

Interview with Gina Gaudio- Graves

Dean and Founder of Directions University

July 17, 2012

[0:00:00]

Michael: **[Music]** Hello, hello, this Michael Craig and I'm your host for this week, the show where I get to interview some of the best, brightest and most creative minds, mentors and coaches in the world who will share their valuable experience on subjects that can change your fortune and transform your life.

Now, during this 30-minute program today I will focus on a very special guest...guest. Her name is Gina Gaudio-Graves and hopefully, she'll be on the show by the time we get here. We may have to call her. She hasn't showed up yet. But we've got her number so we'll give her a call.

But first a little background. You see, as a chiropractor and a coach for many years, I discovered that most people including myself have an underlying pattern of what I call hidden decisions that we made as small children or picked up from our parents, teachers and even our ancestors. And consequently, these hidden decisions can either propel us to greatness or lead us to self-sabotage and failure.

Now, quite by accident many years ago, I discovered there were different layers of motivation in each person that were not being resolved or dealt with. And using something I called "motivational cybernetic" that's a term I invented to get beyond this lock in motivational layers I found I could change the hidden decisions that affect every aspect of life and bring about amazing results in my own as well as in other people's lives.

And you can get more information on this process from any of my books, *The Logical Soul*, *The Money Matrix Method* and *The Six Figure Coach* and these are available on Amazon. *The Six Figure Coach* will be available on September as well as some other course, meet-up groups and more and you can find them all at www.mycoachtraining.com.

The purpose and goal of the show as it is in every show however is that you walk away with something powerful that you can use in your life and that will help you add to your primary motivation and nourish what I call your seeds of success. So, welcome to the show and take notes. After about 10 or 15 minutes, I invite you, call in with your comments and your questions. Our phone number is area code 347-843-4544. That's 347-843-4544.

Now, I mentioned that our guest tonight is Gina Gaudio-Graves. I'm going to have to give her a call here and let's just dial in the number and **[Making Sound]**. Sometimes we got to do that. Sometimes we got call a guest up because I've had a few guest come on that had the wrong time zone. **[Laughter]** I don't know where Gina is but I think she's might be in the Central Time Zone if I'm not mistaken. But we'll just give her call and see where she is.

248...and we're dialing Gina Gaudio-Graves. A little bit of background about Gina while we're talking about **[Phone Rings]** her. I've known Gina for several years. She is an internet marketer. She's a blogger. She has been –

Gina: May I help -

Michael: She's one of the – oh, there she is. Hello.

Gina: Hello. Hi.

Michael: Is this Gina?

Gina: Uh huh, I am.

Michael: Hello. Hi. Is this...is this Gina? Gina -

Gina: It is –

[Crosstalk]

Michael: ...this is Michael Craig from the Logical Soul Talk. And this is Michael Craig.

Gina: Oh, hello there. I completely forgot about today.

Michael: **[Laughter]** That's all right.

[Crosstalk]

Gina: That was quite a lame. I am totally fine with this call –

[Crosstalk]

Michael: ...your phone from Jason through his mother's - **[Laughter]** so, I'm – if you got a few minutes, we're on the air now and you can share some of your infinite wisdom with us. Do you have a minute or two?

Gina: I'd be happy to. Let me go get a headset real quick but we can go ahead and get started while I'm getting it.

Michael: Okay. Well, let me do a little introduction, Gina while you're doing that and then while she's getting her headset, I'll just talk about Gina a little bit here. As I said, I've known her for several years. She's the Dean and Founder of – what is it? Is there –

[Crosstalk]

Gina: Directions University.

[Crosstalk]

Michael: And I'm going to let her tell you – yeah, Directions University. She's got Directions University U and dot com and I think that's dot com, right, Gina?

Gina: It is. It's directionsu.com.

Michael: Right.

Gina: Can you hear me?

[0:05:00]

Michael: She has worked with some of the biggest names in the internet marketing. Yes, I can hear you very well. Can you hear me now?

Gina: Good, I can.

Michael: Excellent.

Gina: Okay, go ahead.

