

12:02:05 Welcome to this episode of timely topics, an educational program of lotus network, lotus network.

12:02:12 Believe it's never too late to rediscover your potential and make the next chapter of your life the very best.

12:02:19 And now here's your host.

12:02:28 Okay, can you guys all hear me? Everybody, we're okay.

12:02:33 Great great, great great good morning, everybody for those of you who don't know me.

12:02:38 My name is Leslie Hinz, and I am one of the co-founders of Lotus Network, and we are so pleased today to welcome Deborah.

12:02:47 Fine back to speak to us. Deborah has been a wonderful friend to Lotus.

12:02:52 She's emceed our events. She sat around the kitchen table with us, and we're thrilled that she's back with us today to share her words with wisdom.

12:03:00 For sure. So a little bit of housekeeping to start off with, just a reminder that we offer closed captioning, and all you do is go to the bottom of the toolbar, and then you click on the CC.

12:03:12 Box, and then another box will come up, and you will enable the closed captioning on the screen.

12:03:17 So it's really easy. So just a couple of things.

12:03:21 We're over. The moon, excited about our upcoming signature.

12:03:24 Experience. It's April 23rd, and we have secured Sheri Salata. She's our keynote speaker.

12:03:32 She started as a clerk at 7/11, and became the executive producer of the Oprah Winfrey Show, and went over Winfrey moved to LA Sheri found herself having to reinvent herself, and so she's going to share her story of trials and

12:03:50 transcendence and transformation. And it's just gonna be an outstanding program.

12:03:54 Thank you guys for being in the school room in 2018.

12:04:00 You already know how amazing this event will be, and, as I said before, Deb was our MC.

12:04:07 For the first event, we would love to have you join us. If you can't join us in person, you can join us virtually. There is a virtual option, so just go to Lotus Network.

12:04:18 Dot, org or email, any of us, and we can give you all the information.

12:04:23 I promise you it's going to be a super special morning.

12:04:25 Our next talk about a program, our next let's talk about a program celebrating International Women's Day.

12:04:35 And it's March the 20 first at noon, and it's on Zoom and Janice plus, and Ellen Keckler both, who are here today will be moderating it.

12:04:45 It is a wonderful program. And we're gonna talk about who was the most extraordinary person in your life.

12:04:50 So join us for that. We're also offering these conversation salons.

12:04:58 The next one is Saturday, March eighteenth, at Cobel Library, and Gwen Crawford, who's there?

12:05:03 You guys can see, Gwen is moderating this group.

12:05:07 It's just a comfortable place where we all get together.

12:05:10 Glenn comes up with the topic. She doesn't tell us what the topic is, and then we all can dialogue about it.

12:05:16 It's a really wonderful way to spend your Saturday afternoon, and then mark your calendars for March thirty-first, which is our next stepping out program in person in golden Colorado.

12:05:30 We're going to learn the history of Golden Colorado and the gold rush, and I think it should be really fun.

12:05:35 You have to sign up for that one, and that one. I think it's a 25 dollar charge to go.

12:05:43 So sign up because the participation is limited, so you can jump on the website and get that one as well.

12:05:48 So few now onto our presentation. Denver's own Deborah.

12:05:55 Fine, the formerly shy, tongue-tied engineer is now a nationally recognized conversation and networking skills expert and motivational speaker, Deborah's best selling book, *The Fine Art of Small Talk, How to Start a Conversation Keep it Going* build networking skills and make a positive

12:06:15 impression has been published in over 2 dozen countries.

12:06:20 Her recent media parents include the Today show and the early show CNN.

12:06:27 Npr Npr. Morning Edition, and hundreds of magazines and newspapers across the Globe.

12:06:33 Deborah is a client. The list includes National Associations of government agencies.

12:06:38 Jp. Morgan Chase, Lockheed Martin, the National Association of Electrical Contractors, the American Buyers Association, Arizona Bankers Association, and Procter and Gas.

12:06:50 You can learn more about Deborah at Debrafine.

12:06:53 Dot com. So let's please give a really true warm welcome to our friend Deborah.

12:06:59 Fine!

12:07:01 Thanks so much, Leslie. I'm honored to be here with this great audience, but also with you today. Leslie.

12:07:09 I think some of the audience heard early on that today is your mom's birthday.

12:07:14 She's no longer with us, but I got to know Sue Miller.

12:07:17 She's a hero, not only in the community, but in the country, in the world.

12:07:23 For her, the way she carried herself through cancer through life's challenges.

12:07:33 Huh!

12:07:29 And so, as being an author myself, I couldn't help but make sure I had a treasured copy of the book that Sue Miller wrote.

12:07:40 I'm tougher than I look, and she's a truly an inspiration, and continues to be an inspiration because of this legacy, not only with you, and I see Jeremy Williams as her grandson is on our in our audience, today, but this book, is truly an inspiration I don't know
12:07:55 is still available. I probably should've looked, but I bet you got something, so I really did want to acknowledge your mom today. She's such a dear person in my life.

12:08:04 Thank you. Thank you.

12:08:04 So here's to sue you know. There's some other audit authors I noticed in the audience today being an author.

12:08:13 Isn't that hard? I don't think the hard part is selling your book. I think that's the hard part.

12:08:16 But Audrey Box will. I know it's just marching around outside on her.

12:08:21 She's on some walk, her book sold a soul, and me, Aaron, he is on if you've had Audrey Andney have been on this program with Lotus Network and these memoirs.

12:08:35 Is there another one? With the word soul in it?

12:08:38 Right me. I'm sorry that I'm forgetting it.

12:08:40 I should have been holding up your books, but her memoir of fleeing Vietnam and her life here is around the corner for me. She's an amazing person, and I saw Lynn Hellerstein on today, and she's written many books so It so there's a

12:08:54 A couple of things I wanna talk about today: the lotus network is all about cultivating connections.

12:09:00 Building relationships with other people like us, and different than us, and they give us so many opportunities, whether it be walking in golden or going to a conversation salon, or

going to the signature event in April to meet new people to gain new friendships to network if you are still in the

12:09:20 is the same kind of role I am working full time before I talk about some icebreakers and ways to get those conversations going and keep them going.

12:09:31 I do. Wanna talk about 2 new areas. I as soon as I hold up my block.

12:09:39 This is my new book, The Fine Art of Small Talk. It was just released in February by Hachette. It's the newly revised second edition of the Fine Art of Small Talk, and why is it new?

12:09:50 And how is it different? Well, a couple of things, number one, there!

