

Episode 103: The Right Conditions for a Quantum Leap ft. Doreen Korba



One Year from Now with your host, Hailey Thomas

There's no right way for growing an online business. And honestly, me and my guests are more than fine with that. I'm Hailey Thomas, and this is the podcast that lets you be a fly on the wall for candid conversations and mini lessons through a variety of online entrepreneurs who are growing their businesses based on their own visions. We are on a mission to normalize and laugh about the behind-the-scenes truth of achieving a new level of success in your business. This is One Year from Now.

Hailey 00:49

Hello, hello, hello. Welcome to this episode of the podcast. I am completely thrilled to be talking with Doreen Korba. She is an incredible coach, a peer, and a dear friend of mine, and we're just going to get into it because I'm so excited. Doreen, thank you for coming on the show.

Doreen 01:06

I love you so much. I'm so happy to be here. I think you're beyond brilliant, and I'm just so excited for this conversation with your listeners and with mine, because they'll be listening as well.

Hailey 01:17

Yeah, so good. Okay, so the reason I wanted to have Doreen on, as you all know, we've been talking on the podcast about scaling and about growth. And all of, I think, the fun, sexy, challenging parts of business, and I wanted to add to that conversation, the— I won't say like the shadow side, that might be a very dramatic way to say this— but like, there's so much of our growth that happens when you are pushing and scaling and growing your business, you as an individual are also growing and stretching and expanding, and there's so much stuff that comes with it. And so, I wanted to talk with Doreen and I wanted to introduce you all to her and then talk with her about: What do we do with all of the growth that's happening? What do we do when while we're growing our businesses, things in our lives might be changing or being burned down intentionally or unintentionally? How do we still work? And work is a small way to say it, but like how do we still continue to expand and live into our values as entrepreneurs and like, do the work while all of this is changing for us? So, Doreen, can you give a quick introduction to yourself, introduction to the work that you do? And then we'll get into it.

Doreen 02:37

Yeah, so, I'm Doreen Korba. I am a wife and a mom of three earthly children and one little angel in heaven. And I share a lot about my story from being a VP of Marketing, running global marketing teams in healthcare, and transitioning after the loss of my daughter into my calling, which is to help women, one-on-one, make lots and lots of money by doing this deeper inner work that Hailey is talking about. Which is, you know, it's interesting, you say shadow-side, because that is absolutely a way that people could recognize it, but my specialty is really helping women quantum leap in their businesses due to the inner work that may feel scary and like, we don't want to look under the covers and see what's there, we don't want to slow down because there's things that may have been neglected, one of which is ourselves. And so, this is just my life's work. I have a Master's in Counseling Psychology, I'm just finishing up a year-long trauma program where I learned all about how the nervous system is patterned and why that matters in our businesses, and it is just my ultimate joy to work with women who are pioneers, who are really forging their own path. So, I'm thrilled to be here to share anything and everything you'd like for me to share.

Hailey 04:00

So good. Okay, so let's start with the moment where a person might recognize, "I need to slow down," or, "I need to set down the hustle." That is, in my own life and personal experience, like a really terrifying experience. I think there is a terror that comes with that. I think maybe a couple years ago, I'd be like, "Surely other people don't feel like this, and it's just me," but every entrepreneur that I've interacted when they know like, "Oh, I need to slow down. My life is asking, my body, my nervous system, my mind is asking me to like, slow down a little bit and take care of some things." And it's like this moment of terror. How do you talk about that moment? How do you see people meet that, I guess, fork in the road where they can either say, "Hey, there's some things I need to address," and go that way and then there's opportunity to be like, "Nah, forget it. It's fine. We'll just keep going."

