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Oral History Conversation with Amber Brandner

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Amber Bradner Transcript

00:00:01.950 --> 00:00:07.140
And you being here isn't what is your mom's
additional slim and your prize between

00:00:07.150 --> 00:00:14.050
students and business that is your
response. And regret. To say us overnight

00:00:14.180 --> 00:00:16.149
trip ever before was

00:00:16.450 --> 00:00:21.380
a proper conversation proper and just by
way of introduction of future scholars and

00:00:21.390 --> 00:00:24.240
I was used to record
this conversation it was

00:00:24.250 --> 00:00:28.630
a brief overview of what overnighting troupe
are on and the social impact he steps

00:00:28.640 --> 00:00:32.810
into each and yet we should probably not
say that I'm the founder of overnight it's

00:00:32.820 --> 00:00:39.580
not OK And I think the founders might
be helped. I am the founder of

00:00:39.590 --> 00:00:45.960
trip and what you're having is an
overnight. Share So while there's

00:00:45.970 --> 00:00:51.160
a question you want me to insult only
American Beauty sides yeah I mean I can

00:00:51.170 --> 00:00:55.230
really just more so speak to chirp
and I mean overnight lead me to

00:00:55.240 --> 00:01:00.820
a trip and through the connections that
I made with that organization it was

00:01:00.830 --> 00:01:05.880
actually. The fact that
overnight has this sort of.

00:01:07.470 --> 00:01:13.610
Shared value system so you you know it's
kind of last minute stays meets hotels

00:01:13.620 --> 00:01:20.430
tonight so it's like every means
hotels and locals. Can post

00:01:20.440 --> 00:01:22.170

people but there is

00:01:22.180 --> 00:01:27.730

a Exchange Congress rate but it's the excess
ability of it is may be different than

00:01:27.810 --> 00:01:28.440

a near B. And B.

00:01:28.450 --> 00:01:32.690

In terms of price point things like that
but it's very much about this referral of

00:01:32.700 --> 00:01:38.040

like friends and having sort of communities
of people that you're connected to so

00:01:38.700 --> 00:01:45.010

anyway as I started. I met
overnight. Through doing

00:01:45.020 --> 00:01:51.880

a production in Coachella Actually I
was I mean I can literally retrace

00:01:51.890 --> 00:01:57.370

my entire life back to like interactions
with people and things that I chose to

00:01:57.380 --> 00:02:03.420

follow you know sort of like that intuitive
feeling of Yes this doesn't seem like

00:02:04.040 --> 00:02:10.509

it all make sense but I feel like I should
say yes to this thing so it was actually

00:02:10.520 --> 00:02:13.870

at Coachella that I met Andreas shame

00:02:13.880 --> 00:02:20.470

a woman who was working with overnight at
the time I was there partnering with R.V.

00:02:20.480 --> 00:02:22.380

Sherpa and I had

00:02:22.390 --> 00:02:28.150

a creative arts and technology collective
called collective one nine hundred thirty

00:02:28.160 --> 00:02:32.410

nine out in Santee that I had
started which was kind of like

00:02:32.420 --> 00:02:34.630

a covert King space but
I was really more of

00:02:34.640 --> 00:02:41.630

a think tank we had live production
music deejays musicians all this

00:02:41.640 --> 00:02:48.070
stuff and so I went to Coachella to
kind of build out this pop up community

00:02:48.930 --> 00:02:55.050
in collaboration with over me and Andreas
was there representing overnight and we

00:02:55.060 --> 00:03:00.530
just very much connected around community
around the importance of communi like

00:03:00.570 --> 00:03:06.090
this is the identity of what
community is and how when you add

00:03:06.230 --> 00:03:12.440
a exchange of commerce it changes the
dynamic and the relationship and why does

00:03:12.450 --> 00:03:17.520
there have to be this one point you know
the opportunity there that we're missing

00:03:18.150 --> 00:03:23.640
the groups of people that are aligned
in these values connecting and creating

00:03:23.650 --> 00:03:28.960
deeper communities with each other outside
of the use of the application. So

00:03:28.100 --> 00:03:31.580
overnight very much inspired trip and in

00:03:31.590 --> 00:03:38.070
a way I went on to work consulting with
Tripp and for several months after that and

00:03:38.080 --> 00:03:44.900
launched in San Francisco in New
York and my approach was. To

00:03:44.910 --> 00:03:51.730
engage the local community to go out and
just kind of let serendipity make things

00:03:51.740 --> 00:03:57.370
happen right so I had people that I very
much valued and connections that I had

00:03:57.380 --> 00:04:01.330
valued throughout the years you know
from a conference here and there

00:04:01.340 --> 00:04:07.020
a Social Innovation Summit in San Francisco
for instance led me to reconnect with

00:04:07.030 --> 00:04:12.870
a woman Kate McCowan who does amazing
things for education I reconnected with her

00:04:12.880 --> 00:04:17.170
in New York City I wanted to do a podcast
with her at the time I was doing

00:04:17.180 --> 00:04:23.880
a pod cast for thing called it's news which
was like you wake up to curated news so

00:04:23.890 --> 00:04:28.110
I would do I was like Cool I'll do that but
I want to interview people and they're

00:04:28.120 --> 00:04:32.050
like OK so I set up to enter be

00:04:32.060 --> 00:04:37.980
a cape. In she said I have the perfect
location I met up with her and she's take

00:04:38.200 --> 00:04:42.300
she take me to the bookstore called the
on oppressive non imperialistic bargain

00:04:42.310 --> 00:04:48.840
bookstore of Greenwich Village and the
proprietor of that is James true Guess

00:04:49.200 --> 00:04:56.180
who is an activist marched with Martin
Luther King has mean he's just he's on my

00:04:56.190 --> 00:05:00.470
favorite people. I just met him
because I went there to do

00:05:00.480 --> 00:05:07.170
a podcast in the stacks of this book shop
and. And he and I just met like had this

00:05:07.210 --> 00:05:13.060
kid's make kind of energy he would agree
to like Colleen do pop up book shop for

00:05:13.070 --> 00:05:19.630
the opening overnight at the
launch of the apple in. In New

00:05:19.640 --> 00:05:26.200
York so it was so neat to have this like
iconic person there and he donated all of

00:05:26.210 --> 00:05:30.160
these books and so guests would
comment and he would have

00:05:30.170 --> 00:05:34.530

a conversation and say I think this is
the book for you I think this is and so

00:05:35.120 --> 00:05:39.630
anyways that was really my approach has
just been to like kind of follow the magic

00:05:39.640 --> 00:05:46.490
follow double down on the good stuff
you know and so and yet my time was

00:05:46.500 --> 00:05:52.440
coming to an end but the trip Ben or not
you're going with with overnight and it

00:05:52.450 --> 00:05:59.080
was summer I believe May or
June and I remember walking

00:05:59.090 --> 00:06:05.860
through Manhattan and I was like I don't
know what I'm doing next I've you know

00:06:05.870 --> 00:06:12.170
when you're consulting you go from one
job to job so I was with Andreas and.