12:09:54 There are no anecdotes about video stores any longer in this book, because that is old news and no one knows what a video store is any longer.

12:10:03 But a couple of topics that I really touched on deeply in chapters that I felt were really important.

12:10:11 And most people don't think of them as small talk.

12:10:14 Because everyone thinks small talk is so trivial. And what a waste of saliva!

12:10:19 And why would I wanna learn how to do that? Whereas I think small talk is the appetizer for any relationship.

12:10:26 So 2 areas in the umbrella of small talk that I've covered in this news.

12:10:32 Is number one. Political discourse, How to have a conversation with someone who might have opposing views, who's not abusive and not offensive, and yet have an existing, and during these times it's become increasingly more difficult.

12:10:50 I think, and the other chapter that's really new and different is a chapter focused on interacting with people when they are suffering, whether it's a loss of a job, a loss of a person in their family, someone that's ill.

12:11:04 What do you say? So let's start. There, I wanna share an anecdote with you that is fresh.

12:11:11 It happened yesterday. My husband, Steve, is a volunteer at Children's Hospital.

12:11:17 He does magic tricks for children and their families that are in the lobby of the hospital, and before Covid they used to go into the children's rooms and do this, and they're on the cusp of possibly doing that again.

12:11:31 But that hasn't happened. So he goes into the lobby and he wears it.

12:11:34 Dr. Sue's hat. He has this whole wagon of tricks and he's not that skilled. In addition,

12:11:40 By the way, so if you're looking to volunteer, it's really, for, you know, up to 10 or 11 year olds. So you can fool kids.

12:11:48 He can fool me sometimes. What's up to this boy?

12:11:51 Yesterday, he said to the boy, How old are you? And he says, 9.

12:11:55 And then Steve did what he's required to do by Children's Hospital, and that is to say, are your parents here?

12:12:02 Because you can't have an adult person walking up to a boy and just engaging them in a magic trip.

12:12:09 You need permission from their parents. So he said to this boy yesterday, Are your parents here? And his parents?

12:12:18 This young boy says, Well, my mom is, but my dad died.

12:12:22 He's in heaven.

12:12:24 And so Steve did something wonderful yesterday, and I don't wanna take credit for it.

12:12:31 But when I wrote this chapter in the book, I said, You know, Steve, I've learned so much researching this and learning what to do with people that are suffering, or have challenges in their lives.

12:12:43 And Steve did exactly what is in this book, and he said to this 9 year old, Tell me about your dad.

12:12:50 Tell me about your dad. And so the boy started talking about his dad.

12:12:54 My dad was really tall. My dad was really strong, and then Steve wrapped that up and did magic tricks.

12:13:01 That's one of the keys to interacting with people is to say to them, Tell me a favorite memory.

12:13:07 If I was with Leslie alone today, having coffee, or even at it, get together and say, Gosh!

12:13:12 Today is your mom's birthday, you know. Tell me a favorite memory.

12:13:16 Tell me something that she's passed down that you implement in your everyday life, whether it be a recipe I don't think you'd love to cook, Leslie, but whether it be some a family tradition, what is it and to not not talk about people that are no longer with us it's also okay.

12:13:31 to say to somebody, I understand you're in transition, or things have been tough.

12:13:36 Catch me up on what's going on, and if they don't want to talk about it, that gives them permission to not talk about it.

12:13:43 They'll say, you know, I'd love to catch you up another time.

12:13:46 This is an inappropriate place for me, or I don't feel comfortable right now.

12:13:50 So that's just one tip about interacting with people who are struggling and a tip about political conversation.

12:13:59 My favorite way to interact with somebody who, I believe, comes from an opposing viewpoint, but who I want to invest time in and to learn more is to say to them, Help me understand.

12:14:14 So if you and I have a closing view about whether it be a choice, whether it be the Denver mayoral race, and I know not.

12:14:25 Everyone on today is either in Colorado or big. You're all around the globe, but we have a big race coming up and so far we only have 17 candidates.

12:14:32 So there's a lot to talk about. If I don't agree with you, because I saw something on the news that suggested, this is what your candidate would do with homeless people, and I'm opposed to your viewpoint instead of me saying you're wrong how can you think like that instead

12:14:53 help me understand your point of view. Okay, so that's why I started on the dark side.

12:14:59 But now we're gonna be a little more light-hearted and talk about what we can do to cultivate connections.

12:15:03 If you'd help me out and put up.

12:15:05 We have a poll. I'd like everyone in our viewing audience today to participate because I want to find out who's here today who joined us.

12:15:14 Which of the following descriptions fits you best.

12:15:17 If you could pick one or the other. Hi, I sure appreciate it.

12:15:22 We'll give everybody a full minute at least.

12:16:01 Okay, Jeff, thank you. I think we can all pretty much see the results.

12:16:06 We definitely have more shy and or introverted people in our audience today, we do have those ones with the gift of gab.

12:16:15 And I would say, we're I would be jealous of you.

12:16:17 I was not born with the gift of gab. I

12:16:20 One of the inspirations for the work that I do, and especially my book, is that if I'd had the book, the fine art of small talk when I was 15, maybe I would have made a friend when I was 50 I was a Dork a nerdy kind of person loved math and in addition to

12:16:35 that happened to weigh over 300 pounds, so, as you can only imagine, not many people said Hi to me, because and this still exists, you get ostracized when you're very overweight.

12:16:48 You can take down the pull, Jeff. So I always was jealous of people that were born with this gift of gab.

12:16:59 And I thought, What are they doing? What are they doing?

12:17:02 Why did they have so many friends in those days?

12:17:05 I thought, How are they getting dates? And I thought, Can't somebody just tell me what to say?

12:17:09 How to start friendships, how to build connections in business.

12:17:14 What do I say when I walk into a hospitality suite?

12:17:17 What do I say when I go to someone's home where I don't know them?

12:17:21 And so that is, was the inspiration for my book, because I thought I needed that book so now I'll write that book for other people not to say for all you people born with a gift of gab that you don't need some of these suggestions, and we'll get to that in a

12:17:36 minute. So now that we've learned that most people in the audience are introverts or shy, I used to be shy.

12:17:44 I'm no longer shy because I put myself out there. I'm still an introvert who behaves like an extrovert, and I think for all the introverts in the audience today, remember this, you don't have to go to the party.

12:17:55 But if you do go to the party I believe it's up to you to invest in energy, to make the most of that opportunity, and to connect with people.

12:18:04 Lotus network has a wonderful thing called the connection challenge. And they suggest, you know, doing push-ups every day, or eating vegetables every day.

