in Italy. So imagine that like going from absolute nobody no name and nothing to becoming an expert in her field helping Italians get started in business. Imagine that Amy. Amy's is a cool story with Amy because she said to me when I met her in Mexico and I met her in Australia when I met her in Mexico she said to me show when she was pregnant she was listening to my webinars when she was pregnant. And it is so exciting to see how she's been able to grow by leaps and bounds. She was a highly paid coach. Employee working at the top of a field for decades and now she's gone on to launch her own digital marketing consulting practice with her husband holds global and they'd be able to help big clients really take it to the next level when it comes to communication when it comes to digital courses. And it's just absolutely amazing. I mean I'm so proud of Amy she's gone she's just done so well and I remember when I met her. She was so new to digital marketing she was just a corporate nine to five. And she she wanted to get more out of life. She wanted more for kids for her for her husband. And I'm so excited to present her success story to to you this is explode Ma. Scott seven figures so far that's what he's known as his generator of a set ten million dollars in sales. When I first met him back in Singapore Gosh this must have been at least six seven years ago. You know he's completely broke. He was a plumber but wanted to learn about digital marketing and wanted to position himself as a coach speaker a sales trainer and now he's gone on to generate over ten million dollars in sales. I mean he's become amazing at his craft. He's helping a lot of people. And it's just so cool to share this success story. He's from Sydney Australia.

[00:16:23] This is Ray. Ray has become one of my best friends. He started from absolutely nothing. I met him at a live event mastermind and you know when he launched his first offer I told him to charge three thousand dollars for it. I told him how to package it had to promote he had to position it and he's gone on to generate thirty thousand dollars in sales in just a single day. And now I'm working with him to create an automated webinar so that he can create this sort of income every single month hands free and he travels around the world. I just spoke to him yesterday. He's heading off to Turkey. I mean if you really want to be a jet setting entrepreneur and you want to have that time freedom you need to be able to leverage systems you need to be able to automate the nitty gritty the day to day the acquisition the client acquisition the client process the client delivery so that you can focus on one or two things and nothing else. This is how you get started. Get out free yourself from information overwhelm so you're not stuck and stressed and scared of when the next plane is going to come in from. This is being Qatar then Qatar met me I live one of my larger than masterminds he joined my mentoring program and my and got my followers is generally over two hundred thousand dollars in sales now he's gone on to generate well past a million dollars right now but here's the coolest thing. When I first met him he couldn't speak much English. I mean he's from India living in Edinburgh in Scotland and he was a night manager at a supermarket. He has seen my ads on Facebook decided to fly over and come over to my event and he's transformed his life forever now. I mean he's just lives an incredible life where he now gets paid to go and train and coach and speak other people's events. He's now investing in lots of other cool things. And imagine your life you know going from where you are right now to banking an extra 200 thousand dollars or even an extra million dollars in sales just like Vince Carter has.