00:06:13.180 --> 00:06:15.230
He had just gotten back from

00:06:15.240 --> 00:06:22.130
a college reunion at Williams College
in New York and he said I think

00:06:23.040 --> 00:06:23.890
I may have met

00:06:24.170 --> 00:06:29.190
a couple that wants to build something very
similar to the to the things that we've

00:06:29.200 --> 00:06:33.880
talked about. And I think
it would make sense to have

00:06:33.890 --> 00:06:40.760
a conversation would you be open and I
said yes and so within that lose like

00:06:40.910 --> 00:06:46.900
closing out of overnight and then
maybe a week within that I had

00:06:46.940 --> 00:06:52.250
a couple of conversations with my co-founders
who are now my co-founders trip and

00:06:52.620 --> 00:06:57.120
at the time they were in Bermuda and they
said well you guys need to come out so we

00:06:57.130 --> 00:07:03.130
can work together on this and I looked at
Andreas and I said don't ruin this for me

00:07:03.740 --> 00:07:10.440
I don't like We're going to bring here.
And we did and we flew to Bermuda

00:07:10.650 --> 00:07:14.420
and we spent I spend like a week and

00:07:14.430 --> 00:07:20.060
a half there and I mean we enjoyed
ourselves certainly but we also spent

00:07:20.100 --> 00:07:21.460
a lot of time in front of

00:07:21.470 --> 00:07:26.000
a whiteboard and just kind of you know and
I made calls to the people that I knew

00:07:26.010 --> 00:07:31.680
and started talking about what we're
creating and so with what I think the impact

00:07:31.690 --> 00:07:36.940
of what Trepan is doing and what I hope for
it to do because we are very still very

00:07:36.950 --> 00:07:43.430
early and but the communities I've reached
out to is really around how do you

00:07:43.440 --> 00:07:49.530
take the work that we're all doing in our
individual communities and silos and make

00:07:49.540 --> 00:07:55.990
it so that we have this sort of
easy tool to use to connect on

00:07:55.100 --> 00:08:01.620
purpose with those individuals and continue
those relationships without the noise

00:08:01.630 --> 00:08:07.030
of something like Facebook without the ego
of Instagram and without this perception

00:08:07.040 --> 00:08:13.960
and pressure of working together like Linked
and. It was born out of this idea for

00:08:13.970 --> 00:08:19.960
the couple I worked with my co-founders
aside from Andreas had thought about it

00:08:19.970 --> 00:08:24.760
more as a travel app that if you live in

00:08:24.770 --> 00:08:29.140
a place like Bermuda you get hit up all
the time OK I'm coming into town where

00:08:29.150 --> 00:08:34.530
should I go maybe lived in San Diego and
then you move to new you know you have all

00:08:34.539 --> 00:08:39.730
this inside goodness but it's also your
perspective and it's your values that are

00:08:39.740 --> 00:08:44.780
creating that So when you have
people that you are aligned with

00:08:44.790 --> 00:08:49.950
a shared values or share some sense of
what is good travel what is purposeful

00:08:49.960 --> 00:08:56.400
travel. You know you reach
out to those people so we

00:08:56.410 --> 00:08:58.100
created an interface and

00:08:58.110 --> 00:09:03.000
a platform where you can share these tips
and these places that are geocentric

00:09:03.010 --> 00:09:08.490
knowledge and so we we built the so that
it was easy to share this knowledge and

00:09:08.530 --> 00:09:12.750
share it with and trusted communities the
community aspect of that is what I really

00:09:12.760 --> 00:09:19.660
brought to it which was thinking
through. You know how. How we

00:09:19.670 --> 00:09:26.020
filter the world essentially and what
brands even are doing in terms of

00:09:26.030 --> 00:09:32.500
experience marketing rein and what is
the strongest connection that we have

00:09:33.000 --> 00:09:39.070
and it's experiences and so if you can
share that experience will knowledge. In

00:09:39.080 --> 00:09:44.360
a way that's meaningful with the people
that are going to find value around that I

00:09:44.370 --> 00:09:49.760
think there's something to that and in

addition to that my curation of these

00:09:49.770 --> 00:09:54.830
communities has been specifically focused
on communities that I believe add value

00:09:54.840 --> 00:10:01.120
to the world purposeful travel
being to me things like health xo.

00:10:02.340 --> 00:10:03.790
Accessibility is

00:10:03.800 --> 00:10:08.670
a consideration I think travel is
innately perspective building and empathy

00:10:08.680 --> 00:10:14.360
building and all the things that we work
for in social innovation right so if you

00:10:14.370 --> 00:10:15.560
can offer

00:10:16.180 --> 00:10:21.670
a solution or offer some of these
tools to people such as help X.

00:10:21.680 --> 00:10:28.350
Which is website based platform it's very
old school but you can go on there and

00:10:28.360 --> 00:10:34.690
find places in you know Spain that
you could go and stay you know for.

00:10:35.620 --> 00:10:36.310
A month there

00:10:36.320 --> 00:10:42.670
a couple weeks and in exchange for working
three hours on their farm or something

00:10:42.680 --> 00:10:43.030
you get

00:10:43.040 --> 00:10:50.460
a meal and you know you're lodging so I
grew up thinking that you know travel

00:10:50.470 --> 00:10:55.480
is not something accessible. And so for me

00:10:55.490 --> 00:11:00.160
a lot of it is helping people know the
tools that are out there the opportunities

00:11:00.610 --> 00:11:06.770
and helping it be more accessible and I
think that knowledge when we share it.

00:11:07.910 --> 00:11:12.370
Does that as well so if you're going to
Easter Island and I say you got to talk to

00:11:12.380 --> 00:11:15.760
this rap a new man that I
stayed with and I camped in

00:11:15.770 --> 00:11:20.490
a tent on his land and he'll take care of
you to show you around you could go there

00:11:20.500 --> 00:11:22.050
and have such

00:11:22.450 --> 00:11:29.380
a much more rich experience free so
yeah I mean I could go on probably

00:11:29.390 --> 00:11:35.680
but new policy could ask more questions
very clearly just read off like

00:11:36.540 --> 00:11:41.840
what I said so we try to get respect but
you know here you much more senses which

00:11:42.770 --> 00:11:46.790
is yeah. I guess kind of switching gears

00:11:46.800 --> 00:11:51.800
a little bit I'm going to curious because
you know after we do go out we start to

00:11:51.810 --> 00:11:51.920
get

00:11:51.930 --> 00:11:57.400
a degree of hers now having your original
part and you obviously didn't quite careers

00:11:57.790 --> 00:12:03.860
so I'm just was there isn't is it your
view was absolute I mean for your wife no

00:12:03.870 --> 00:12:10.560
you could tell please never ever play that
list could show the turning point. In

00:12:10.600 --> 00:12:17.030
this well yes if you give and words well
calmly have you know your years in life

00:12:17.440 --> 00:12:24.440
yeah I mean I asked him what it
was. So it's yet been really

00:12:24.450 --> 00:12:28.970
interesting and I've had even I've even
had like insecurity is of my own around

00:12:28.980 --> 00:12:33.580

that because it's like who I know
this imposter syndrome thing but it's

00:12:33.590 --> 00:12:38.480

a cool my to do this I have. A nursing
degree and sometimes I get asked to speak of

00:12:38.490 --> 00:12:43.870

something or whatever and it's like yeah
that's that's part of my story rave but I