12:18:15 And I'm not gonna do either one of those. Well, I might need vegetables, but I'm gonna make it a challenge to all of you today to make a connection once.

12:18:21 Or twice a week, and so when I say, make a connection, I mean with someone that you already know.

12:18:28 But you haven't been very connected with picking up the phone and using the phone feature on your phone or to reach out to get together face to face or to connect with a stranger.

12:18:39 Someone you don't know whether it's a church or synagogue, whether it be at some meetup, whether it be it back to school, might.

12:18:47 So the best way to launch a conversation is to use what I call our connection, our free information about our connection.

12:18:56 How do you know the host or hostess?

12:18:59 What got you involved in this charity? What's your secret?

12:19:05 Ingredients for training for the Balloulder boulder were standing next to each other.

12:19:08 I don't know you were at the starting line. What you know.

12:19:12 What's your number one ingredient for training for the boulder boulder?

12:19:14 Have you ever done this before? The free information is, tell me about your kids when I'm at back to school night or on the soccer fields.

12:19:22 But here's the key. It is up to us to take the risk to walk up to somebody new and engage them in conversation, or pick up the phone and become reacquainted we can't help others will always do this for us so often especially the extroverts in the audience put out so much positive

12:19:44 energy that people just come to them at meetings, at events, they sort of have a circle of friends around them all the time, are people that are interested in talking to them.

12:19:54 So I say to all the extroverts, those born with the gift of Gab.

12:19:58 Look around the room when you go to a conversation salon 4 lotus network.

12:20:05 Don't wait till the meeting begins, and the facilitator launches the program instead.

12:20:12 Sit down next to someone you don't know. Take the risk of starting a conversation with him or her, or they, and it is a risk, because they might reject us right.

12:20:23 So that's why a lot of us don't do it.

12:20:25 You won with the gift of gab. You're probably not afraid to start a conversation. It's just that you don't have a minute, because everybody's talking to you, so please look around the room.

12:20:35 Look for someone standing by themselves. Look for someone at church, or synagogue after services.

12:20:41 That is sort of a lingering walk up to them. Ask them what you know.

12:20:45 What brought you here today? I've never met you. Are you new?

12:20:48 Have you been here before? Are you in the neighborhood? It's up to us to do that for other people, and then the real key to cultivating connections.

12:20:58 Is to assume the burden of other people's comfort that's what Steve did.

12:21:05 Yesterday, with this 9 year old boy. He wanted this young man to feel comfortable about the fact that he was interacting with a stranger, that he disclosed that his father was gone.

12:21:17 And that somebody was interested in this 9 year old because he showed Steve showed a genuine interest that is up to us to assume the burden of doing that as well.

12:21:29 So let's talk about some other ways to connect with people.

12:21:33 Interacting with acquaintances. So I'm looking. I'm gonna look at who's here today. Oh, here's a good one. Regina Thompson.

12:21:43 I hope I said that correctly. Is there any way you'd unmute?

12:21:45 And let us see your lovely being. And if you won't, that's maybe you would just unmute Regina.

12:21:51 Oh, hi! Thank you so much, I'm sure all is good.

12:21:56 So Regina, unmute, please, Jeff's gonna just gonna help us.

12:21:59 Hi, Richard!

12:21:58 There we go. I couldn't unmute. But yes, Hi!

12:22:06 I look.

12:22:02 Hi! So Regina is a wonderful example of queens of mine.

12:22:09 She is an acquaintance, you know. Honest to goodness.

12:22:11 If I know I ran into it within the past few months, but I and I'm sorry to admit this in front of everyone, but I don't remember the last.

12:22:24 If any time that I ever interacted with you face to face, we are Facebook friends.

12:22:28 So I follow you. And I'm aware of you. But that's the limits of our relationship.

12:22:33 Whether I've met you before then or not. I don't know you very well at all.

12:22:37 Okay.

12:22:37 The first real conversation I had with you, was it? It is not okay for me to walk up to Regina and ask her how her fill in the blank business is going, because what if the answer is not what I expected what I would say to you Regina, and I'm gonna give you the opportunity to share

12:22:58 with the audiences. Catch me up. What's new with work since the last time I saw you.

12:23:05 What's new with work is that I actually changed careers right?

12:23:10 And that's why I called on you, Regina, when I saw you, because if I said to you, how's it going as a nutrition expert, or whatever, then you don't do that anymore?

12:23:22 Or I, and that is necessarily a bad thing or an awkward thing.

12:23:25 It's just a thing, whereas when you interact with acquaintances it's so helpful to say things like, Catch me up on your work.

12:23:33 Since the last time I saw you, because sometimes people change careers.

12:23:36 Regina. Tell everyone what you're up to. Please.

12:23:38 So I am a recovering, registered dietitian, and I'm now doing real estate.

12:23:44 That's awesome. Thanks, Regina, for helping. So she is an acquaintance of mine.

12:23:48 So many people. I'm almost afraid to call on everyone.

12:23:52 Oh, Hi! Bill! McKinney! It's all great to see your handsome face.

12:23:56 I saw Susan's name so if you're an acquaintance of mine, and you don't know me very well.

12:24:01 Okay. So you know, I just referred to my husband. I'm married.

12:24:07 His name is Steve. Good enough, but if we're acquaintances, and I see you next year at the theater, Dcpa, you might, and you're an extrovert.

12:24:18 You might not want to say. Oh, damn! It's so good to see you!

12:24:24 I saw you on that lotus network thing, and I know you mentioned you had a husband, is he?

12:24:28 Here is Steve here, you know. I remember you spoke about him. He was so kind to that.

12:24:32 9 years old, well, what if Steve's left me?

12:24:36 I mean, it could happen. What if he took all the money he took the house, took the kids they're grown, but he took them.

12:24:42 He took them. So you don't wanna say to me, is your husband here?

12:24:46 Because you're my acquaintance, and we don't know each other well enough to do that.

12:24:50 Here's a much better launching pad or conversation.

12:24:55 Hey? Deb? What's new with the family since the last time I saw you?

12:24:58 That gives me the option to tell you what I want you to know.

12:25:03 I'll talk about my kids. Maybe I started dating, you know.

12:25:06 I'll talk about dating whatever I want to talk about.

12:25:09 I'll tell you, I went on a vacation. So here's my favorite ways to launch conversations with people that I don't know that are not in my inner circle that are not in my family.

12:25:20 I say to them, bring me up to date with the family.

12:25:24 Catch me up on your life since the last time I saw you.

