



Achieve Your Goals Podcast #150 - The Power of Coloring for Grown Ups (Interview with Brianna Greenspan)

Nick:

Welcome to the Achieve Your Goals Podcast. You're listening to the podcast guaranteed to take your life to the next level faster than you ever thought possible. In each episode, you'll learn from someone who has achieved extraordinary goals that most haven't. He's the author of the number one bestselling book *The Miracle Morning*, a Hall of Fame business achiever, international keynote speaker, ultra-marathon runner, and the founder of Best Year Ever Coaching. Here is Hal Elrod.

Hal:

All right, here we go. Another episode of the Achieve Your Goals Podcast. What's up, goal achievers? It's your friend and your podcast host, Hal Elrod. Today we've got a guest who is a friend of mine. I've said this many times. One of the cool parts of having a podcast is I can bring my friends on. Of course I only bring my friends on who are doing amazing, amazing work in the world, which luckily, I think they all are. I don't hang out with the friends that are not doing the amazing work anymore. I still love them, but we don't hang out as much. Anyways, that's another story for another episode.

Today our guest is a personal friend of mine, Brianna Greenspan, and started out actually as a coaching client probably, gosh, almost ten years ago, maybe ten years ago. We've been friends ever since. Her background ... She's been using the power of positive affirmations for the past ten years, Brianna has, to overcome the physical challenges that being born with a chronic invisible illness bring about. When Brianna decided that the labels and the limitations of her medical team did not align with, what she believed to be possible for her life, everything began to change. I'm talking from back and neck braces, and surgeries, and too many doctors visits to count. To then competing in her first 10K, hiking Half Dome at Yosemite National Park.

Brianna is living proof that the power of positive affirmations coupled with extraordinary faith and immense effort really can overcome the biggest obstacles, anything that's holding you back, and achieve extraordinary results, as you're about to hear.

Now, I want to pause real quick and let you know Brianna came to me, gosh, I don't know how long ago, six months ago or so with this idea of doing The Miracle Morning Art of Affirmations Adult Coloring Book. Actually adult and children coloring book. She came to me with this idea of ... She said, "Hal, these coloring books have become very popular. They're ... The science behind them is pretty incredible. People are using them for mindfulness and for visualization and all of these things." She goes, "What if we took the most empowering affirmations from The Miracle Morning, the book, the community, your own affirmations, et cetera". She said, "What if we made a coloring book where each page was an affirmation that someone could color?" The act of coloring it and staring at

that single affirmation for however long it takes you to color it. Five minutes, ten minutes, whatever.

She said that it would allow someone to really program it in their subconscious at a deep level. Then they could tear it out of the coloring book and they could hang it on their wall, put it on their bathroom mirror, put it on their vision board. We could create a section for adults and a section for kids so that families could do this together. It would be a really neat vehicle for, whether it was an adult using it on their own or they could use it as a vehicle if they had a family, to have their children color with them.

She brought this up a while back, and I thought, "Yeah, that's a cool idea." I just ... Working on so many different ideas, and ventures, and events, and books, and this stuff. I just kept putting it off on the back-burner. Brianna, and I'll let her tell the whole story, I don't want to take all of her thunder, but she met a gentleman in The Miracle Morning community who's an amazing artist. He was passionate about the idea. She sent me some samples of the artwork, of the affirmations and what they would look like, and I was blown away. You may have seen that The Miracle Morning Art of Affirmations Positive Coloring Book for Adults and Kids published a couple of weeks ago. It's now ... The reviews were amazing. I'm amazed. My kids are loving it.

Anyway, so that's where we're going to get to here in a few minutes, but before I do, I want to share a little more about Brianna and what she has overcome and what she's doing now.

By the way, you can learn more at her website, BriannaGreenspan.com. That's B-R-I-A-N-N-A, BriannaGreenspan.com. She is a chronic illness advocate. She mentors teens and young adults with chronic illnesses. She used to reach out to me all the time and order books to give away at hospitals. She would give my first book, Taking Life Head On, at hospitals. She's a marketing consultant at FamilyTreeDNA.com. She is now a bestselling author with The Miracle Morning Art of Affirmations Coloring Book. She has a background as a record-breaking sales rep.