00:12:44.630 --> 00:12:48.510

could tell was important I mean in
terms of what happened that was

00:12:48.520 --> 00:12:53.840

a pivotal point right but there's many
pivotal points and like I met John that did

00:12:53.850 --> 00:12:59.680

that but did that event the reason I mean
he called me out of the blue and was like

00:12:59.690 --> 00:13:02.290

Hey I'm doing this thing and go
tell him I can I want to build out

00:13:02.300 --> 00:13:07.330

a community around do you want to would
you be interested I met him at South by

00:13:07.340 --> 00:13:11.990

Southwest like two years before I was in
his crowdfunding video for our viewers

00:13:12.000 --> 00:13:17.610

Sherpa at a Indiegogo party that I would
wear that because I randomly spoke to

00:13:17.620 --> 00:13:20.360

a person in a cafe that
I just was picking up

00:13:20.370 --> 00:13:24.440

a Bible I should say hi and I talked to
this person and we went around to these

00:13:24.450 --> 00:13:30.170

different parties and events and then we
went to this one and anyway it turns out

00:13:30.180 --> 00:13:35.240

he's like in and out of San Diego so
that that's the thing about it is like

00:13:35.280 --> 00:13:41.290

everything matters literally I mean it
it's all the decisions and it's all the

00:13:41.300 --> 00:13:47.710

decisions we don't meek. But
with nursing how I kind of

00:13:47.720 --> 00:13:54.500
transitioned out of that I think
about. The last year or so I

00:13:54.510 --> 00:14:00.520
started into nursing I was taking classes
at night when I was in high school for my

00:14:00.530 --> 00:14:06.700
college degree I was started doing this I
was like I am not going to. I'm not going

00:14:06.710 --> 00:14:12.790
to not have like I'm going to take
advantage of everything that's. And.

00:14:14.240 --> 00:14:18.970
So I ended up going into school
and finishing with my R.N.

00:14:18.980 --> 00:14:20.970
When I was about twenty years old I bought

00:14:20.980 --> 00:14:26.160
a house at twenty I had my nursing degree
I had already worked in the I.C.U.

00:14:26.170 --> 00:14:27.620
For a year and a half as

00:14:27.630 --> 00:14:33.230
a. Trial. Nurse fellow and
then I was hired on as

00:14:33.240 --> 00:14:35.130
a staff nurse in the I.C.U.

00:14:35.140 --> 00:14:37.300
Which was somewhat rare at that point for

00:14:37.310 --> 00:14:42.370
a new grad and Anyway so I did
that and they did that for two and

00:14:42.380 --> 00:14:48.720
a half years or two years in Indiana where
up near where my family was and where I

00:14:48.730 --> 00:14:55.520
bought the small. And then I saw this tell
you everything I think I. Think through

00:14:55.530 --> 00:15:00.610
my story Jay I think it's important to
know that it's not easy and that there's

00:15:00.620 --> 00:15:07.340
things that happen that feel like

they're bad or like they are negative

00:15:07.740 --> 00:15:13.430
and maybe they mean something but it was
two thousand and eight and my parents lost

00:15:13.440 --> 00:15:20.430
their home. It was for close. With
they had gotten just behind I

00:15:20.440 --> 00:15:20.950
mean through

00:15:20.960 --> 00:15:25.720
a series of unfortunate events and I had
three siblings that were still in school

00:15:27.610 --> 00:15:33.550
and my mom called and asked me if I was
still thinking about doing travel nursing

00:15:33.560 --> 00:15:38.330
and I said well yes but I had gone
straight from my associates right into my

00:15:38.340 --> 00:15:44.810
bachelor program for nursing so I was full
time in school and working full time and

00:15:44.820 --> 00:15:50.510
I was like yeah I am still thinking about
that and so she told me the situation and

00:15:50.520 --> 00:15:57.170
I said well let me look into it and
turned out that there was an opening

00:15:57.380 --> 00:15:58.860
for an I.C.U.

00:15:58.900 --> 00:16:04.710
Nurse at Scripps in Sydney this. I still
remember the recruiter telling me.

00:16:05.830 --> 00:16:09.860
About incentives in this like surf
town and how it was just like this

00:16:09.870 --> 00:16:15.710
quintessential served in beautiful and
you know Sunny and palm trees and just

00:16:15.720 --> 00:16:22.660
really old school I've been and it was
it was so much that and I came out to

00:16:22.670 --> 00:16:28.730
San Diego because of the circumstances and
I was able to kind of help my family for

00:16:28.740 --> 00:16:33.600

a little while and. So I
stayed here for six months as

00:16:33.610 --> 00:16:40.060
a traveling nurse and I fell in love with
San Diego and then I applied for all

00:16:40.070 --> 00:16:45.020
these jobs and I was offered all of
them with the nursing and I was offered

00:16:45.030 --> 00:16:49.380
a cardiac I.C.U. Position
at Scripps and C.C.U.

00:16:49.390 --> 00:16:53.960
From where I was from in Indiana was
kind of like the pinnacle of like

00:16:54.000 --> 00:17:00.050
a staff nurse in the hospitals like the
most challenging thing you can do so I did

00:17:00.050 --> 00:17:01.520
that and I did it for four and

00:17:01.530 --> 00:17:06.980
a half years I worked night shift for
almost half or more of that and I worked

00:17:06.099 --> 00:17:09.800
three twelve hour shifts and I made

00:17:09.839 --> 00:17:16.680
a good living and you know money
wasn't an issue I would have four

00:17:16.680 --> 00:17:21.359
days off and I would serve them by
and do all of those things and had

00:17:21.359 --> 00:17:26.740
a very balanced sort of
life. And it was maybe.

00:17:28.160 --> 00:17:32.810
Three and a half years
into that role five and

00:17:32.820 --> 00:17:37.390
a half years total I had
been a nurse in the I.C.U.

00:17:38.020 --> 00:17:40.740
And I worked in the I.C.U.

00:17:40.780 --> 00:17:46.590
For like seven years at that point
and I was twenty five twenty six

00:17:47.290 --> 00:17:52.900

and I so I had gone to the our show at.

00:17:54.540 --> 00:18:01.310
Third Space in University Heights
and I ran into Pete McConnell who

00:18:01.350 --> 00:18:08.070
owns who owns third space and.
He said. They're doing this tax

00:18:08.080 --> 00:18:13.950
thing and it's like I love TED Talks Oh my
gosh and so I base books talk to him and

00:18:13.960 --> 00:18:19.690
I found out that they were having
this event like volunteer meeting

00:18:20.290 --> 00:18:22.320
and I sort of just invite

00:18:22.330 --> 00:18:26.800
a Myself I don't even know if it was an
open invite or what it was but I showed up

00:18:26.840 --> 00:18:30.770
and I was around a table with a
bunch of people who are N.P.R.

00:18:30.780 --> 00:18:33.960
And marketing and production and all
these things and I was like I'm

00:18:33.970 --> 00:18:39.980
a nurse and I love Ted and I just
want to be part of this and and so I.

00:18:45.290 --> 00:18:47.780
I was there and I made myself

00:18:47.790 --> 00:18:53.120
a part of it and I found my people like
I found the people that believed in big

00:18:53.130 --> 00:18:57.170
ideas that like were willing to pursue
things that no one else was willing to

00:18:57.180 --> 00:19:02.640
pursue and that understood the importance
of story and. I just like fell in love

00:19:02.650 --> 00:19:05.970
with that and so I volunteered
for that year and I was still

00:19:05.980 --> 00:19:12.760
a nurse and. It was March like
two thousand and twelve I think.