12:25:26 What's new in your life? Isn't that better?

12:25:29 Then how are you? Because what are people gonna say when we say to them, How are you?

12:25:35 They're probably gonna say, pretty good. How about you? And now what's happened is we've fallen into this rut of conversation where we're not getting anywhere.

12:25:48 It's like we go out to dinner next Saturday night with our friends, and I go so Hobby has been good.

12:25:53 What's new? Nothing. How are the kids? Same old, same old?

12:25:56 Well, at least I can get a cocktail, I guess, on Saturday night, and get through this boring conversation because no one is investing.

12:26:06 So the real key for me is to launch conversations in a better way.

12:26:10 So you know. I mean, how are you saying, Bring me up to date on the grandkids.

12:26:15 What's new with them since the last time we talked?

12:26:18 And now I'm more likely to get a solid answer.

12:26:21 Jeff, help me out with the second poll, please. If you put that up there.

12:26:27 Everybody, once it's up there, if you please. Participate.

12:26:30 Which fits you best. Just submit a number, please. You enjoy walking into an event where you don't know anyone you hate walking into events like that, where you don't know anyone, whether it's a baby shower, whether it's a political meeting, whether it's a conference, room, or

12:26:49 you avoid them altogether.

12:27:36 Okay. Thanks. Jeff. I'm guessing we're pretty evenly well, a lot of people don't wanna walk into an event where they don't know anyone.

12:27:45 And my guess is a lot of us don't walk into them right, Jamie.

12:27:50 I'll call on you in a second. I see your hand up, I think. Right, Jamie, you're pals up.

12:27:59 Oh, you're gonna keep your good name here.

12:28:00 Sorry, Jamie.

12:28:03 Say that again.

12:28:06 Oh, okay, I want you, those of you who don't like walking to events where you don't know people, I want you to look at it in a different way.

12:28:18 As I told you, I'm an introvert who really struggled until I was in my thirties and just researched for myself.

12:28:26 How do people do this that are born with a gift of gab?

12:28:29 What are they doing?

12:28:31 I want you to turn this into a task, or at least consider turning into a tasks just as you would doing push-ups every day or cardio every day, or helping out at food, bank of the Rockies once a week, whatever it is that you do this is a task as

12:28:50 Well, when I walk into a room of people I know or don't know, I look around the room for someone to talk to before I enter the room.

12:29:00 I tell myself you will talk to 2 new people today. Deb, you will talk to 4 new people today. I get to pick the task.

12:29:09 It's my choice. One new person when I go to a baby shower, and when I'm going to baby showers these days, it's because one of my girlfriends, daughters, or or sons are having a baby.

12:29:22 So there's not a lot of women my age. There.

12:29:25 There are mostly young people who are the same age as the mother.

12:29:30 Guess what I don't get to hang with my girlfriend. It's a grandmother to me. I don't get to hang out with the one girlfriend I know, because she was invited.

12:29:40 Also, I told myself when I left my car to enter their home.

12:29:45 I need to talk to 2 new people today and when it's a task I make myself do it.

12:29:50 I just did this today, didn't I? It's a task we all do.

12:29:55 So tell yourself the next time I go to religious services at the end of services I'm gonna talk to 2 new people.

12:30:04 When I go to this conference I'm gonna talk to one new person and guess what you get to do after you've met your team.

12:30:10 This is the best part of it in my case. I reward myself in many different ways.

12:30:15 If I tell myself at a networking event, that I have to talk to 3 new people once I've completed that challenge, that task, I get to drink, I like to have cocktails, or I get to go home early, which I thrilled to go home, early and read a book by myself.

12:30:30 and not have to talk to people I don't know.

12:30:33 Sometimes, especially when I'm dragged to an event with my husband, where I really don't know anybody, and they talk turkey about a whole different ball game than I've ever been a part of.

12:30:42 I have to talk to 2 new people, and then guess what I get to do.

12:30:45 Go sit in the lobby of the hotel, play with my little device until it's time for dinner.

12:30:53 So turn it into a task, meet new parents that way of your kids, brands.

12:30:58 And even not friends. Fellow teammates meet new people at your volunteer group.

12:31:06 Tell them about Lotus Network. Tell them about other volunteer activities.

12:31:08 You're involved with. That's how we connect with people.

12:31:12 Okay. One more. It's not a poll, but one more.

12:31:16 If you would put it up on the screen. Please, Jeff, just one last question that we're all gonna participate in.

12:31:24 So what I'm gonna ask you to do is respond to this question, what's been going on in the chat room?

12:31:28 Okay. And I'm gonna ask you to do it as quickly as possible.

12:31:33 So I don't want you to think I don't want you to invest time.

12:31:35 I want you to pretend you and I are at a party or a function of a meeting, and I say, what's been going on? What's your immediate answer?

12:31:42 Let's see the answers in the chat room.

12:31:51 Okay, Dale, thanks for that. Lots. Good.

12:32:01 What's been going on?

12:32:07 Elizabeth the usual okay? Well.

12:32:35 Okay.

12:32:37 Thanks. Jeff. You can take that down. Elizabeth Fisher, but I can.

12:32:43 We unmute, please, so I can talk to you directly.

12:32:48 Elizabeth, when you raise your hand, or your paddle, please, and let us know where you are.

12:32:53 So just can find you. Let me know you're unmuted. Elizabeth Fisher.

12:33:02 Bye!

12:33:04 I'm great. How are you?

12:33:02 Oh, hi! How are you? So, Elizabeth? Tell her real and so I asked the question, what's been going on so I mean, you shared it in the chat.

12:33:12 So it's fine I'm assuming to disclose to all of us.

12:33:15 Tell me how you responded?

12:33:17 Yeah, I responded, that business is picking up.

12:33:24 Yeah.

12:33:19 Great. What? A great answer! Because you've given me something to talk about with you, Elizabeth, so let me ask you so what do you mean by that?

12:33:37 Oh, great!

12:33:29 Well, I like your previous attendee or person who changed careers, and I'm also in real estate, and it's just the market that has picked up, thankfully.

12:33:41 It was a pretty rough fall, and things are still starting to look up these days.

12:33:46 Yeah, thank you.

12:33:45 That's great! Elizabeth. Congratulations to you, Regina.

12:33:49 Yeah, thank you.

12:33:50 Okay. Thanks. Elizabeth Jane Quinn.

12:33:53 Could you unmute? Please, Jane Gwen? Why did I say, Quinn?

12:33:57 I've no cause I wasn't looking. Jane.

12:33:58 That's why, Jane, if you guys are unmute, Jane, raise your hand.