[00:18:30] This is Paul Lynch. He's from the UK Blackburn UK and I met him you know whether he was trying to sell low ticket products on J.V. Xu on Click Bank. He was making money up and down you know the rollercoaster income feast or famine unpredictable and I taught him how to create scalable predictable income where he can leverage speakers coaches consultants he can start building our team so he can free himself. I taught him how to hire closes How to Sell high ticket how to do all of these things using automated webinars automated funds. Before that he would only be selling low ticket programs and he was already someone who was kind of successful but wanted to really take it to the next level. And I helped him break past the more than 10 million dollars in sales bracket and so I'm so excited to present you his success story has all gone on to become really good friends and help a lot of people together get started in internet marketing. Okay. This is a cool case study because this kid actually met me when he was about 15 years old. He had seen me drive around in a Ferrari get featured on Forbes all of this stuff and he got inspired by all of that glamour and glitz and so he comes along to one of our events with his uncle and his uncle invests in himself and in this little young kid and he's gone on to. Generate more than six figures working from home. Dropping out of school and just transforming his life too. And if you can see on the left hand side this is actually him with his uncle. Over here you can see this is him literally. This is his event that he came in completely from scratch had no clue about Internet marketing but was just ready to take massive action. And this is Glenda. She's a relationship coach slash real estate developer from Toronto Canada. She says I go side with checkers three step followed to make my first three sales online and twelve thousand dollars in sales I'm a beginner. And this absolutely works. Now I've met a lot of people who are coaches healers therapists their consultants they're experts in their own field. But when it comes to digital marketing they have no idea how to create systems especially the systems that we teach to attract clients. Coming to you. So this is Glenda. She is an absolute rock star. Now she hosts her own events teaching people how to visualize teaching people how to create their dreams using vision boards. And gratitude exercises it's just absolutely crazy I love seeing her progress. She's blowing up and it's time for you to blow things up. It's time for you to really get to that next level and upgrade yourself upgrade your skills upgrade your systems so that you too can start generating big ticket sales where people are coming to you begging to work with you. And this is Ian Billingham after 20 years in corporate as a brand executive working for my bro. Ian went on to make over 30000 dollars in a single weekend selling digital products. Now he was making multiple six figures in his nine to five job for years and years and years. And after him traveling around the world working for a big corporation he decided you know what. Enough is enough. They had to let him go. And because he's in his 50s he couldn't get back in a in a typical job and he didn't want to. So he came out he sighed looking around what's available what's there. And he found me online through a webinar just like the one that you're watching right now. Hey listen. He had a call with us a strategy session. He decided he wants to come and meet us come and learn from us in person. And he's gone on to transform his life and his entire family's life forever. He's now a global speaker. He's become an author. He hosts. He does coaching and consulting. Like he's just he's gone on to do amazing things and here you can see him a couple of my life events where I'm sharing with him what it takes to go from zero to 10 grand a month 10 grand to 100 grand a month and beyond. He's come to our penthouse with his family. We spent a lot of time together to help him in an immersion in an immersive environment to get him unstuck. Get him thinking the new way so that he wasn't stuck thinking in the corporate ways of thinking and doing. And so that he could rise on paycheck for life imagine that this is another young man Ziad Adam He just messaged me on Instagram and I get these messages all the time especially on Instagram people can direct message me and these they know I'll see the messages you know he sent me a message saying how he's done close over 200000 dollars in sales like you can see this is he sent me a screenshot of our one hundred sixty thousand pounds for that because he's from U.K. but that works out to be more than two two hundred thousand dollars. If you can see or hear his average revenue customer is close to two thousand dollars. Okay. And you know he's now having two thousand three thousand dollar paydays because of getting my coaching because of getting access to my work and he's transformed his life forever. It's really really cool. Now I want to share that quick one with you here. This is Sarah Goff. She worked for R B S Royal Bank of Scotland for 20 years. OK. She started with us two years ago and I helped her put together systems her and her husband. She met me at one of my life events. She came to one of my roundtables masterminds and look at this while she posts in on our Facebook fastfood since our last post we made hundred K for November. It just literally one month. Like imagine this total sales one hundred and five thousand dollars just in a single month. You know when I met her she this is her by the way of on the left hand corner. And she's a she's got so much confidence so much clarity. She's she's so much more happier now. You know she says to me that she wakes up making already three four thousand dollars in sales while she's been sleeping and she's spending more time with the two kids. She's running Facebook ads the way the way we taught her. You know she's do it. Doing the stuff that needs to be done to get the results that she. Once you know and if you're sitting in front of your computer in front of your laptop and you're watching this and you're listening to my voice and you're saying to yourself you want to be one of my success stories. You two want results like this. You two want to transform your life forever. Well here's the ultimate truth for you to create new results in your life. You have to let go of who you want right now. You have to take new actions. You have to develop new beliefs. You have to take get new results. And that's the only way you get new results by taking massive action so that your beliefs change so that your thoughts change and that your actions change. And so are you ready to take massive action today. This is Uncle Hogan is one of my top students. There's another guy who's passed the 10 million dollar mark and has gone on to do way more than 20 million dollars in sales. He's a investor right now just like he's doing an absolute amazing job with his life. He travels around the world invests in lots of different things. And you know this is a picture that he sent to me a while ago where he said his past 12 million dollars from his 700000 subscriber list. He says your student is making moves man doing average 500 k to 800 K a month. I mean this is what he sent me on What's App. Now imagine that. Imagine being able to go from and by the way this guy used to make about 500 bucks a month as a engineer in India. He finds me online. He makes over one hundred and eighty thousand dollars in his first six months. And then he goes on to bank over 500 k to 800 K a month. And his generosity literally tens of millions of dollars in sales for himself. Absolute Monster at marketing. He's just literally taken the systems that we teach when it comes to e-mail marketing when it comes to webinars automation and scaling. And he's taking it to the next level. And I imagine if you're already somewhat successful you're already making more than 10000 hours a month and you want to now take it to 50000 dollars a month 500000 jobs a month and beyond. Well I can help you. I've been able to do it for myself for many many many years and now I've also helped multiple people break through those barriers. So what would your life look like if you could consistently pull in upwards of twenty thousand three thousand fifty thousand dollars or even one hundred thousand dollars per month in new income new cash flow that gets collected into your business into your bank account directly deposited into your bank account from your expertise or an idea that you may have for a coaching program or a product or service. I mean this is a three step system that's responsible for more than 20 million dollars in revenues just in three years. So step one is we call it a short 20 minute Oasis video an optimum selling system video that targets the right prospects that educates them that builds trust builds value and then we send them to an application. And through that application we qualify them that way we are getting the right applicants. We are rejecting the wrong ones and we decide who we want to work with and that's step three. We teach you either for you how to pick up the phone and actually enroll those clients or a lot of people they don't want to do any of the selling telling on the phone. So we teach you and give you literally access to endless virtual sales closes. These are experts certified. They're just out there and they can enroll your client. And here's the coolest thing they earn say 10 to 15 percent under 20 percent. Usually it's around 10 to 15 percent. Only only when the dollars hit your bank accounts. OK so you literally there's nothing out for you to pay out of pocket to these sales guys to these closes. I mean they only get paid after they've made you money. Okay. And other had sales guys and closes on my team for close to nine years right now.