00:19:14.750 --> 00:19:20.900

Something like that. And
I had gone to dinner in

00:19:21.900 --> 00:19:28.780
like Little Italy and I drove
back home late at night and had

00:19:28.790 --> 00:19:35.400
a car accident and it was pretty bad
car accident my car was totaled

00:19:35.940 --> 00:19:42.890
and I probably should have been injured but
there was nobody there to see it there

00:19:42.900 --> 00:19:48.930
was nobody there to say she should be hurt
really badly or anything and so happened

00:19:48.940 --> 00:19:55.080
was my car went under three parked cars.
Because the axle actually broke so we'll

00:19:55.120 --> 00:20:01.410
fall and I had neglected taking care of
this I had neglected addressing things I

00:20:01.420 --> 00:20:07.020
was forcefully kind of presenting
this opportunity to slow down.

00:20:08.250 --> 00:20:15.000
And so I had this accident and I was totally
fine I walked out of it I went up to

00:20:15.010 --> 00:20:21.490
a car in my in shock like my OK
in there like you're OK and.

00:20:23.190 --> 00:20:26.640
So for a couple of weeks says
like you know I had a thing I had

00:20:26.650 --> 00:20:29.860
a friend that was out of town to
let me borrow her car for like

00:20:29.870 --> 00:20:34.100
a month and so I did that and then I
went and I bought a brand new car

00:20:35.040 --> 00:20:38.570
a Car Max which is the only
place that you can return

00:20:38.580 --> 00:20:44.330
a car within three or four days with no
questions asked no your money back I did

00:20:44.340 --> 00:20:51.240
not even know that when I bought it but

they told me that when I purchased and

00:20:51.250 --> 00:20:55.280
that was very important because about two
days after I purchased it I said one of

00:20:55.290 --> 00:21:02.250
my doing I have the most money that I've
had in my pocket ever. I am working

00:21:02.260 --> 00:21:02.360
at

00:21:02.370 --> 00:21:06.970
a job that I feel like I'm checking in and
out of myself I had done all this work of

00:21:06.980 --> 00:21:13.420
like myself like getting to know myself
which I had maybe not done when I was

00:21:13.460 --> 00:21:17.190
nineteen twenty I don't know I jumped
right into something I knew myself in

00:21:17.200 --> 00:21:23.460
a certain way but there was this like
discovery that was happening and then on top

00:21:23.470 --> 00:21:27.100
of that there was all this Occupy Wall
Street stuff happening in the ninety nine

00:21:27.110 --> 00:21:32.720
percent movement and I was just feeling
like this like I am. Never going to go and

00:21:32.730 --> 00:21:36.090
do the things I'm never going to go and
travel I'm not going to go and learn

00:21:36.100 --> 00:21:39.820
Spanish I'm not going to do my yoga teacher
training not going to do these things

00:21:39.830 --> 00:21:46.530
that I want to do unless I go and do them
and so I returned the vehicle and got

00:21:46.780 --> 00:21:52.440
all the money back and I decided to go and
travel through South America and I did

00:21:52.450 --> 00:21:55.140
for nine months and I learned
Spanish and I stayed with

00:21:55.150 --> 00:22:00.410
a family there and I went and did yoga
teacher training Guatemala and I worked with

00:22:00.420 --> 00:22:03.560
a video camera that had
just been something of

00:22:03.570 --> 00:22:10.400
a side project and I braced that
and I. I bartered with the video

00:22:10.410 --> 00:22:16.460
camera event and I you know extended
stays in places that you know needed

00:22:16.600 --> 00:22:23.180
a little bit for their website or something
and so yeah it was all of those things

00:22:23.190 --> 00:22:28.740
and then after I had been away for some
time you know I think it was probably three

00:22:28.750 --> 00:22:34.840
months where I was like OK I don't
know if I can go back tonight

00:22:35.700 --> 00:22:40.990
I thought I was just going to come back and
do travel nursing but I was discovering

00:22:40.100 --> 00:22:47.900
this whole part of myself and this passion
that I had that I wasn't even sure what

00:22:47.910 --> 00:22:54.520
it meant but I had this excitement around
telling stories and video production and

00:22:54.530 --> 00:23:01.420
so after all of that travel
and coming back I ended up

00:23:01.910 --> 00:23:08.910
doing stuff here in San Diego and documenting
and creating videos for non-profits

00:23:08.920 --> 00:23:14.910
and. Some stuff in the hospitality industry
and then really working with startups

00:23:15.390 --> 00:23:22.300
and so you know when we did the
Ted. The next year two thousand

00:23:22.310 --> 00:23:29.170
and thirteen I produced it was
actually two years later I think. Yeah

00:23:29.210 --> 00:23:35.620
I went. To march mingle at skill
scale matrix at that time

00:23:36.100 --> 00:23:40.460

and I met Brant Cooper
who is an author like

00:23:40.470 --> 00:23:44.500
a New York Times best selling author that
lives here in San Diego and he had just

00:23:44.510 --> 00:23:49.020
come out with his book The Lean entrepreneur
and I just thought I think I self

00:23:49.030 --> 00:23:54.350
identified like oh I'm an entrepreneur and
I think it was kind of this moment that

00:23:54.360 --> 00:24:01.050
I had with it where it just gave me
this sort of peace and why but I

00:24:01.060 --> 00:24:06.260
also felt like he asked to tell his story
on stage and so I worked to have him on

00:24:06.270 --> 00:24:10.630
stage and I coached and all
of this and so I worked as

00:24:10.640 --> 00:24:17.370
a co-producer of that and we did it in
Barrio Logan It was all about like doing it

00:24:17.380 --> 00:24:17.550
in

00:24:17.560 --> 00:24:23.790
a way where it was about bringing people
that didn't even know Tex existed and doing

00:24:23.800 --> 00:24:26.890
it in a community that
needed that and activating

00:24:26.900 --> 00:24:33.410
a space that needed that so we did it
in the public market and. Yeah those

00:24:33.420 --> 00:24:39.780
connections like Ted expert me when I
look at like where that pivot point was

00:24:40.300 --> 00:24:45.130
for me at that community of text because
not only was that something that was there

00:24:45.140 --> 00:24:49.360
during that transition out of nursing it
was the thing that when I came back from

00:24:49.620 --> 00:24:56.280
South America and I wasn't sure even
what was next that was the thing I like

00:24:56.540 --> 00:25:03.160
put myself into and created in and
those relationships continued to

00:25:03.170 --> 00:25:09.210
support things in my life I mean in crazy
ways like I went back to South America

00:25:09.220 --> 00:25:11.010
the next year I filmed

00:25:11.050 --> 00:25:17.920
a music video with these people that I had
met at Plaza de armis just randomly like

00:25:17.930 --> 00:25:23.180
I met this couple from Illinois they're
like our kids are performing here and so we

00:25:23.190 --> 00:25:27.250
went in and watched them perform and talk
to them afterwards and they were amazing

00:25:27.260 --> 00:25:32.260
and so Hathaway and James her brother and
we've just shot this video like two days