12:34:04 Got it?

12:34:03 So Jeff can find you great. So, Jane, tell us what you disclosed in the chat. Please.

12:34:09 So everybody catches up with me. What's been going on?

12:34:12 I've been helping out in my brother-in-law's nursing home, and my original plan was to just help him with his daily needs, or whatever.

12:34:23 But I have found that I've connected with some of the residents there, and it's really a joy, and it's something I never dreamed would happen.

12:34:33 Wow! Thank you, Jane, that's really great but here's what else is great about your response and yours to Elizabeth and many others here, and many of you.

12:34:44 Will recognize that you did not do as well as and I know it was fake, and I know that we don't talk via chat in real life.

12:34:51 But Elizabeth and Jane caught my attention as fast as I could, because they both gave me something to talk about that was real in their lives.

12:34:59 Jane was willing to disclose whatever she was going to dispose of. That's far more, I would say personal, what you disclosed and what Elizabeth did.

12:35:08 Nonetheless, it makes me know you, Jane. I don't even know you.

12:35:11 I've met you. I know you to a degree, but now I know you have a brother-in-law in nursing care, and now I know you're volunteering, and I can now say to you, so you know just describe a typical visit describe a typical day.

12:35:26 When you go there, tell me about your brother-in-law, because she's given me something to talk about, and this is a key ingredient to cultivating connections.

12:35:36 I call it thank you, Elizabeth and Jane.
12:35:39 I call it playing the conversation game. How often do most of us ask what's been going on?
12:35:48 Say not much.
12:35:51 Nothing or same old, same old.
12:35:57 Those of you who did not save much or nothing. I don't even know you.
12:36:00 I mean, maybe I did. I couldn't read the names that quickly, and who was saying what?
12:36:06 But when we say nothing or not much, most of us are lying, we are.
12:36:11 We have so much going on, we cannot think of what it is.
12:36:14 So we just have these answers that we use all the time.
12:36:18 But they're not meaningful. They don't help people connect with us.
12:36:24 When someone says what's been going on, and you say, busy, I get it.
12:36:27 You're busy, but you're not helping me have a conversation with you now.
12:36:32 If you don't have time to connect with me, or whomever you're interacting with, then that is a good answer.
12:36:38 Busy as a good answer. Not much same old, same old you've got to go.
12:36:44 Anybody that watches curbs your enthusiasm, Larry, David!
12:36:47 He has coined a phrase that I like called.
12:36:51 He calls it that he's opposed to the stop and chat.
12:36:55 So let's say I'm lucky enough to be walking down Hall and Terry Rubin, who is the most friendly, warm person on the planet, but I'm walking down the hall because I've gotta get somewhere.
12:37:08 I gotta go. I gotta leave. I need to. I'm done.
12:37:10 I have an agenda. I have a doctor's appointment, I have work, and Terry being the friendliest person in the world, says Debra, how are you?
12:37:18 It's so great to see you. I am not required to stop and chat, even though it's Terry Rubin now, because I know her.
12:37:25 I would probably say I'm in a hurry. I have an appointment.
12:37:27 Gotta go. But if I don't know you and we're walking down the hall, and you say, isn't it a beautiful day?
12:37:34 I'll probably say if I'm in a hurry.
12:37:37 It sure is, and I'll keep marching down the hall. And you say, isn't it a beautiful day?
12:37:44 I'll probably say if I'm in, but instead, I'm sitting waiting for a lotus networking meeting to begin, and somebody says to me, How's it going?
12:37:57 Be prepared to give people an answer in a sentence, not a narrative, not all, not your story.
12:38:03 You're not going to tell your story. Not certain. They really want to know how you're doing, but just in case they wanna know how you're doing if they save you, how is your weekend?
12:38:11 Give them something, you know. How was your weekend dev?
12:38:14 My weekend was great. Steve and I watch this TV series called Bad Sisters.
12:38:21 It was that we couldn't stop. It was so funny, because there were about 5 sisters, and I'm one of 5 sisters there. I stopped.
12:38:28 I'm always prepared when I'm gonna meet with someone.
12:38:33 When I'm going to an event. When I get to be with people for that question, how are you? What's new?
12:38:39 Have you been? Because I want to be able to disclose something so that people have something to talk about with me?
12:38:46 If they show an interest with what I disclosed. That's great.

12:38:50 But, by the way, I'm not allowed to talk about myself for more than 5 min, so let's say they say how's it going, Deborah?

12:38:55 And I say, well, I planned a trip for next fall that I'm really looking forward to and I said, Well, tell me about your trip.

12:39:02 And I start telling them, okay, I now have 4 more minutes left to tell them about my trip.

12:39:08 Maximum until I take the conversation ball and say, Hey, tell me about you what kind of plans do you have upcoming that you're looking forward to, or what's on your bucket list when we find ourselves talking about our children?

12:39:21 Our vacations, our new job for more than 4 to 5 min.

12:39:26 We've become monopolizers, and even if you think you're an introvert, and maybe you are an introvert or shy, there are some people, especially those born with the gift of DAB that have you talking for more than 5 6 10 min about your kids how about your work about your 12:39:44 life. You are not allowed to talk more than 5 min about yourself without throwing the conversation ball back.

12:39:51 As we approach, about 5 more minutes in our program before we're gonna open this up for questions.

12:39:59 If I see a question here. So Janice plus I know Jamie.

12:40:06 By the way, I appreciate you being Jamie Sachet on this program today, because I know you're a speaker.

12:40:12 I believe you're coming soon. Let's see, will remind us.

12:40:14 Maybe in the chat, because Jamie, of course, is with Feldman and and and I've seen articles that you posted, Jamie that are so so helpful and such a great resource on what to say when interacting with people who are suffering, loss but what do you say

12:40:31 starting a conversation with someone being treated for cancer or some other illness.

12:40:36 And I say to people as often as I possibly can, unless they've told me they don't wanna talk about it.

12:40:43 Tell me what this has been like for you, or catch me up.

12:40:49 What have you been going through most recently during the past week for 2 weeks to really not just how are you?

12:40:56 Because they're not sure we really wanna know no one's sure even happy things like if I say to you Leslie, how's Jeremy doing?

12:41:04 Are you sure I really want to know about your son? You're not sure.

12:41:07 I maybe I'm just being friendly. I remembered his name. Isn't that great?

12:41:10 But maybe I do really want to hear about his MBA.

12:41:13 Jeremy is just bragging a little on you, since you're on the right.

12:41:15 But maybe I don't know.