Doreen 04:57

Yeah. You phrased this question so beautifully, because you asked for the moment that we first know. And by the time we start doing the work, we have known for a long time. So, it is a quiet whisper in the beginning, and it will sound something like, "This isn't sustainable." You will feel in your business like you just don't have any more hours, or you don't have any more energy. For me, in my own personal journey, it was the energy. I was expending so much energy that I did not have the energy at the end of the day for the people that I love the most, and that was just not okay with me. That is the opposite of the reason I went into business. Right. So, I didn't want to recreate what I left. Like, why would I have left Corporate America if I wanted to recreate that, right? Yeah, so the initial knowing is always an inner whisper. We all have them. We all have inner whispers I had this same experience when I gave up drinking 18 months ago, it was just, there was no problem. It was an inner whisper. It was like: What could life be like if I was never hungover? And I wasn't drinking a lot and I wasn't drinking often. A glass of wine or two at a time, but it was the, "I have a very big mission here and what would it be like for this to just to have settled," right? So, hustle is the same way. Hustle will show up, it's sneaky, and it's got such a great buffer because we are taught, "work hard play hard." I mean, like that's song, it's like it's singing in the back of my mind, right? And so we're taught like, "Oh, no, hustle is good. Like, this is how we build something big," you know? And that's just like, the bro energy and this energy that we're in, it's like, "God, no, we can build something big and be rested and be cared for and take care of ourselves and take care of our people." In that, there is a way.

Hailey 06:53

Yeah, I love the distinction you made, because I think that is true. Nothing can be wrong, but there's like, a whisper there. It's just like, a little like, "Hey, hey there." It's like a little moment, and that's it. It's really a choice to listen and act on it or not.

Doreen 07:14

I will say if you don't act on it, this is what happens and thank you for reminding me of that. When we don't listen, it just gets louder, and eventually your body, something will happen. Like, it doesn't have to be a major cancer diagnosis or something, but something will happen where you cannot physically do it, and that at that point is when businesses take a hit. Or, if you just would listen to the whisper and do the work, then your business doesn't take a hit.

Hailey 07:39

Yep, so good. So, so good. That's the point. That's exactly what I was going, where you could choose not to listen to it. Like, that's a choice you can make. However, notice what you're going to give up instead later, right? So, let's say someone is like, "Okay, I hear Hailey and Doreen and all their wisdom talking about this, and I need to look at this." Like, where does one even start with this work? Like, how do we know what we need? I think I know now because of the circles I run in, because I know you, but I didn't know where to start four years ago.

Doreen 08:14

Yeah. I think that whisper will tell us where to start, and it may not make sense. And so, for me, it was like, "Give up drinking? I don't even have a problem." And that wasn't the first whisper, but I'm just using that. I don't know why they came up today, but it must be because someone on this podcast needs to hear it, right? I don't usually talk about that. But it is a whisper that may not make sense to other people, but it is your path. So, you just take the next best step, right? And so, for some, it may be that maybe your child has something going on with them, and they need more help. Like, they need more of your attention, whatever it is, and that whisperer says, "Oh, I want to be the one to be there for that." And you lean into that. It is different for everyone. It also depends on what is underneath. If there is childhood trauma, if there is something going on in marriage or relationship or yourself. It depends on what is going on. Anyone listening to this podcast that follows you is incredibly smart. The idea that you don't know, is just nonexistent. Yeah, we do know, but we may not know the person yet. We may not have found the resource, right? And so, I learned a lot about this in my grief journey. I knew no one who had lost a child. Zero. And so, as I kind of clawed my way, like, through that, it was just like, "Okay, well, here's what I do know. I know therapy works." And then it was like, "Okay, I did that. Well, what else is there," right? And so, it's just one next best thing, it's just one step at a time, just like anything else.

Hailey 09:48

Yeah. Yeah. Let's talk about— and you're completely right, like, I think it's a matter of, for my clients, for myself, for the people outside of the show, it's a matter of believing that you heard what you heard. Like, it's a matter of, yeah, believing that like, "Oh, dammit, yep, I heard that little inkling. I don't love it, but I am gonna respect myself enough to like, listen." And then respecting whatever the whisper is whispering, even if it feels like it doesn't make sense. It feels pertinent to say that. We'll see, but it's the thing. For me personally, that's shown up and like, the thought, or the voice just being like, "You need more space." And I'm thinking, "Why? My schedule is very flexible. My child already goes to school. Why? What do we need space for?" But it was just, "You need more space, you need more space, you need more space." And I had a moment last fall where I was not listening, because I'm like, "From what?" I just was choosing not to listen, and then had a real major burnout for like, a month, and was just like, on my ass for like, a month. Yes, needing the space to then continue to deal with my grief from my mother passing a couple years ago, and like, other things going on in our family, and in my faith community, and all these things. And it's just like— You don't have to listen. Probably good idea if you do, but you don't have to. So, let's talk about how stopping enough to listen, making room for getting yourself supported in whatever ways that might be in depending on you, and what the kind of whisper is telling you: How does that lead to quantum leaping? How does that lead to not just a, "Okay, I'm back to where I was" level, but like, a real breakthrough in all the areas of life? A real thriving?