00:25:32.270 --> 00:25:36.600
later because we're like the lighting here
and it's beautiful Why not do it so the

00:25:36.610 --> 00:25:41.830
next year I was still friends with them and
they actually came and performed at the

00:25:41.840 --> 00:25:43.920
Ted X. And played the Trango which is

00:25:43.930 --> 00:25:48.840
a music twelve string loop instrument from
the Andes and they brought that music to

00:25:48.850 --> 00:25:54.100
San Diego and went on this amazing road
trip with them through tough New Mexico and

00:25:54.110 --> 00:26:00.210
all this and got back up to Chicago and
then from there flew back to Cusco with

00:26:00.220 --> 00:26:05.200
them in Peru and worked on a documentary
about the Trango I went there with

00:26:05.210 --> 00:26:10.160
a professor the only professor I know of
that does teaches the Trango in Illinois

00:26:10.870 --> 00:26:16.700
champagne and dad it was three

of us and I went there and I

00:26:17.380 --> 00:26:22.240

just made it happen like. I
don't know if we didn't have

00:26:22.250 --> 00:26:27.450

a big budget we didn't we just really want
to do it and so it was important to me

00:26:27.460 --> 00:26:33.510

that he didn't and that just led to me going
in meeting up with Brandt while he was

00:26:33.520 --> 00:26:40.390

in Chile and so I went to this amazing
conference in Chile that was filled with pro

00:26:40.400 --> 00:26:40.840

Chile

00:26:40.850 --> 00:26:46.640

a pro Mexico pro Peru and it was this whole
thing about the Pacific Alliance and

00:26:47.000 --> 00:26:51.120

like bringing startups non-truth Nora's
together and like what the government can

00:26:51.130 --> 00:26:57.260

do to improve that and so I mean relationships
of that I met the lead producer for

00:26:57.270 --> 00:27:02.310

that event who is one of the people who
worked on trip and who is has worked with

00:27:02.320 --> 00:27:07.930

the chalange government on all
of their. All of their tourism.

00:27:09.780 --> 00:27:15.810

Material media so he's gone to every district
in Chile and filmed and done amazing

00:27:15.820 --> 00:27:21.280

work and so he was the original designer
with me on trip and so there's just like

00:27:21.290 --> 00:27:26.000

this amazing tapestry and I feel like life
is this like thing where these like gold

00:27:26.010 --> 00:27:27.580

and kind of moments are

00:27:27.590 --> 00:27:31.030

a and it's like if you can connect those
you see that there's this like golden

00:27:31.040 --> 00:27:35.870

thread and whatever is at the end of that
is maybe like purpose or something some

00:27:35.880 --> 00:27:40.690
light that you're driven towards But if
you can find like where that thread is

00:27:40.700 --> 00:27:45.640
connected and you start to see the steam
and you see all the people that are part

00:27:45.650 --> 00:27:51.790
of whatever it is that you're here to do.
So than just I was trying to understand

00:27:51.800 --> 00:27:58.690
kind of what all of that means you
know which can sometimes be mind

00:27:58.700 --> 00:28:02.090
boggling but. Yeah.

00:28:07.950 --> 00:28:14.530
How how it was like you said he was saying
that he will have over ten. Years how's

00:28:14.830 --> 00:28:20.960
the learning curve going from the
nurses. You are in something that is

00:28:20.970 --> 00:28:27.590
a good thing to. Their
well. You can probably

00:28:27.600 --> 00:28:34.560
jump in my weird Farmer Field
Well Ted itself is very large

00:28:34.670 --> 00:28:35.680
and Ted X.

00:28:35.750 --> 00:28:42.110
Is these independently organized community
events so text and Diego for instance

00:28:42.120 --> 00:28:46.450
now does it and they think that the symphony
hall usually And it's you know five

00:28:46.820 --> 00:28:53.710
five hundred or thousands of
people I don't know. With texts if

00:28:53.720 --> 00:28:59.190
see America's finest city what was really
cool is it was sort of this like Friends

00:28:59.200 --> 00:29:06.150
group it was sort of this group of Lay I'm
into biomimicry and I'm into like said

00:29:06.160 --> 00:29:09.680
they engagement and I'm just you know
and I mean that like was there was

00:29:09.690 --> 00:29:14.190
a horse trainer that had turned and turned
into like Ed Tech and and that's what

00:29:14.200 --> 00:29:17.780
she did and so yeah there was
just this community of people as

00:29:18.020 --> 00:29:24.550
a very rich dynamic of
just very diverse and. I

00:29:24.560 --> 00:29:30.100
think that for me as like at first when
I when I volunteered with them I was

00:29:30.110 --> 00:29:35.160
volunteering quite near the first year or
so it was all about just wrangling people

00:29:35.160 --> 00:29:41.900
. And that's really where this idea
of the value of our relationships

00:29:41.910 --> 00:29:47.980
comes for me because when I work with
volunteers I'm not thinking like. I don't I

00:29:47.990 --> 00:29:51.820
think sometimes it can be exploitive or
like oh well you're here for the day and

00:29:51.830 --> 00:29:54.140
you're going to go and do that and the
whole day you're going to go and do that

00:29:54.150 --> 00:29:59.450
thing I'm thinking like OK how do we make
it so this is enriching for everyone

00:29:59.460 --> 00:30:05.480
that's involved and also how do we keep
these relationships strong throughout the

00:30:05.490 --> 00:30:09.610
year even so that you know when we do the
next event there you know people are

00:30:09.620 --> 00:30:14.390
there and happy to be involved but
outside of this event like how who can I

00:30:14.400 --> 00:30:20.150
introduce this person to you know to help
their life so that volunteer coordinator

00:30:20.160 --> 00:30:25.730

role with was really interesting because
it just that was my first thing that I did

00:30:25.740 --> 00:30:27.790
with them and it was
all about building out

00:30:27.830 --> 00:30:33.890
a community and building community is kind
of like my thing that's what I love and

00:30:33.900 --> 00:30:40.430
so I was hesitant when I sat down at the
table on the wrist probably you know for

00:30:40.440 --> 00:30:46.230
a while I had you know that
feeling of do I belong here but

00:30:47.190 --> 00:30:53.140
that's the great thing about Ted is it's
actually for everyone that's dynamic

00:30:53.150 --> 00:30:55.650
community you can be a scientist

00:30:55.660 --> 00:31:02.440
a musician and you know. Underwater
explorer like. A student activist

00:31:02.870 --> 00:31:03.760
and there's

00:31:03.940 --> 00:31:08.590
a powerful thing about telling your story
and captivating an audience and how you

00:31:08.600 --> 00:31:13.080
tell your story and I think that that
really laid the groundwork for so much of

00:31:13.090 --> 00:31:17.270
what I've done in the last five six years
because I understand the importance of

00:31:17.280 --> 00:31:23.580
our story in the play those golden points
that we pick and choose and the like that

00:31:23.590 --> 00:31:30.090
have significance or maybe
that choose us and yet for me

00:31:30.350 --> 00:31:37.200
the the transition. You know after
I left for nine months and came

00:31:37.210 --> 00:31:43.450
back it was hard I didn't know
what I was going to do I had

00:31:43.460 --> 00:31:49.760
a resistance to going back into nursing
because at that point I have kind of self