12:41:18 You don't know if I really wanna know. So when I say, how's Jeremy?

12:41:23 Give me a sense. Give me a sense of what you're willing to talk about with Jeremy, and then we'll go.

12:41:27 So now let's talk about something horrific, like cancer or illness.

12:41:31 Catch me up! Bring me up to date. What have you been going through this past week or 2 with the family and with yourself as far as treatment?

12:41:39 That's what I would ask now, if you disagree please put that in the chat.

12:41:43 If someone doesn't wanna talk about it. I've heard that I've never gone through anything.

12:41:50 I have cancer, but it wasn't very bad, so I can't say that.

12:41:54 But I have had a been divorced, and when I was going through it it was initially it was a touchy time for me, and I had heard myself say This is just not something I can talk about here it's just too emotional for me, and that and just but then here's the key.

12:42:09 To assume the burden and make other people feel comfortable.

12:42:12 Here's the key through the conversation involved back. Tell me what's going on in your life since last time we had a chance to catch up I don't just leave this awkward moment hanging in the sky for you to suffer because you've asked me a question that I'm not ready to
12:42:26 respond instead, I let you know that I'm not comfortable.
12:42:30 Responding at this time, but catch me up on your family.
12:42:33 What's new? That's the best way to cultivate connections with people is to show an interest in them.
12:42:40 Let them know what's okay or not. Okay, to talk about.
12:42:44 I recall vividly, although it's been quite a while ago, and this wasn't a tragedy.
12:42:49 By any means, but it was certainly annoying and upsetting when I was in the locker room at the gym, or at a party.
12:42:59 There were many people who would say to me, Deb, Did Sarah graduate?
12:43:06 So that's one of my children, the youngest, and it's so interesting.
12:43:10 First of all, you know my daughter's name. Wow! We must be close and connected to one another.
12:43:16 We must be. Dear, dear friends, you know my daughter's name.
12:43:19 Isn't that great? And let me digress for a second?
12:43:21 Oftentimes, when people ask you, did your daughter graduate?
12:43:25 Did your daughter get asked to Prom, because they wanna tell you their story because their daughter got asked to prom, or because their daughter graduated so that's a whole other conversation for another day and it is in my book it's called Topping Conversations topping each other.
12:43:41 Not a good thing to do. But back to Sarah did Sarah graduate?
12:43:45 Why would you ask me a question that you don't know the answer to?
12:43:48 Why would you ever do that? Especially in front of other people?
12:43:52 A better question should have been, Catch me up. What's new with Sarah since the last time I saw you?
12:43:58 So now you've found, and she's a realtor, too, by the way. But she did ultimately.
12:44:03 Graduate, not from University of Colorado Boulder, because yes, they did kick her out and know she did not graduate from there.
12:44:09 But I can save that now without crying or just being rage filled.
12:44:15 Okay. So Terry, I wanna open this up to questions.
12:44:19 Oh, good Jamie! Sunshay's program is June eighth.
12:44:22 It's never too late to learn that talking about death won't kill you.
12:44:25 Oh, what are you? Do you need to write a book, Jamie?
12:44:28 That title. I hope you've trademarked it, although you can't trade market titles.
12:44:31 I don't even know why. I just said that, because if you go to Amazon you'll find others.
12:44:35 The fine art of small talks, but by the domain, Jamie, just by the domain.
12:44:40 If you have not done that, then you can only okay, Terry, Reuben, will you help me?
12:44:44 I see you're unmuted. Open this up to questions.
12:44:44 Yes, yes, I think I'm unmuted. Is that true?
12:44:50 Yes, it is. It's very true.
12:44:50 Okay, there. Deb, thank you. You have enlightened us so much, and I've been following the chat.
12:45:00 And I want everybody to know, please. You know this is an incredible opportunity.
12:45:05 You have to ask Deb. This you know, real expert on the fine art of small talk to ask specific questions.
12:45:14 There were a couple things in the chat that I thought were really interesting.
12:45:18 I wrote one of them down there, someone, and I. It's too far for me to scroll back.
12:45:23 But, said they are an introvert, who likes, who acts like an extrovert.
12:45:28 They, you know, they're really introverted, but they have to come across.

12:45:31 They believe that way? Can you speak to that? I mean, is it okay for us to be inherently who we are and to work with in that framework?

12:45:41 I think it's critical to be who we are and to not try to model, an extrovert in the sense that to change our personality, however, when we do participate in conversation, or want to cultivate connections, I do not think it's okay to do something that I did most of my life.

12:46:00 At least through my thirties, and that is to pat myself on the back.

12:46:04 Say well, at least I'm a good listener, cause I was so quiet, so introverted, that I just thought at least I would sit here and listen, and all you gabby people wouldn't stop talking instead.

12:46:18 If you're going to interact with people, then you have to invest at a certain level, not of being like anything but yourself.

12:46:25 But to give verbal queues to say, Oh, I see what you mean, Terry.

12:46:30 Oh, well, then, what happened? Oh, what happened next? Oh, that's good for you!

12:46:35 Do you see how I'm contributing to the conversation? Yet?

12:46:38 Yeah.

12:46:39 Yet I'm maintaining my personality. So introverts don't get to just.

12:46:44 Number one, not participate number 2, not assume the burden of other people's comfort, and that is the key.

12:46:54 So often I thought a spotlight was on me, and everybody was looking at me because I had no one to talk to it's up to me to assume the burden, to talk to people that might be standing by themselves just like me it's up to me to come up with things to talk about that doesn't mean

12:47:07 I change my personality, it just means I don't hope Terry Rubin will sit at my table of 8 and manage the conversation because she's so friendly.

12:47:16 And effusive, so that's the line there. It's not changing who we are, but changing how we approach changing our willingness to assume the burden of other people's comfort, instead of expecting the same from everyone else.

12:47:31 In social interactions.

12:47:32 Right. Thank you. And the flip side of that coin is what you just spoke about, which is for the extravert who actually may have a little bit of shyness inside there, or want to sit back and absorb, and the conversation to not monopolize, am I just that was in the chat

12:47:53 somebody said that said they were an extrovert, said that they think 5 min is a little bit too long to be talking about yourself.

12:48:00 You know there's that fine line of not tossing over into.

12:48:04 I'm monopolizing too much.

12:48:06 And you did talk about that. But I also feel like, if for me, someone who is extroverted but I don't want to monopolize.

12:48:17 How do I know when I'm doing that is, I mean, 5 min is a queue.

12:48:21 Is there anything else I look for like people looking at me? Funny?