Doreen 11:37

So, when you said—and I hope this is okay— but when you said, “My whisper told me I need space,” and you're looking at your calendar, you're looking outside of you, and you see that there's plenty of space. But your whisper is telling you, “You need space,” what you need is space inside. And space inside is very different than space outside. And so, the work I do is to help you get the space inside. So, no matter what the hell your calendar looks like, you are feeling spacious spaciousness— as one of our coach friends likes to say. So, when we do that inner work, where we are very gently— I mean, I am not a Tony Robbins coach, okay? I am a trained therapist, who is an expert on the nervous system and neuroscience and all of the things and just like, lives to hold space for women. Like, it is just an opportunity to peek under the hood and take it slow. And we slow down to speed up, and what I mean by that is, when we slow down and we see what's going on and we work through it, and we resolve it in our bodies and our minds, then you have space in your heart, in your soul. You're not weighed down. So, when we push things away, it's like a gas leak. What I hear most often is my clients would be like, “I'm just so exhausted.” Yeah, and it's not the kind of exhausted that like, 10 hours of sleep can fix. It's a soul exhaustion. And so, what we do is we free up that inner space. by literally working through and resolving things. I don't know, some things we can check off the list. But some things are going to be around, like the loss of your mother, the loss of my daughter, and those things will be ever evolving, but the work that I do is to give you the space, no matter what the outside world looks like, because when you can have inner peace, literally your business is unstoppable. And what I see time and time again is the quantum leap happens. We have to do the work of giving you the space inside and then boom, the quantum leap is beyond your wildest imagination. And you can look back and be like, “I did that.” Like, “I did that by slowing down to speed up.” And it's so powerful.

Hailey 13:43

I love the concept of quantum leaping. There's a book that our shared mentor had brought up recently called *You Squared*. And I just keep a little hand— Doreen and I are on video so we can see each other, but it's super short. It's like, 36 pages. But it's just like, verbalizing these little thoughts about how quantum leaping works, and it's in line with what I know both you and I talk about. Being more successful is not about doing more things. It's like, it's hard for me to verbalize it. I think about Willy Wonka and at the end of the movie, they're going up in an elevator, but his elevator goes side to side and diagonal, and it's like, when you are not just like, crawling and pushing to just go forward and forward and forward and harder and harder. It's like, suddenly you have this really amazing creative capacity to solve problems sideways and diagonally. All these creative options open up, and the effort is not in pushing and forcing, it's in curiosity and creativity and what can be. And like, you solve things faster and are more creative with what you decide to do next. It's just like everything is more fruitful when you're not pushing so hard with such a limited amount of energy, because you've got one hand like pushing forward your business and the other hand is like, trying to push your trauma down and back to the sides. You're only pushing with one arm in the first place, right? So, that was a very kind of roundabout way to say that, but it's just the way that I think about quantum leaping is like, when you aren't using one arm to hold your trauma down and then trying to shove your business directly forward, suddenly you have so much more capacity to create.

Doreen 15:20

Yes, and this is actually on a cellular level. So, our cells, the ATP, the energy in our cells, when we have experienced trauma— and if you're raised as a woman in the United States of America you've got it, right? And what happens at a cellular level is you have less energy. And so, we need to rebuild, on a cellular level, your capacity. I hate to use Tony Robbins again, but I mean, here we are. If you've ever seen him on stage, you can go for like, 11 to 13 hours, right? And it's that capacity to hold that kind of space, to hold that kind of energy is what we work on, but first, we need to heal before we can grow.

Hailey 15:58

Yeah. It's like asking a car with very little air in the tires, that hasn't had an oil change for years to like, "Okay, now drive cross country." What? Right? No, that doesn't work. It might do it, but it's gonna be a long drive, and it may not make it, it may not make it. So, let's talk about like, while someone is doing this inner work, I think one of the things people get concerned on is, "If I don't have both eyes on my business and I'm not zeroed in and pushing really hard, then the whole thing is going to collapse. It's all going to fall apart." Talk to me about what you say when your clients bring you that.