In fact, that's how I first heard about Brianna, was her name being passed around the Cutco world. Back when I had left Cutco, and I was still coaching a lot of Cutco's top reps and managers. They talked about this new girl, Brianna Greenspan, that just popped on the scene and was breaking national records her first month in sales. The age, I think, was 20 or 21 back then. As I mentioned, she's been a personal, great friend for years. Huge advocate of The Miracle Morning movement. She is passionate about nature, sustainability, wellness, her chronic illness advocacy work, and mentoring teens and young adults with chronic illnesses, as I mentioned. And of course, inspiring others to achieve their goals. Brianna, welcome to the Achieve Your Goals podcast. I'm so pumped to have you.

Brianna: Hi, Hal. Thanks so much for having me.

Hal: You're so welcome. It's truly a pleasure that we get to have a conversation about your story and about the Art of Affirmations Coloring Book and how powerful this practice of coloring

affirmations ... I'm not a big colorer, so I think that's why it took me a while to get it. I didn't color, but now that you've sent me the research ... The science and how companies are using this internally with their employees, and their teams, and their leadership. It's just things I had never even ... I was totally outside the realm of my understanding until you shared it with me, Now I'm really passionate, really excited about it. Before we dive into this, can you elaborate a little bit more on your story? What you've overcome, the illness you were born with, and specifically, how did you utilize affirmations and visualization to overcome these limitations that the doctors put on you?

Brianna:

Sure. I was born with a condition called Ehlers-Danlos Syndrome. It's a connective tissue disorder. It's like the glue that holds your joints together, doesn't exactly hold all my joints together. It causes a variety of different challenges. I grew up in and out of doctors' offices. In and out of hospitals, having back braces, heart monitors, surgeries, et cetera. At age nineteen, I lost the ability to walk after a failed L5S1 fusion surgery. My parents pulled me out of college and found a health coach and put me through a 378-hour therapy program. This was the turning point for me. This was the first time that I was introduced to affirmations and visualizations.

My wellness coach actually asked me to track my progress every single day of this therapy program. I would take pictures on a treadmill. The goal was to get to a mile in a day. I would take pictures if I went .7 of a mile or .12 of a mile. I literally have huge posters of this tracking my steps in order for me to be strong enough to walk up a flight of stairs, which was the end goal after this therapy program. This was the first time that

I incorporated visualizing being able to walk and saying affirmations to get there, along with taking the proper actions. That's a little bit more about how I incorporated affirmations and visualization into my life.

Hal: You and I shared that in common, right? The not supposed to walk again? I had that same goal, was to be able to walk up a flight of stairs.

Brianna: That's awesome. That's actually why I was so impressed with you. The moment I started working at Cutco, I heard about you. I was enamored with the fact that you had not only accomplished your goal, but written a book about it, and were helping other people accomplish their goals. From then on, I really resonated with your story and appreciated all of the different things that you were coming up with.

Hal: That's cool. It was mutual. Like I said, you were ... How old were you when you started selling Cutco? Were you 20 or 21-ish?

Brianna: I was 21.

Hal: 21. In fact, like I said, you broke a national company record your first month on the job. It was like you were overnight famous, at least within the Cutco company. That's actually when I heard about you from Mike [Lonzeta 00:09:22], who

back then was one of my coaching clients. Now he's actually a coach himself, very cool. He suggested that you and I coach together, and the rest is history as they well. You and I started coaching together right when I was doing The Miracle Morning. You were one of my first ... You might remember better than me. Weren't you one of my first clients when I first started doing The Miracle Morning or talking to you about it? Do you remember?

Brianna: I was one of the people that you asked to do The Miracle Morning right when you came up with it. You had a test ... You said it was a test pilot. You wanted all your coaching clients to try it out for a week and tell you what we thought.

Hal: Nice.

Brianna: I immediately was hooked. I was able to see that my level of consistency was transforming my productivity and that incorporating multiple different tools to strengthen my personal and professional development, were necessary for my success. I immediately started telling all the people who were asking for some assistance with their personal or professional development about The Miracle Morning.

Hal: I'll share from there. That's where ... Brianna, you guys may not realize this. Brianna's behind the scenes famous for The Miracle Morning movement. If you've read The Miracle Morning, there's a little section there called, "Who the heck is Joe?" It was when I You Tubed Miracle Morning, because I think I was

looking for a video blog I had recorded early on. I saw Joe Does The Miracle Morning, and I freaked out going, "Oh, Miracle Morning is already a thing." I had no idea. It turns out Joe [Diasonto 00:11:01] was a friend of Brianna's, and Brianna had told Joe about The Miracle Morning. This was long years before there was ever a book. Joe comes on and says, "Yeah, my friend Brianna told me about this thing, The Miracle Morning from Hal Elrod. It's changing my life. Every day feels like Christmas in fact." I'm not sure where it's located, but if you go to YouTube and search Joe Does The Miracle Morning, I think that you'll find it. It's like a forty-two second video, but it's pretty funny and pretty cool. Yeah, that was all Brianna. In fact, Joe and I are still in touch. Are you still in touch with Joe?