12:48:28 First I see Robin Luke's comment, which is but I'll address, how do you switch conversations?

12:48:36 Yes, yes.

12:48:35 But I think it was Lori Brock. If I with said she was an extrovert in that 5 min is too long, I think 5 min is too long.

12:48:44 Also, unless the other party is so interested. So that's my maximum cutoff.

12:48:48 Hey!

12:48:48 So, for instance, and I'll just if I wanna learn more about Regina's change in careers or knees is now been selected as a Tedx speaker.

12:49:02 Well, what do you do to get prepared for that? How do you get selected?

12:49:05 I mean, I happen to know the answer to these questions, but that is so.

12:49:09 That is interesting, and there's a lot to learn that may take up 5 min and and I don't think me.

12:49:16 Is it a monopolizer? But even if I'm showing a huge interest, 5 min should be the cut off.

12:49:24 So. Even so, Laurie, I agree with you.

12:49:28 That's just the extreme. I think a conversation should be like a volume back and forth, instead of a batting cage.

12:49:33 Can we address Robin Loops since she's my neighbor, so I don't know if she's in town today or not.

12:49:39 But she's close to my heart in that way. It's really important to be prepared.

12:49:43 I'm prepared to play the conversation game always when I walk into any interactions, I'm also prepared with things to talk about.

12:49:51 I don't walk into a party, or an event, or a baby shower, or a meeting without 2 to 3 things to talk about, and it could be the weather.

12:49:57 But 2 to 3 things to talk about, and if I know you at all, I'll remind myself when I know about you.

12:50:03 Okay. But to bridge to another. Conversation is assuming the burden.

12:50:09 So let's just say somebody is, either a monopolizer and or it's time to talk about another topic, because I've grown weary, or this is boring, or whatever the case may be.

12:50:19 It is up to me to assume the burden to say, this is a white flag, Robin, or anybody that cares.

12:50:26 It's almost an exit line where I say, Gosh!

12:50:29 Your son sounds so accomplished because this person has just been, you know, or your grandson always 5, and you already know he's going to be in the Olympics and AP classes.

12:50:38 That is fascinating information. I can only take one more moment of that.

12:50:43 And so this is what I say. It sounds like your grandson is really, you know, terrific, just you have a lot to be proud of.

12:50:51 I am interested in. No, you know what else keeps you busy.

12:50:56 Besides your grandchildren like what? What keeps you busy outside of your grandchildren?

12:51:01 And I've changed the topic, and and although nobody asks, that is my favorite way to get to know somebody and I wanna throw this out, I ask people if I meet you at Lotus Network, I will ask you, what keeps you busy outside of Loadus Network, if I meet you at church or

12:51:18 synagogue. What keeps you busy outside of church or synagogue?

12:51:20 If I'm at an event in Orlando for a conference I say, what keeps you busy?

12:51:24 Outside of attending this conference if I know what you do for work.

12:51:29 So, Regina, I know you're a realtor.

12:51:32 What keeps you busy outside of your work? I know you know somebody works.

12:51:35 You can say, What keeps you busy outside of work if you know they're Pam. What keeps you outside of your parents? What keeps you busy outside of parenting?

12:51:43 If I don't know anything about you, because you're a spouse of someone or a partner, someone.

12:51:48 This is what I say to you. What keeps you busy outside of being dragged?

12:51:50 To these events, or just what describes a typical day? What keeps you busy?

12:51:55 I don't say, what do you do for work? I don't say, are you married?

12:51:59 I don't say, Do you have any kids? I say, what keeps you busy?

12:52:02 Yeah, thank you. Those are incredible, you know. Conversation starters.

12:52:08 And I'm thinking about 2 different things I'm thinking about when you were talking about walking into a room, you know. Do you dread it?

12:52:15 Or do you look forward to it?

12:52:18 I'm one of those people that I look forward to. It.

12:52:20 I cause. I don't know who I'm gonna meet and what's gonna come up that I think may be significant or important.

12:52:29 In that moment, I trust that I'm meeting exactly who I'm supposed to, and having the right conversations, and who's ever sitting at my table?

12:52:39 There's something to be learned from everyone. So I like that approach is, are those some of the things that we can do?

12:52:45 Those who don't always feel comfortable walking into events can tell themselves they are those you know.

12:52:50 Is that something an introvert can look at?

12:52:55 I think an introvert can look at that if they receive the rewards, and you do receive rewards when you meet new people, I think everyone would agree.

12:53:02 Anybody that's participating in this today, or any lotus network event? Is there?

12:53:07 Because you want to make new friends or just build your community and your resources within the community and with other primarily women.

12:53:18 And so yes, but not everybody is like you, Terry, and you are a very spiritual person who has this enthusiasm.

12:53:26 And so that's why I use the word tasks when you don't feel that way.

12:53:28 Yes.

12:53:30 Yes, that would be ideal, and I am. I often feel the same way you do, because I really enjoy people.

12:53:37 But on occasion especially for business, I'm faced with dinners the night before I deliver a keynote speech, and I have a lot of mostly male audiences in construction at NASA at Lockheed Martin, and so when I go to these dinners.

12:53:53 It's mostly men, and my approach is not wow! This is gonna be so fun.

12:53:59 I can't wait to talk about the Broncos and Russell Wilson.

12:54:02 No, and I know I'm stereotyping.

12:54:03 But no, I go in thinking, okay, Dad, you're gonna talk to 3 new people.

12:54:10 Yeah.

12:54:09 You're gonna walk up to them. I know you hope they'll walk up to you, since you're the stranger in the room, but they're not going to do that.

12:54:15 So it all depends on what you need to help you connect better with the world out there.

12:54:21 Well, and I have to just apply being with you, and any situation, because you have really walked the talk, and it makes for really getting to know you better and getting to know the room at large better.

12:54:42 And I liked the idea. I'm wondering if, when we're at a table if, for instance, at the lotus networking signature experience when we're sitting at our tables, can we go around the table and do an icebreaker that everybody has to participate in janice plus

12:55:00 said in the chat before that, even as you know her, the supervisor said, she has to say one sentence, and I think you know, maybe if people say something, it does break that icing it for dialogue.

12:55:12 You know. Terry, that's all great, but that's facilitated.

12:55:15 So it's if everybody has to participate. But here's what.

12:55:20 So now it's been easier. Now it's time to eat, and the person to my right turns to the person to their right.

12:55:24 The person to my left turns the person to their left, and there I am.

12:55:27 Those are the people we should be aware of, the people sitting at a table of 8.