00:31:49.770 --> 00:31:51.180
corrected in such

00:31:51.190 --> 00:31:57.870
a way that I fell Oh my gosh
I was kind of in the rat

00:31:57.880 --> 00:32:03.390
race and I didn't even see it or I was
doing this thing and it's not like I don't

00:32:03.400 --> 00:32:09.100
want to go backwards I did I felt like if
I went back into nursing I was giving up

00:32:09.170 --> 00:32:15.100
on my my forward you know and I mean
Ted and all those things like I was

00:32:16.010 --> 00:32:20.520
doing that because if it was what I felt
called to do I wasn't doing it because I

00:32:20.530 --> 00:32:25.470
was making money off of that or anything
and so I was also trying to build out this

00:32:25.480 --> 00:32:30.940
production company as just someone who had
no idea what I was doing other than I'm

00:32:30.950 --> 00:32:34.820
really good at sitting and talking with
people and understanding their story and

00:32:34.830 --> 00:32:38.830
understanding what's important and what
are they trying to do and thinking of

00:32:38.840 --> 00:32:43.030
creative ways that they can tell that
story so it was all about building these

00:32:43.040 --> 00:32:48.550
relationships but I was still just
figuring it out and so I went through like

00:32:48.590 --> 00:32:49.040
probably

00:32:49.050 --> 00:32:57.180
a year at least maybe two where I
didn't know like I didn't know what

00:32:57.190 --> 00:33:03.640
was going to happen I didn't know really
what my role was or or who I was to other

00:33:03.650 --> 00:33:09.330
people that was something that was really
hard because I had been Amber The nurse

00:33:10.130 --> 00:33:17.110
or my friend Amber the nurse. First so on.
And it was something I was just like I

00:33:17.120 --> 00:33:23.880
don't want my fair game like work to be my
identity and something that I feel very

00:33:23.890 --> 00:33:27.320
strongly about now so when I organize
events and when I'm doing like

00:33:27.330 --> 00:33:28.960
a hackathon with U.C.S.D.

00:33:28.970 --> 00:33:35.050
Of watching thing you know I'm thinking
about how do we facilitate this in

00:33:35.060 --> 00:33:37.780
a way where people don't have
to wear name tag that says I'm

00:33:37.790 --> 00:33:44.740
a developer or this or I'm that I just
know that for myself it's one of the

00:33:44.750 --> 00:33:45.270
things that's

00:33:45.280 --> 00:33:50.020
a trigger is when somebody wants to know
or think they know me and put me you know

00:33:50.030 --> 00:33:55.920
box and say this is who you are this is
what you can do and and you know I know I

00:33:55.930 --> 00:34:01.810
understand you because I know what you do
you know it's like you don't know who I

00:34:01.820 --> 00:34:06.780
am you know I barely know sometimes you
know and so I'm just trying to seek

00:34:06.820 --> 00:34:13.159
understanding of myself always and the world
around me and like how do I add value

00:34:13.159 --> 00:34:20.120
. But also like how do I
feel fulfilled so you

00:34:20.130 --> 00:34:20.639
know I think

00:34:20.650 --> 00:34:25.010
a lot has been nursing is the feeling in
it should have been like like as if I had

00:34:25.659 --> 00:34:26.300
you know

00:34:26.340 --> 00:34:32.710
a break up with like you know I evolve
just like all of us evolve very and so I

00:34:32.719 --> 00:34:35.380
just got to a point where I
was willing to not know for

00:34:35.389 --> 00:34:42.310
a while and I think that's important.
As something you grow from and I think

00:34:42.350 --> 00:34:49.070
we're also here Gregory six whatever it is
is that some of the program in some ways

00:34:49.679 --> 00:34:56.620
is kind of who are. Not exactly
who are interest. Out and

00:34:57.060 --> 00:35:03.190
try something new. I definitely recommend
trying new things and I think also

00:35:03.200 --> 00:35:07.230
exploring new communities you know volunteer
ing for things things get and like

00:35:07.680 --> 00:35:11.520
yeah going to have vents where you don't
know anyone and seeing what kind of

00:35:11.530 --> 00:35:18.380
conversations you have and it doesn't I
don't know it doesn't have to be. You

00:35:18.390 --> 00:35:23.350
know the standard gap you're going off and
traveling like you could go on volunteer

00:35:23.360 --> 00:35:27.470
somewhere you could be working but like
making that effort like when I first moved

00:35:27.480 --> 00:35:32.390
here and the silly but when I first moved
to San Diego it's like I was overwhelmed

00:35:32.400 --> 00:35:36.030
the possibilities like oh my gosh I want
to try this place I want to go here like I

00:35:36.040 --> 00:35:40.740

don't know what to do and I
had one this big vase like

00:35:40.750 --> 00:35:47.270
a huge vase like this big and I was like
you know what to do with that I put

00:35:47.280 --> 00:35:53.880
flowers and every woman has had
this empty vase on. My mantle and

00:35:55.200 --> 00:35:59.420
one day I just started writing all of the
things all the places like every time

00:35:59.430 --> 00:36:05.170
there was a new restaurant or a bar dance
club or you know some or a zoo were

00:36:05.180 --> 00:36:08.660
a museum or whatever that I wanted
to go to I just wrote it on

00:36:08.670 --> 00:36:12.810
a piece of paper and I folded it and I put
it in this thing and then when I would

00:36:12.820 --> 00:36:17.390
feel like I want to go and do something
there and what I would just leave it to

00:36:17.400 --> 00:36:24.340
like random you know like I would reach
in and book and go somewhere new and so

00:36:24.850 --> 00:36:29.670
I don't know if I like finding ways there
is this book called The Artist's Way If

00:36:29.680 --> 00:36:35.770
you've ever OK you should all read it but
it does this it has these exercises where

00:36:35.780 --> 00:36:40.160
you like take yourself out on artists'
dates and and there's all these little

00:36:40.570 --> 00:36:45.000
things to kind of get to know your creative
self and that's one of the things that

00:36:45.130 --> 00:36:46.790
I think we miss as

00:36:46.800 --> 00:36:52.940
a society is that in our typecasting
and our desire to identify everyone

00:36:53.790 --> 00:36:57.350
we have made creative

00:36:57.700 --> 00:37:04.020
a job title. And instead of the
fact that we are all here creative

00:37:04.470 --> 00:37:10.260
we're all here and have creation flowing
through us in some different form you know

00:37:10.270 --> 00:37:14.920
it's it's going to change from person
to person but like whether you're

00:37:14.960 --> 00:37:21.080
a technologist in your coding or you are
you know out there making relationships or

00:37:21.680 --> 00:37:27.950
whatever the the kind of role is that you
play in the world you know we don't have

00:37:27.960 --> 00:37:33.120
to compartmentalize ourselves like that
and we can be creative in all of our

00:37:33.130 --> 00:37:39.670
endeavors and like allow that part to be
activated. And whether you do that through

00:37:39.740 --> 00:37:44.770
I mean it I think that we default think
it's like oh I have painter I do this thing

00:37:44.780 --> 00:37:49.470
on the side it's like there are so many
ways to be creative and I think it's having

00:37:49.480 --> 00:37:55.880
curiosity about your own life that is what
leads you to the self discovery so it's

00:37:55.970 --> 00:38:02.130
definitely about taking risks not
necessarily on calculated risks