Brianna:

I am still in touch with Joe. He just told me that he might even make a video for the new Miracle Morning Art of Affirmations Coloring Book.

Hal:

No, he totally has to. It's been many, many years. Like nine years or eight years since the first video. What about your ... On the topic of affirmations and visualization, which really the Art of Affirmations Coloring Book really does combine the visualization with affirmations because these pictures and images are designed to be put on the vision board or put on the wall, et cetera. You talked about how you utilized affirmations and visualization with the health challenges you overcome. Was that part of your record-breaking sales success at age 21? Was that something that you incorporated?

Brianna: It was. I actually had a few pages at the beginning of my sales prospectus that I would share with each of my customers. Which was an amazing way for me to reinforce my own vision board and my own affirmations. I would share my personal vision board for that year and a couple of affirmations that helped me along my illness to wellness journey. I even had a whole page about your book and about the Front Row Foundation because I was so excited to share all of these different things with each of my prospective clients.

Hal: That is one thing I love about you, Bri. You're always supporting causes you believe in. You're just such an advocate for good causes. Whether it be the chronic illness work you do or Front Row Foundation as you mentioned, or The Miracle Morning movement. Yeah, thank you for that. Thanks for being you.

Brianna: Thank you so much. It's a pleasure. I have always gotten and needed the support to make me my best self from those around me, and so it's just something I want to do to contribute to others.

Hal: That's very cool. Let's dive in to The Art of Affirmations Coloring Book. Because if I were listening to this right now, and kind of like when you brought the idea to me, I would be going, "What? I'm a grown man. I'm not going to use a coloring book." Right? Why did you think that putting affirmations into a coloring book, in a coloring book that wasn't just for kids but for adults, for either-or, or both. Why did you think that was a good idea?

Brianna: Man, that is a great question. I really wanted to create a positive psychology tool that would help people to rephrase the way they spoke to themselves. Oftentimes, I saw myself not saying things I would want someone else to say to me, to myself. I realized that if I was able to change the way I spoke to myself internally, that would really help me achieve my goals. As a result, I thought that the act of repetition in coloring an affirmation would really help tap into someone's creativity. Especially if you incorporated it on a consistent basis. Then I learned that creativity and constant uses of ... Constantly incorporating creativity into your daily life helps you on your personal growth journey. There is actually a Yale study about how daily creativity and personal growth ... Oh man. I'm sorry.

Hal: No, it's okay. It's all right. Yale study on how personal growth and creativity, affirmations, et cetera.

Brianna: There is actually a study from Yale on how incorporating creativity into your daily actions, helps you with personal growth. Those who are incorporating creativity, they've actually seen, are more susceptible to incorporating positive personal growth in the most ... Sorry.

Hal: It's all right. Where was that? The 15-minute mark. Okay, we can edit that out. Don't worry. By the way, I might even leave the first part of it in, and then we'll just put whatever you say now, because that actually ... When you're vulnerable, people fall in love with you. I actually think that will endear people to

you. When they're like, "Aww, she messed up, but then she regrouped, and it was sweet." Yeah, I'll delete this part, but I might leave in the first mess up, and then you'll regroup or whatever. Do you know what you're going to say? There's a Yale study that what?

Brianna: No, I don't know what I'm going to say. I'm gonna look it up right now. I'm a little bit disheveled.

Hal: Don't worry about it. Just say the next line. With the popularity of coloring books, I thought it's be an awesome idea to infuse affirmations ... Just say that.

Brianna: Okay. Cool.

Hal: Okay?

Brianna: Yeah.

Hal: Okay. Ready and pretend I just asked you ... Or ... Your ... Just say, "And with the popularity of coloring books." ... Right? Just read that.

Brianna: And with the popularity of coloring books, I thought it'd be an awesome idea to infuse affirmations and creativity with visualizations in a family-friendly way. I created this tool.

Hal: Very cool. One of the things that I didn't realize is just how popular coloring books have become. Talk about that. I know you have some kind of stat on how big that ... I didn't even know it was an industry or whatever but how it's become.