12:55:29 Okay.

12:55:33 Because you sat next to your girlfriend, and you sat next to your girlfriend.

12:55:35 That's yeah. When you facilitate an icebreaker which I do for a living that's easy for people.

12:55:42 You give them a task? I'm asking us to create our own tasks.

12:55:47 Connections. Sorry to be okay. Jamie Sachet does have her hand up, though.

12:55:46 Okay. Okay, no, I just think that's just okay, Jamie, please.

12:55:57 Let's see if we can get Jamie to talk.

12:56:01 Which, by the way, she's gonna be speaking to us on one of the hardest things to talk about, which is death and that will be June eighth.

12:56:08 And we're looking forward to that, Jamie.

12:56:09 Thank you. Thank you. I'm Deb. That was so nice of you to call me out.

12:56:13 I appreciate that so much. I am wondering about conversations, starters that are rubbing up against another lotus topic to me.

12:56:24 They're rubbing against my implicit bias.

12:56:27 So when I'm in synagogue, or you know, at some sort of meeting, and I see a person of color there, I wanna engage with them, and I'm finding that the only thing I wanna ask is, how did you get here?

12:56:38 And I just realized that's like such a biased thought.

12:56:42 Of course they got here in the same way I got here but I want a little help.

12:56:48 First of all, I feel that bias makes me shut down a little bit, and so I just would love some help, kind of like getting out of that little yucky place.

12:57:01 Well, that's a great question, Jamie. It's today of all things.

12:57:04 At 40'clock. I'm doing a diversity inclusion program on communicating that way.

12:57:10 So number one, when we say to somebody even, what brought you here?

12:57:14 It? Is it taken exactly as Jamie just suggested, as you don't belong here.

12:57:19 What are you doing here? So one of the opportunities I've had for years is to work with the skiers and bail it built for vail resorts, and there's nothing that makes me a better ski instructor.

12:57:32 They need small talk because they're supposed to assume the burden with us.

12:57:36 But there's nothing that makes them more annoyed than when we say the guests.

12:57:40 So it doesn't sound like you're from here, you are from Australia, are you?

12:57:45 You know, we're playing this guessing game because it's excluded.

12:57:50 They don't like that. Okay? So what I would say is to use free information if I'm in any event, whether it be synagogue, as you said, Jamie, or something else, is, what did you think of the sermon?

12:58:00 If there was a sermon, I mean it's the same thing I would say to you if I got to sit next to you, I would say, What did you think of that sermon, or what would you say is the number one takeaway from this service or what was the highlight

12:58:15 of this service, or what did you enjoy most about the sort of the same thing I'd say to you at a movie?

12:58:20 So I think that's not to look at somebody's differences.

12:58:26 And that's why I like to call it free information because they have a lapel PIN on.

12:58:31 Ask them about the lapel PIN, do they? Are they with somebody?

12:58:35 Tell me about who you're with today. What? How are you to connect it, you know, because it could be their spouse.

12:58:39 It could be their friend. We don't know, don't assume it's their kid.

12:58:43 Tell me about that. You know this young person you're with?

12:58:45 So that's my answer, Jamie.

12:58:47 She're muted, but we can read your left sort of.

12:58:52 Thank you.

12:58:51 Such good information, and so, you know, just kind of a no brainer.

12:58:56 I couldn't get there, so thank you.

12:58:58 Oh, thank you, Jamie. I think it's a good question, because I used to be able to say to people, what brought you here, and I can say that to any of you who look like me, but I don't say anymore ever when I go to my rotary meeting we've we have a 100 and

12:59:12 20 members, and we are done. We have just knocked it out of the park by trying to get members that are different from us people of color.

12:59:20 And I have made a huge one. That's the huge thing, though, is that we usually walk up to people like us.

12:59:25 So women walk up to women. Business people walk up. I walk up to them because they're typically standing by themselves, not because of their color, but because nobody knows them.

12:59:33 They're new, and that's what I'm asking.

12:59:36 All of us do is look around the room for those people.

12:59:44 Oh, thank you!

12:59:38 Well, thank you, Janeie. Thank you, Deb. I can't thank you enough, or your willingness to come on.

12:59:47 You are just a treasure to all of us, and in this community I would challenge to say that there is the fine art of small talk.

13:00:00 Thanks.

12:59:57 But what you are doing is so big and so incredibly helpful.

13:00:03 I want to just let everybody know 2 things. One is that this presentation will be on the website in the recording of it will be up by the end of the week, so that for all of us who might want to go back and review some of the the recording of it will be up by the end of the week so that for all of us who might want to go back and

13:00:24 review some of the tips and tricks and tasks that you've talked about today. We can review this again on the recording, and also that you are coming to cover on Tuesday, May ninth, to present your book and to talk about your book and I believe it's at 6 o'clock

13:00:31 You did.

13:00:32 Pm. Tavern cover on Colfax. It'll be covered.

13:00:34 Right, good to see you.

13:00:35 So all of you, who I like. I saw the book, and I instantly thought, Oh, I will be picking that up!

13:00:41 I could order it now, but I might want to just wait and have you sign it for me when we're tattered, covered together.

13:00:47 Thanks.

13:00:47 So thank you so much, and Lotus Network will be getting back in touch with everybody after this presentation to talk a little bit more about and highlight.

13:00:57 Some of the things that you spoke about today. Everybody can look in their email for that.

13:01:01 But thank you. 1 million. This was really important and really special for all of us today.

13:01:14 Thank you.

13:01:06 Thanks. Terry and I know we've gone over. But remember, lotus networks, connection challenges that I addressed early on, push up vegetables.

13:01:15 So I'm asking you to consider making a connection with someone.

13:01:19 Maybe once a week. Whatever works for you, you create your own tab, but not wait for other people to come to you.

13:01:25 Thank you. That's just beautiful and I, personally, will say I'm gonna take that on.

13:01:30 I'm gonna take that on right away. So thank you.

13:01:32 Thank you, Devon. Thank you. Everybody for being here today. It just was so nice to see so many places, and I want to remember just to remind everybody to check out our Instagram posts, our Facebook posts.

13:01:46 I think less is gonna put that in the chat so you can look at how to get in on those and see that you know together we can create great change for this community and for our community.

13:01:59 And communities beyond. So don't be afraid to speak connected, and to stay connected.

13:02:06 And I want to thank you all for being connected today, and just everybody have a wonderful day.

13:02:11 Thank you for joining us, and we look forward to seeing you.

13:02:14 The next time. So stay safe out there and thank you. Everyone.