00:38:02.660 --> 00:38:08.580
but you know being Sherry A So back to
your own life I think if you have that for

00:38:08.590 --> 00:38:14.820
me at least that's kind of my meter of
happiness is like am I interested in where

00:38:14.830 --> 00:38:21.820
my life is going I get my interest in myself
and I think we want to make ourselves

00:38:21.830 --> 00:38:23.620
interesting to other people

00:38:23.630 --> 00:38:30.450
a lot of times but it's they who in the

end you are literally the only thing that

00:38:30.460 --> 00:38:36.410
you it's all about you actually. But it's
not about all about you telling yourself

00:38:37.010 --> 00:38:43.490
you know telling your stuff to the world
all the time so now it's. Not improving

00:38:43.800 --> 00:38:50.650
your health is just going well that's And
I think that's great reviews by some

00:38:50.660 --> 00:38:57.310
people is no. Question that one
of the what if you had to write

00:38:57.320 --> 00:39:03.450
a letter answers so. You would see my
writing the words of the pilots who were

00:39:03.460 --> 00:39:09.930
drunk who want to recruit yourself
in the past that you were one

00:39:10.340 --> 00:39:14.500
yeah you differently maybe you were like
pieces of advice that you would give to

00:39:14.510 --> 00:39:20.650
your soul I mean I guess I would
probably say prioritize your health.

00:39:22.900 --> 00:39:28.670
Like your body is your temple you only
have one so really honoring that I think

00:39:28.680 --> 00:39:33.740
it's really easy especially as an entrepreneur
to like get caught up in the hustle

00:39:34.160 --> 00:39:40.700
and you know just stay present
you know I think that

00:39:41.090 --> 00:39:41.710
that's always

00:39:41.720 --> 00:39:47.140
a real learning you know were constantly
route remembering the things that we know

00:39:48.070 --> 00:39:52.650
whether we know them in neatly or if we've
learned them but that's something annoys

00:39:52.690 --> 00:39:59.010
remembering is to be present.
You know to not be afraid

00:39:59.710 --> 00:40:05.390
of asking for what you're worth of definitely
have faced that because I went from

00:40:05.790 --> 00:40:07.140
working you know

00:40:07.150 --> 00:40:12.320
a job that said this is what you're worth
for every hour that you're here to not

00:40:12.490 --> 00:40:18.630
having any of that and having to just sort
of OK well this is what things cost OK

00:40:18.640 --> 00:40:23.260
And this is my time and so OK there's
there's that and then you know you have

00:40:23.270 --> 00:40:27.770
conversations people and it's like well
I'm doing on these things and you know

00:40:27.780 --> 00:40:33.760
bringing this value to you and I think
value is so interesting it's been that's.

00:40:34.540 --> 00:40:41.110
This exploration for me I mean with block
chain and all of that I'm very interested

00:40:41.120 --> 00:40:47.170
about how that you know pans out and what
that means for us but I think what's so

00:40:47.180 --> 00:40:52.240
interesting about that is that it it's this
opportunity for us to explore our value

00:40:52.250 --> 00:40:59.020
system and it's like what really matters
and so in my younger self I'd be like just

00:40:59.130 --> 00:41:05.150
remember like what really matters and if
you don't know take the time to remember

00:41:05.190 --> 00:41:11.100
or to get there you know if you are not
present your work should be to get back to

00:41:11.110 --> 00:41:17.630
presence. Because otherwise you're just
spinning your wheels. To gusts it under

00:41:17.640 --> 00:41:22.800
a tree or whatever for hours if you need
to because what comes out at the end of

00:41:22.810 --> 00:41:28.220
that is going to be so much better than

you're just trying to do and do and do you

00:41:28.230 --> 00:41:33.750

know so yeah I guess
that's something that's.

00:41:36.050 --> 00:41:40.690

Kind of most resonant yet most it's.

00:41:43.480 --> 00:41:46.840

You know it's. Just.

00:41:51.260 --> 00:41:55.660

It's all of us I mean I think that's the
human journey you know it's like no one

00:41:55.820 --> 00:42:01.950

wants to hold people well we live in the
United States of America which has done

00:42:01.960 --> 00:42:04.930

a great job of. Providing

00:42:04.930 --> 00:42:10.360

a scarcity mentality I mean I think that
was something that maybe I'd also tell my

00:42:10.360 --> 00:42:12.750

younger self but this I've done

00:42:12.770 --> 00:42:18.420

a lot of rewiring you know the unraveling
and trying to understand so when I talk

00:42:18.430 --> 00:42:23.630

about value and all those things that's
like. There's that scarcity in abundance

00:42:23.640 --> 00:42:29.080

perspective right and it's like fear or
love and understanding where you make

00:42:29.090 --> 00:42:35.500

decisions from and it's like a lot
of times you know we default into

00:42:35.540 --> 00:42:40.970

a decision or we avoid even making that
decision out of fear and so then you're

00:42:40.980 --> 00:42:46.080

kind of in this trap where like the next
opportunity that shows itself OK Again you

00:42:46.090 --> 00:42:50.030

have the opportunity of fear love like what
are you going to choose and it takes so

00:42:50.040 --> 00:42:56.040

many different forms and that's why it's
so tricky to navigate it's like just.

00:42:57.280 --> 00:43:04.090
Really interesting to try to hone in on how
you make decisions and like where that

00:43:04.100 --> 00:43:11.020
comes from because I think when we're not
present that part of that decision making

00:43:11.030 --> 00:43:17.070
it just kind of goes on autopilot so
it's like everything matters you know

00:43:20.310 --> 00:43:26.660
you kind of touched on your creative
chair as we would you say there is

00:43:26.670 --> 00:43:33.580
times and other projects.
You know where to go

00:43:33.630 --> 00:43:38.820
in there pretty much. As it's

00:43:38.830 --> 00:43:44.910
a puns I think that it's usually about
getting out into nature it's actually proven

00:43:44.920 --> 00:43:51.310
that you know women are around trees and
plants and this that it does change the

00:43:51.320 --> 00:43:57.610
synopses that are happening within our
mind we actually have this rewiring like

00:43:57.620 --> 00:44:03.960
more synopses more new ways of connecting
are happening so when you stay in

00:44:03.970 --> 00:44:10.260
a sterile environment you
know it changes. Your mind

00:44:10.860 --> 00:44:17.790
actually becomes that kind of box and
so I think being out in nature for me.

00:44:18.690 --> 00:44:24.110
And just being OK with like
not knowing maybe picking up

00:44:24.120 --> 00:44:30.530
a brush or whatever and just try and
like doing that also for me yoga

00:44:31.230 --> 00:44:33.880
and movement is super important so

00:44:34.610 --> 00:44:40.530
a lot of what I understand both between

like nurse saying and all the different

00:44:40.540 --> 00:44:43.570

things I've done healing
touch and R. Y. T.