Brianna: Yeah. In 2014, [inaudible 00:17:25] estimated that a million coloring books were sold in the United States. In 2015, roughly 12 million coloring books were sold. Which just shows you the popularity in recent years.

Hal: Wow. What do ... So one million in 2014 to 12 million in 2015. Which makes sense. If I go to Barnes and Noble, there are ... All the end caps ... There's adult coloring books everywhere. From right when you walk in to the ... They're featured everywhere. In fact, what was ... There was one I know you told me about that has sold millions and millions of copies. What was the one book you talked about that sold millions of copies?

Brianna: It's Secret Garden by Johanna Bradford. She actually started the adult coloring book craze a few years ago. She's got a series of different coloring books and coloring tools.

Hal: So Secret Garden ... Actually we're talking about the Miracle Morning Art of Affirmations Coloring Book so we should save that one for another time.

Brianna: Yeah. Let's not talk about her because she's an anomaly and she's popular. I don't want her anywhere this.

Hal: Awesome. Awesome. Cool. I'll have to check hers out as well. I know you studied hers a lot when you designed this. Talk about this. I want to skip to a question about Paul. This I thought was so cool and organic. It really is an example ... It's like a small piece of what's happening within the Miracle Morning movement. Whether it's our best year ever event or the quantum leap coaching program we have, or the facebook group, or these meet-ups. These Miracle Morning meet-ups that are popping up around the world. There's meet-ups in UK and all over America. Talk about who is Paul. How did you connect with Paul? What part has he played in the Miracle Morning Art of Affirmations Coloring Book?

Brianna: Paul is an amazing father and educator and pastor in Australia, who has been dedicated to the Miracle Morning movement for over a year now. I actually met him in the Miracle Morning community. A couple month ago, I set the intention that I was going to find an amazing illustrator who could create a positive affirmations coloring book. Soon after, Paul actually shared some of his doodles in the community. Over 400 people responded to it and asked him to make them different affirmations. Immediately, I reached out to him and said I wanted to hear more about his story and what he was doing

with affirmation, and I would love to work with him in some capacity. He's actually now the illustrator for the Miracle Morning Art of Affirmations. It's been such a pleasure to work with him. It just shows what's possible with extraordinary effort and unwavering faith. We are opposite sides of the world and really had to be creative in order to work together and not disrupt the things that we're doing in our day to day. We both got up an hour earlier in our Miracle Mornings and had meetings at 4AM. It was amazing.

Hal: It is such a cool story. Like you said, you set you your intention. It was in your affirmations to find a world-class illustrator and then Paul just starts posting doodles. He happens to be someone that ... He teaches the Miracle Morning to ... He runs youth groups out in Australia, right? Tell me ... Remind me of what does he do out there because I know he as an advocate. Sharing the Miracle Morning through his work.

Brianna: Yes. He actually is an educator and leader at his school. Has taken many different grades out on retreats and has incorporated the Miracle Morning into the daily schedule. Kids have gotten to have a treat of what it's like to incorporate savers into their day. He has gotten great feedback on how the kids have responded. All different ages from the fourth graders to the ninth graders. It's been really lovely to see him creating his own little Miracle Morning clubs and incorporating savers into the kids that he teaches.

Hal: When we were in Chicago at the Miracle Morning mastery event ... I think I asked you, "Can we have Paul create ... Draw

the Miracle Morning logo and the tagline for the movement? Elevating the consciousness of humanity one morning at a time." You said he woke up at like three in the morning the next day to do it and had it to us. It was amazing. He's amazing. I want to talk, before we wrap up. I want to just dive in to a few different benefits of coloring. Specifically, obviously, affirmation coloring.

I want to cover of couple of [inaudible 00:22:37]. Some of the health benefits of coloring. The benefits of coloring as a family. The benefits of coloring or why coloring has become more popular in the corporate world. Can we touch on those? Benefits of coloring for your health, because obviously that's a huge thing you've overcome. Its been something you've dealt with your whole life. Benefits of coloring as a family, because that's something that ... A big part of this for anyone who has a family. We want to get the kids. By the way, let me make it clear. Brianna made this very clear to me earlier. She goes, "Hal, this is not where you give your kid the coloring book and then send them out of the room so you can watch television." It's not that kind of tool. This is a tool to bring families closer together. I've done this with my kids, where we've colored their affirmations, cut them out, and they've got it up on the ... You've even come over and helped them create frames and the whole bit. Talk about that. Benefits of coloring for your health, as a family, and then talk about why it's popular in the corporate world.