[00:28:58] I have been doing this stuff this three step model for for so long that this is just like a second nature. And I've you know tested lots of different things I've crafted different things I've spent more than 10 million dollars of my own money in cash of my own money literally testing spending money on ads trying out different things in lots of different campaigns so I can definitely shave years like three to five years easy of you trying to do it yourself of you trying to learn it yourself. And so this is really the three step simple simple model that we use. You know the first step is we we show you how to get traffic to your 20 minute or assess video and people one day watch you watch this and they listen to it. They say OK well where do we get traffic and leads from. Well like I said I've been using paid media to attract 5000 to 10000 clients for longer than four years. I've been using this three step model for as long as the last.

[00:29:57] In years where people come in they watch a video the book an appointment they get qualified. Then they schedule a time to speak and then they get enrolled for high price programs. So we will show you two main travel zones that we can show you other different traffic sources such as Youtube link 10 and all of those. But our core focus is gonna be on Facebook and Instagram why because across these two platforms there's unlimited potential for scale. Like you can literally target anyone and everyone that has the money to buy your products and services using these two platforms. So really what happens is we show you how to place tiny little ads all over the Internet and if you have an extra 30 minutes to two hours a day you can do this. There are those people that traffic those leads. They come in they go through the 20 to 20 minute ISIS video they go through the application.