Doreen 16:33

Oh my god, normal human brain. Welcome to being human, right? Like, we all think we need to be in total control, which is how we've been successful, to a point. And so, yeah, that's like, totally normal. I think that at times, right? Like, it doesn't go away. But the reality is, when you are doing this work, you are not working in your business. It's actually the best thing you can do for your business. Like, it is the fuel for the business. The business doesn't collapse, it actually grows. I've never ever had a client do this work with me and make less money ever. I actually never recognized that until right now. Things will not crumble, and the idea that things will crumble is just letting you know you still have scarcity around your ability to create results. I did come up with an analogy for my clients. The ball of light inside of you, that's your soul, your intuition, all the things. And then, when you birth your business just like you birth a baby, you birth another ball of light and it is always running. It is always working for you. Every marketing post, every sales offer, everything. It's like you're stoking that fire, but it's outside of you. So, those of you who are thinking like, "Oh, it has to be me." It's like, no, you're like meshing with your business, like just like you would mesh with a child. And we need to let it live and breathe. I'm a visual person, so I like to have visuals to explain things, but I often think of this ball of light as when I am in the darkness, it is still very light. Yes, it is burning bright still.

Hailey 18:08

Yeah, it's like a trust in what you have built. Like, that it is a living organism interacting with the world on its own separate from you. It is like a child in that way of like, early on, we're very protective of it and whatever, but like, my kid is in first grade now and he's mostly interacting out in the world without me for several hours a day. Like, most of the day, he's not with me, just interacting out there with the world with whatever lessons that I have taught him and he's just living his life, right? And so, your business is the same way and that's part of what makes it hard to listen to the whisper is when those notes of scarcity and, "But if I'm not, then it's not," but like, no, no, you built it to the point where it is. It's kind of like those moms that are like, their kid is older, but they're treating them like they're two and it's weird. Don't be weird. Just don't be weird, don't be weird.

Doreen 19:00

Don't be the weird mom. Don't be the helicopter mom.

Hailey 19:02

Yes, don't be a helicopter mom. And I think when you kind of take your proverbial hands off— and you're still working your business— but when you take that anxiety of it off, the business actually flourishes. It's just like when those kids' mom back off a little bit, like totally flourishes and you're still like working on it.

Doreen 19:19

And as you send your kid off to first grade, you cry for two weeks, you know? You're like, "Oh my god, I hope he's okay. What if he's upset? What if he's sensitive? What if someone hurts him?" Like, of course, it's a built into the process of growing your business.

Hailey 19:31

The elementary school is up the block. I can't tell you how many times I lapped that block those first couple of weeks. Nothing for me to see, just walking. Just want to make sure he's still in there. I know he's in there, but I walked there still multiple times. So, we talked about like, they're going through kind of doing the inner work, kind of the release of the opting in to doing this inner work. And all the while, the business is transforming, they are transforming. Let's talk a little bit about like, quantum leaps that you've seen. You and I have both experienced and seen them in ourselves and in our clients and like, how that piece of the puzzle works. Personally, I think it starts when you commit to like going in.

Doreen 20:13

Yeah. And the commitment can just be like, "Okay, I'm willing to look at this," right? Yep. Like, that's the first sign of commitment. That happens before you even hire someone to help. And I always recommend hiring someone to help. I mean, that's what I do in all my growth edges in business and personal, it's like, yeah, we just hire help.

Hailey 20:31

It's the same reason I don't change the oil on my car, or like, what? No. I go bring it into a professional. I could do it myself, it would take a lot longer, it'd be a lot less efficient and be super messy. So, why wouldn't I just take it in?

Doreen 20:43

Totally. And I'd probably screw it up. 100%. Yes. Yeah, like, absolutely. And so it before you even have to go putting like your money where your heart is, right? Like, I always say, "Put your money where your belief is." And so, if you believe in yourself, you're willing to invest in yourself. The first step is just, "Okay, I see that that's there." And then we just be with that together. You know, it doesn't have to be some like big grand.

Hailey 21:12

Yeah, like dramatic moment. Yeah.

Doreen 21:15

Yeah. So, now I forget what your question was.

Hailey 21:17

No, that's okay. It was kind of an open-ended question. Results is the category and this fits under it. Yeah. What are some of your favorite? What are some of the most like, memorable? Just from clients, like we're talking about, just committing to looking under the hood.