Brianna:

Okay. In terms of coloring benefits for your health, doctors have actually known about coloring benefits for over 100 years. [inaudible 00:23:47] used to prescribe coloring to his patients as a centering tool. Doctors are still recommending coloring to

reduce anxiety in clinical settings. The trend of using coloring ... The adult coloring trend started a few years ago. We really have a technology overload going on. Where, as a result of technology, we're literally always on. Phones and other devices seem to be the first thing that we see when we wake up and the last thing we see before we go to bed. They're used throughout the day. As a result, we have lower attention spans. Coloring is a great way to heighten your attention span and to destress yourself and really step away from technology, and become mindful in a task that you might not think of as having health benefits. But it really does.

Hal: So that could lower your stress? It's almost like ... The health benefits are as much mental as they are physical. Yeah?

Brianna: Absolutely. It can help boost fine motor skills and it can also help reduce your ... Reduce the effects of Alzheimer's or dementia. It's helpful for patients with depression and insomnia, as well as anxiety. For patients with chronic illnesses, it helps them take their mind off the pain. It's really great as a mindfulness practice tool because you are getting the same effects that you would get from doing yoga or meditation. It's lowering your heart rate and it's loosening your muscles and it's stimulating your brain. We're not actually having to go out and do yoga or meditation. You might just be coloring at your desk during your lunch break for five minutes.

Hal: One thing I want to mention. We ... This was your ... I think this was your idea. We had Julianna Raye, who is the official mindfulness expert guide at all of our live events. She is ... Her

master was Shinzen Young, or is Shinzen Young, who just wrote a book that came out called The Science of Enlightenment. She is ... I believe she is the only person that he has certified to carry on his work. Which is just amazing. You had her ... We created these mindfulness specific pages where it's these repetitive drawings that are, again, science-based. They're not affirmations. This is another part of the book. Julianna Raye wrote text for the other ... The opposite side from the coloring page to give some mindfulness instruction of how to use the coloring page as a meditation of a mindfulness practice. That was a really cool bonus that you surprised me with toward the end of the whole project, which was cool. What are the benefits of coloring as a family, Brianna?

Brianna: There are many benefits of coloring as a family. First of all, you're creating a mindfulness practice for yourself, but also as a family activity. That is teaching your family that this is something that is important. Not only to you, but as a family practice. A lot of times, families will sit together and they'll watch TV or be reading a book while their kid is watching something on an iPad. This is an opportunity to facilitate problem-solving skills and creative thinking and mindfulness, with your kids as well as facilitate positive conversations around goals and what you're really going to do as a family, to benefit yourselves.

Hal: Not to mention the fact of the affirmation themselves. Right? You've got your kids reciting affirmations, reading affirmations, coloring affirmations. You're simply implanting really positive empowering dialogue in their conscious and their subconscious mind. Your point earlier, about how the adults ... As adults, we've got our phone. We're way too plugged into technology.

This is something that ... Unfortunately, our kids are just as if not even more, plugged into the technology. As a parent, sometimes I'm guilty of ... I need to get something done so I'll hand the phone over or the iPad. I'm trying to keep that to a minimum of course. Yeah, the coloring is such a great thing.

By the way, If your ... This is actually what it took for me to get my daughter ... She's seven years old now. She doesn't color as much. I'm going to give anyone a little tip here. If your kids, for whatever reason, they're older, they're not into coloring. I simply said, "Sweetheart, if you ... Let's color these and then, I'll take pictures of you holding up the coloring pages and we'll put them up on Facebook." I don't know about you but my daughter loves to see pictures of her doing something fun on Facebook or whatever. In general, on the phone. Picture ... She's very visual so she likes seeing pictures. That's something that ... I've seen, Brianna, a ton of these in the Miracle Morning community of people posting pictures of, either their coloring pages as adults, or their kids are proudly holding up their coloring pages. I love your leadership on facilitating that between our members.

Brianna:

Thank you so much. That's one of the things I was really hoping to accomplish with the Miracle Morning Art of Affirmations. I was hoping that people would share their artwork with the community and maybe even share what commitments they've made as a result of the affirmation so that we can encourage them.

Hal: Love it. One of the last things I wanted to just touch on briefly before we wrap up here, why coloring ... From your research, why is it becoming more popular in corporate world? How are Fortune 500 companies using this with their employees?