[00:30:50] Then they go through step three which a virtual saves closer rolls them into your products and services. And we can provide full training and support on all of these steps so that you can focus on one thing which is just delivering your product. And again we show you how to systems that so you can get out of the grunt work of doing one on one and leverage group coaching. So we've been able to literally generate sometimes 5 x 10x our return on investment from our campaigns I mean I've spent close to two million dollars just on Facebook ads alone I've spent so much of my own cash on email marketing on solo ads on JD like I've done it all. When it comes to getting traffic and I know exactly what it takes to create winning campaigns that give you the big R or Y. And again as you try to do this stuff yourself a lot of times you can easily go and blow 10 20 30 thousand dollars forty thousand dollars. If you don't know what you're doing OK. If you don't know what you're doing you want to spend a lot of money. So it's important that you get the right coaching guidance mentoring and support before you put yourself out there. Otherwise you're just going to make a lot of these mistakes and these mistakes can hold you back. So what do you need to get started. You want to identify the one deep problem that you can solve and sometimes you may think you can't solve anything but trust me. You know you have the skills you can develop the skills to go and solve a deep problem that others will pay you big money for and then you want to structure your signature offer and you want to charge at least three thousand dollars because in this day and age all of your customers on Facebook Instagram YouTube Linked In. Now for you to go and advertise and you to go and get customers from those platforms you have to have a offer and a funnel that.

[00:32:43] Is three thousand dollars and beyond. OK. This is the day and age where you just can't be profitable you can't be profitable if you don't if you have like a 500 or a thousand year old program it just doesn't work like that anymore. OK.

[00:32:56] And then what we'll do is we'll help you deploy my simple three step system and then we give you the campaigns the templates the tools the resources that you need to start generating high quality leads on demand. And here's why I'd like for you to do you know I'm looking for a few more students to mentor to getting to that seven figure level. And here's how I'd like to help you. I'd like to actually help you structure your signature offer that you can sell for 3000 to ten thousand dollars each. I'll give you my exact time tested proven three step funnel and walk you through step by step how to deploy it in your business even if you're completely brand new to digital marketing. I can help you transition there. I want to hand over my eight figure frameworks the systems the processes the insights the tools the resources so that you can profitably deploy them in your business from day one and reduce errors mistakes time and energy that gets wasted. I want to also introduce you to seven figure closes so you don't need to worry about finding ethical responsible and efficient closers to sell your coaching program. Okay for you to go and find them. Sometimes it's hard because you've got to filter out who's good who's not good.

[00:34:13] You've got to filter out who's actually who can actually collect money and say it's for you for your company and they need to have they need to be friendly. They need to be trustworthy and they need to be in somewhat of an expert in their field of closing. They don't need to be an expert in your product and service just yet because that's what the training and coaching that we give them so that you can have peace of mind that you have the right people. Closing sales for you getting deals for you without you having to burn yourself out.

[00:34:43] So this will show you how to finally put your business in a class all by itself. So you become the only solution that your prospects will be searching for and begging to buy at a loss. Create extraordinary demand out of. Thin air by revealing the real problems that plague your prospects. Problems that they didn't even know they had.

[00:35:04] And then you can get them much better results. And imagine this imagine you finally exponentially boosting your sales. Day after day month after month year after year because you do the work once and you keep on getting paid and you keep on getting customers coming to you and magnetically attracting them instead of you chasing them. Some looking for 10 new students only. And the goal is taking each of them to seven figures. If that gets your interest and you're serious and you commit about your growth about your business success then let's say time to talk because if you are interested in becoming one of my next success stories just look at my idea Akhbar. Just like Sylvia. Just like Paul and uncle and all the success stories that you saw and heard about. And if you're seriously not ready to take massive action this if you're ready to go from where you are to where you really want to get to in the next three to six to 12 months apply below for a complementary strategy session and see if you qualify. Right now these plots are limited. We've had literally tens of thousands of people applied to work with us. So when we open these spots up they always get filled up right now since you're watching this and you're here. Spots are open so click on the link below right now and apply today. Apply now to see if you qualify to work with myself directly so that I can help you deploy these three step systems in your business so that you can generate an endless flood of new customers new cash flow and new revenue. So I'm excited. I hope yours gets you excited to go ahead right now apply below and I look forward to speaking to you on the phone though soon.