Doreen 21:32

I was doing life and business coaching together, up until this point, and Hailey has been behind the scenes with me now for maybe a year. We're in the mastermind together, where I just recently dropped the business side. Having good business strategy is excellent. You must have it, go to Hailey for that. Because that is just not what lights me up the most, and what I learned is, there's this piece in quantum leaping— yes, it's an under market, but that's not why I'm doing it— there's this piece in quantum leaping, which is this life coaching, this holding piece, that I love so much. And so, using myself as an example, I'm just coming out of life and business coaching, since the beginning of my coaching business, having massive success. And then feeling out of alignment, and that's that whisper, there's a whisper. I mean, I had gone from filling my one-on-one practice, to launching a mastermind successfully, an \$100k launch, everyone was having great results. And I went to sell it for the second time and the whisper was like, "Are they gonna sign up? Are they gonna sign up? But are they gonna sign up?" And the reason was is because, deep down, I just didn't want them to, but I didn't see it as that, right? Because there was something out of alignment, and what I learned by doing my own mastermind is like, the piece I love the most is the quantum leap magic, which is, "Come to me with your business strategy, and we're going to look under the hood, and we're going to slow down to speed up, and then you're going to make more money than you would have ever imagined, and we're literally changing a paradigm." So, for myself, I am just coming into a quantum leap. I just signed a \$50,000 client yesterday and I signed one— was it last month or six months ago? I mean, six weeks ago!

Hailey 23:09

Yeah, like not six months ago. Yeah.

Doreen 23:12

Yeah. So, I'm just refilling my practice. And it's like, I had to go through though a good five months of being out of alignment, trying to figure out why, showing up for coaching, getting peer coached, crying, all the things, until I figured it out. And all the inner work, doing all the tools, going to my trauma coach, all the things. And then, now, it's like I've been set free. Yeah, and it's all uphill from here. And I've seen this in myself before when I've been out of alignment. So, I see it in myself and then I also see it in my clients, which is, first we got to slow down and slowing down is its own thing. We got to slow this beast down, because we're so driven, so talented, so many ideas, and slowing down and then using the mindset, using the nervous system tool. So, I teach the tools, we do them together, we talk through everything. And then, we create a feeling of safety in our body, no matter what's happening outside. We create that self-trust no matter what's happening outside. And then, what comes from that is when there is more space, and we have slowed down, all the actual business ideas— and they may not be any different than what that person is currently doing or they may be— and then we see the quantum leap.

So, one of my clients, maybe we're at like month seven or eight. In the first six months, we were slowing down. She was still making money. She did not make less money. She was still making maybe \$30k a month for four or five months, and now she's at 60k. And it's like, there's zero question. She took the first two weeks of the month off, zero question she'll make 60k this month, she has zero doubt, right? Yeah. So, it really is knowing that— it's not so much creating money on demand because I think that that can be a slippery slope— but it is knowing that because of the work, the quantum leap is here. And you'll know when it's here, because your energy will shift and you'll feel like you're separate.

Hailey 25:05

Yes, yes, yes, yes. I love that so much. And that is exactly what it feels like. It's like moving through mud. And then, suddenly someone like— surprise it's you— plucks you out. And then, you're walking regularly and you're like, "Oh, okay." That's it exactly, exactly. It's just such a distinct difference. I love that you shared kind of your story of just like, the beautiful thing about entrepreneurship, the way I talked about it with my clients, and with the people that listen to this podcast is: my goal is to help you do this forever. Most of my people are like, highly unemployable in the best possible way. I would not survive in the workplace again. But if I want to be doing this for the rest of my life, what do I need to have done? What skills do I need to understand? And what knowing do I have to have about myself? And in the being able to make more money, the inner settledness and contentment, that it doesn't matter what's happening. It doesn't matter if I change the model, it doesn't matter if I start a new business, it doesn't matter. I'm just solid. I'm good. Like, that's such an important piece to being able to do this forever, to being able to be over in this world of entrepreneurship that is just constantly triggering forever.

Doreen 26:12

Yeah, it's your greatest spiritual teacher, it's always gonna bring up the things that you need to work on. It just is. That this the beast. Yes. It's always gonna bring to the surface, "Here's something I got to work on. Here's the growth edge." Yeah. And it is our work to work through it. That's the path. The only way is through. There's no up, there's no over. there's no around, and up over and around just looks like a lot of buffering.