00:44:43.580 --> 00:44:50.110

And all of that and so you know
energetically we that we are we have

00:44:50.150 --> 00:44:56.850

energy in us that's what we are made of and
so when you have stuff that gets stuck

00:44:57.340 --> 00:45:02.200

like sometimes it's physically
stuck and you get into a pose

00:45:02.210 --> 00:45:08.860

a posture in you stretch out one and you
on lock something and it's light up that's

00:45:08.870 --> 00:45:14.230

moved you know so I mean those are some
of the things and then also just like

00:45:15.030 --> 00:45:17.350

sometimes calling a friend and having

00:45:17.360 --> 00:45:21.540

a conversation like somebody that
I find inspiring you know or

00:45:21.550 --> 00:45:28.100

a mentor and most of my relationships are
purposeful relationships you know there

00:45:28.110 --> 00:45:32.730

are people I create with or that I have
created with or that I look up to it

00:45:32.740 --> 00:45:38.410

because of their creations and you know
it's. I think it's really important the

00:45:38.420 --> 00:45:43.240

quality of people that you have around
you and you can do that without being

00:45:43.490 --> 00:45:50.450

a jerk but being willing to like relate to
keep quality people around you and that

00:45:50.460 --> 00:45:57.200

means also being willing to to not have
people that don't add value. Around you so

00:45:57.730 --> 00:45:59.520

I mean I think obviously all are in

00:45:59.560 --> 00:46:05.620

a program like this you're probably surrounded
by like minded people but. You know

00:46:05.630 --> 00:46:12.050
just continuing to sort of have relationships
at like level up people that you know

00:46:12.060 --> 00:46:17.320
you continue to be like wow I can't
believe that this person is going to have

00:46:17.330 --> 00:46:24.170
dinner with me you know and and then it's
like wait they they respect me and have

00:46:24.180 --> 00:46:30.040
this like they're taking the time for me
also and that's yeah I think that's just

00:46:30.050 --> 00:46:36.950
so important. To your I

00:46:36.960 --> 00:46:41.870
mean I think the mood was in the dark eyes
that were built just for me as I want to

00:46:41.880 --> 00:46:47.450
hear them when they're tired one person
asked Do you have ideas and you know.

00:46:48.640 --> 00:46:51.620
How do you go about that
how do you build such

00:46:51.630 --> 00:46:54.650
a strong network and
different way than not

00:46:54.660 --> 00:47:01.060
a conventional way of you're just meeting
someone by chance are you go go and.

00:47:03.070 --> 00:47:09.970
So it's core stuff right it's like for one
being present right as often as possible

00:47:09.980 --> 00:47:15.650
so that you can hear your intuition it's
like our job should be honing in our voice

00:47:15.880 --> 00:47:22.460
of intuition that's part of
the work. Also you know in

00:47:22.470 --> 00:47:27.690
relationships like when we meet someone
so often we're caught up in this like how

00:47:27.700 --> 00:47:32.070
are they going to see me What am I going
to say next you know being an active

00:47:32.080 --> 00:47:38.690
listener actually listening to someone and
being willing to ask questions that are

00:47:39.370 --> 00:47:45.270
you know not just surface level or maybe
being willing oftentimes I think I'm in

00:47:45.280 --> 00:47:51.630
over share or you know I'll put it all out
there and what that does is it says you

00:47:51.640 --> 00:47:56.620
have permission to share everything with
me too if you want. And so what happens is

00:47:56.630 --> 00:48:00.920
we take off our masks and it's like
we're just here and we can have this

00:48:00.930 --> 00:48:07.280
conversation and then feel like this is
happening in my life and like you have this

00:48:07.290 --> 00:48:13.980
thing to say to them that they need to hear
because that's why you were there and I

00:48:13.990 --> 00:48:18.860
think it's really important to not have
this like short time kind of mindset right

00:48:18.870 --> 00:48:19.840
I think in the U.S.

00:48:19.850 --> 00:48:26.090
We are very time focused and we also
are very like linear in our thought

00:48:26.800 --> 00:48:33.500
and so I just think it's this tapestry
you know that we're creating and we meet

00:48:33.640 --> 00:48:38.710
people and you know you have this moment
and this is it goes back to I'm building

00:48:38.720 --> 00:48:42.100
trip and but like you have this moment
of connection and there's something

00:48:42.110 --> 00:48:47.520
exchanged and you don't know where that's
going to go and it turns out that you

00:48:47.530 --> 00:48:47.870
know

00:48:47.880 --> 00:48:52.540
a year later they're here at this thing and

so are you or maybe you're going to be

00:48:52.550 --> 00:48:56.430
there and so you reconnect and then your
lives have gone in different places but

00:48:56.440 --> 00:49:02.900
somehow still your values are still the
reason your purpose is still aligned

00:49:03.390 --> 00:49:09.880
so. It's like being OK with not
knowing like what that and again but

00:49:09.890 --> 00:49:15.460
knowing that there's something that keeps
you like in that relationship and I make

00:49:15.470 --> 00:49:21.660
an effort to stay in touch with people I'm
flying to San Francisco tomorrow morning

00:49:22.290 --> 00:49:26.800
and I'm going and I'm meeting up with like
six maybe six or seven different people

00:49:26.810 --> 00:49:31.570
there that are important to me you know
they're important to me for different

00:49:31.580 --> 00:49:36.510
reasons but really it's just like I genuinely
just think they're all amusing people

00:49:36.740 --> 00:49:43.670
you know so yeah I think it's
it's that it takes effort. But

00:49:43.850 --> 00:49:48.050
the first part of the effort should always
be on your side like improving yourself

00:49:48.510 --> 00:49:55.430
and genuinely like listening authentically
being vulnerable and being willing to

00:49:55.440 --> 00:49:59.580
like put yourself out there is is

00:49:59.620 --> 00:50:05.810
a big part of relationships and
I think the whole thing of like

00:50:07.170 --> 00:50:13.660
in life you know all whether this
is like a romantic relationship or

00:50:13.660 --> 00:50:18.160
a coworker or whatever you know were
concerned about what we're going to get

00:50:18.770 --> 00:50:21.980
a lot of times it's like what am I going
to get out of this what's the payoff for

00:50:21.100 --> 00:50:26.190
me and I think especially U.S.T.

00:50:26.460 --> 00:50:31.860
This is real and maybe already speaking
to the choir but it's what you give what

00:50:31.870 --> 00:50:37.870
you give they give you go into anything in
your like how can I help what can I add

00:50:37.880 --> 00:50:44.130
to this how do I add value whether it's
public speaking or whether it's you know

00:50:44.740 --> 00:50:49.560
writing up something or creating with people
like we're or you randomly sit next to

00:50:49.570 --> 00:50:54.260
somebody on the bus like what can I
offer right now what can I give if your

00:50:54.270 --> 00:50:59.990
attention is all that you can give cool
like that so much more than most people

00:50:59.100 --> 00:51:00.470
give.

00:51:07.410 --> 00:51:13.970
I was really inspiring me to some
thinking being here now. But.

00:51:15.080 --> 00:51:20.950
We've evolved to something away from the
station Little Secret Must certain the

00:51:20.960 --> 00:51:27.550
rest of us I think we're actually the piano
in stage right now to be listening to

00:51:27.560 --> 00:51:32.720
what you're saying because it's very late
we're very in time or something like that

00:51:32.730 --> 00:51:39.280
can really change how we go about the next
couple months I think we're her aunts

00:51:39.290 --> 00:51:44.090
for this kind of talk right now well I'm
happy in the way that you know I can be

00:51:44.100 --> 00:51:47.520
here. Really goes yeah.