Brianna: Companies all over the UK, Australia, and the USA are picking up coloring as a trend because they're seeing that it actually reduces stress in the workplace. They're seeing that it boosts creativity and productivity in fields that don't really utilize creativity very much. Productivity might be lacking as a results. They're seeing that coloring heightens your attention span, and it helps tap into the creative parts of your brain that you would need to become a problem solver and really to think outside the box. Studies have shown that 1 in 7 adults in the UK are actually incorporating coloring in the workplace. Either when they're on their commute to or from work, or on their breaks, or pulling it out for just five minutes at a time.

I actually heard about Staples UK creating their own coloring pages for their employees, centered around seven different fields within the [inaudible 00:31:00]. They're encouraging their employees to color, on the clock, when they're feeling a little antsy or when they are not really at their best self. They're seeing that productivity levels have increased ten-fold. You can actually download free Staples coloring pages and learn a bunch more about benefits of coloring in the corporate world and for families, and the health benefits of it at our Pinterest page. I pinned 25 or more articles about how companies and families are incorporating coloring and the different benefits that they're seeing and different research on it, if you want to learn a little bit more.

Hal: Most importantly, for anybody listening, that wants to get ... Obviously you can get the coloring book on Amazon but what is the page ... I know you've got a page set up where they can actually download a handful of pages, full-size affirmation pages from the coloring book, they can download for free. What's the URL for that? What's the website?

Brianna: I think it's MiracleMorning.com/freecoloringpages.

Hal: Let me check. MiracleMorning.com/freecoloringpages. Yeah, you should probably know that one. That's an important page to know. You are right! Nice, Brianna, you do know it. You do know it. MiracleMorning.com/freecoloringpages. If you're listening right now and you are interested in at least giving this a try, that's a great way to start. Go to MiracleMorning.com/freecoloringpages. You'll get free access to a handful of the ... Like I said, full-size PDF pages that you can print out. You can color them or you can color them with your kids or both. Whatever you want to do. If you want to check out the book ... By the way, be clear that this is not an 8 1/2x11 or not a 5 1/2x8. Not like a normal-sized book book. This is a large, I don't even know. Like 10 inches by 13. I mean, it's a big, large coloring book. Cool, Brianna. Anything else to share before we wrap up?

Brianna: No, I'm just very grateful to have this opportunity. I think the coloring and incorporating creativity and affirmation into my life have really transformed the trajectory of my health journey

and of my business journey and of my personal journey. I'm excited to hear what other people have experienced when they start incorporating coloring into their savers or charms that they're doing.

Hal: Awesome. I appreciate ... Your leadership on this project was, it was different. I've never ... Different than writing a book. We had to coordinate with the illustrator, and the editors, and the proofreaders, and the graphic designers. You really stepped up in a big, big way because you believed in it. I really appreciate that about you. You believe and you stand for what you believe in and are willing to put forth extraordinary effort to get it out there in the world. Thank you for being on the Achieve Your Goals podcast today.

Brianna: Absolutely, it was my pleasure. I'm excited to hear what happens with this book and what people are able to manifest what they incorporate things in their vision board and I, will see you soon.

Hal: Awesome. That makes two of us. Achieve Your Goals podcast listeners, thank you for tuning in to another episode of Achieve Your Goals podcast. Last but not least, we are still... When this comes out, probably a month away from the best year ever blueprint. As of today, I know we have over half of the spots are taken up. Brianna will be there. I will be there. Roughly 400 members of the Miracle Morning community and the Achieve Your Goals podcast audience will be there experiencing the best year ever blueprints. Go to bestyeareverlive.com. That's bestyeareverlive.com and watch the video and see if it's a good

fit for you. If you can make it out to San Diego, we would love to have you. Until next time, make it a great week and I will talk to you soon. Take care.

Nick: Thank you so much for tuning into this episode of the podcast. You can find links to all the resources mentioned in this episode as well as all the past podcast episodes, over at halelrod.com/podcast. Also, if you haven't done so yet, please go subscribe to the podcast on iTunes or go to halelrod.com/itunes, clicking on the subscribe button. Then, if you would, please leave a rating and review because rating and reviews truly are the best way for more people to find out about the podcast, and decide if this is the one for them. All right, until next week, it's time to go out there, take action, and achieve your goals.

Nick: If you're looking to grow your business using podcasting, but don't have the time to edit the audio, insert the intro and outro, write up the show notes, post the episode to all the different sites, and do all of the ridiculous back end work that's required, then you need yourpodcastguru.com. Where you bring the content, and we take care of the rest. We'll even co-host the show for you. Visit yourpodcastguru.com right now to explode your audience and crush it in the podcasting world.