Hailey 26:35

Yeah, yes. This is so, so good. Okay. What haven't we talked about yet, Doreen? Is there anything that you can think of that we haven't talked about yet that you'd want to share with the listeners?

Doreen 26:47

Yeah, one of the things that's coming up for me is sometimes, it is just slowing down and changing the paradigm from which you are operating. And so, when we slow down, we get to question: Is it really necessary to work 30 to 40 hours a week? Or can I do this in 15? The paradigm of the hours you work equaling the value, right? Like, the paradigms from which you are operating? That time is a big one that I see is like, "Okay, what do I really want? Will I really give myself permission to work this little and make this much?" Like, all of those. It's very sneaky and very intricate, the ways that our minds want to keep us in past generations. Like, this is the generation where we get to create massive value and work less, but so many of us are so afraid to step into that. And so, it is a lot of unlearning. It's not just trauma work, it's not just slowing down, but it is actually unlearning what we have been taught and

deciding what we want to believe as our truth. And what's so interesting about this work is sometimes, you just don't know that you're in a paradigm, and that is my job. And that is your job as a business coach is like, sometimes you just don't know that you're in a paradigm and you literally walk out. Like, I think that the biggest thing my clients say is no circumstance in their life has changed, yet they feel like everything has changed. Yes, they've got new glasses on. Yeah. And that is like, the greatest feeling is because I don't want lots of things in your life to change, right? Like, that's not the point. The point is for you to have the capacity to see them differently. And so really, it is the paradigm shifting, that alone is necessary to grow businesses as women. We need to shift the paradigm as a working mother, I mean, all the things, everyone comes with their own.

Hailey 28:39

Yeah, that's so good. I'm so glad you brought that up. One of the last questions for you. You talked about changing your business model, and this podcast is called *One Year from Now*. So, I'm curious. What vision do you have for your business? Let's say it is early spring of 2023. What do you see for you and your work?

Doreen 28:57

Oh, this will be fun to listen back to. I see a— well, I will have a full practice because my clients all sign on for a year because I am not in the business of selling this as a quick fix. Yeah, I really love the deep connection and really being a partner with them as they navigate this work. So, my practice will be full and most of my clients will be coming to the end of their contracts with me, and they will be doing amazing things. And I will be in the process of publishing my book, and I will be speaking on stages all over to women about paradigm shifts, about this inner work that needs to happen in order to really go all the way. We all have the spark, right? Like, we all have the desire, but as humans we have a lot of limits. So, we need to work through those limits in order to be able to do what God wants us to do and go all the way. It's not so easy as, "Oh, I have a spark, that just means this path is going to be paved." Like, no, we're human. And so, I see the book either being out or being published, and speaking on stages and guest coaching in people's programs, and just doing this piece that I love so much.

Hailey 30:12

So good. Doreen, where can people find you on the internet?

Doreen 30:15

Well, I have a podcast as well that I'm very obsessed with. I absolutely love serving in that way. It's called *Millionaire Mama's in the Making*. So, you can find me on any platform there. And then on Instagram, I'm @coachkorba, and on Facebook, I'm at Doreen Korba, and then my website is CoachKorba.com.

Hailey 30:34

Thank you so much for sharing that information and for just being here and sharing all that you did. We touch on this stuff in my mastermind and as I work with clients, but working with someone like Doreen, like, my work is more to be like, "Ooh, hey, you should probably talk to someone like Doreen." Like, when I spot the things, it's like, "Here's how to get regulated, so we can come down a little bit, and you should go talk to Doreen." So, I'm grateful that you came into alignment with doing this type of work so

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specifically, and yeah, I'm really glad that you're here. So, thank you for coming on. Thank you. I will add all of your links in the show notes of this episode, and we will see you on the next episode. Thank you.

Thank you for listening to this episode of One Year from Now. You can find the show notes and all the links we mentioned at BrainspaceOptimized.com/Podcast. And if you want to chat me up about all things entrepreneurship, then head to BrainspaceOptimized.com and join my email list. This is where we have rich conversations about the experience of business ownership. It's thoughtful, it's funny, I like getting responses and chatting with you all, it's a good time. Lastly, you can find me on Instagram [@brainspaceoptimized](https://www.instagram.com/brainspaceoptimized). We will see you in the next episode.