Michael: Excellent, I'm sort of like – I'm sort of like **[Audio Glitch]** you're trying to get **[Audio Glitch]** **[Laughter]** So, I'm glad – I'm so glad we got you on the phone. Oh, that's really terrific **[Laughter]**. Hey, you –

[Crosstalk]

Michael: ...yourself so you don't have this when you try to jump **[Audio Glitch]** call sometimes. But anyway -

Gina: I really do –

[Crosstalk]

Michael: ...a little bit about her. She's -

Gina: **[Audio Glitch]**

Michael: ...she's worked with some of the biggest names in internet marketing. She herself experienced a miraculous transformation. She thought she was going to die at some point in her life in not too distant past. She'd realized that she been given a gift that she felt strongly about repaying.

And I got to tell you, Gina, ever since I've met you; you're a ball of fire. You're just nonstop and you give everyone who see you **[Audio Glitch]** your undivided attention and your complete, you know, devotion as far as giving them what they need and how to get their lives in order and how to get things going.

And so, we're privilege and pleasure to have you on the show. And just first of all, tell people a little bit about what **[Audio Glitch]** we've done the show before. We've gotten in to that so I don't want to repeat everything. But just real quick overview about how you got really motivated to get out there and start doing – teaching people how to become successful.

Gina: Sure. Back in the '90s I started out as an attorney and then 1996 got in to a very serious car accident that caused me in a hospital bed and wheelchair for about the next 10 years. I turned to the internet just as a way of paying for the nearly 9.9 million dollars' worth of medical bills that I had during that time. I needed \$40,000 –

Michael: Wow.

Gina: ...a month in medication just to keep me alive. So, that's how I started my business was okay, what can I do to make \$40,000 a month so that I don't have to die very quickly. And by 2005, my health had declined to the point where my doctors gave me just 12 to 18 months to live. My husband and I packed up our things. Hit the road in our motor home **[Audio Glitch]** about 8 to 10 months before it would be time to go home to die.

Well, 6 months in to that trip, it was my 40th birthday, my husband wanted me to have the best last birthday that I could. So, he took me to see a massage therapist just hoping that for that one day he could help my pain a little bit. I got up around her table [0:07:38] [Phonetic] and she said, "You know, you don't have to die as soon as you think."

Michael: Yeah.

Gina: And I'm thinking, "Yeah, how much is this thing going to cost?" She goes on to tell me she's not going to sell me anything. She's just really trying to help. And she tells me that if I can remove the negativity from my life, I won't die as soon as I think.

Well, make a long story short, I decided, you know, I didn't have a lot to lose at that point. By then my health was declining even more rapidly than I had originally expected. So, I've decided **[Audio Glitch]** research it and see if there was anything in it.

So, over the next four and a half months that's exactly what I did. As I did, I manage to stop 42 pills per day, four continuous IVs per day. I managed to go wheelchair to a walker to a cane, to walking with no assistance at all even to this day, I have a feeling in my legs and feet.

By the end of that short four and a half months, not only was I no longer dying, I was completely and totally well. Then that's what I call my "Miraculous Transformation". As you said, Michael, I really felt like I had been given this mammoth gift that I needed to repay.

And while I had been making a lot of money in my business, my business was doing very well and I was making a lot of money for my clients too. But what I really wasn't doing was much to make much of a difference and I really thought I needed to repay this gift.

So, I decided to retire from consulting and brokering joint ventures for entrepreneurs and open the doors to my own education and training company to become a coach and mentor. And so, my mission is help every person on this planet learnt to live the life of their dreams. And the vehicle for doing that is a business that uses the power of the internet.

Michael: You certainly **[Audio Glitch]** that. You've – I've learned so much from you just setting blog and getting the theme that you recommended doing the search engine optimization. I've got a virtual assistant and I've got a couple of interns and we've been doing some of the tactics that you recommend.

And I've just been seeing my number just drop on the Alexa ratings and go up on the Google ratings. So, I can vouch for Gina's expertise in this matter.

[0:10:02]

And I tell you, your blogs are very powerful. The way you do it and the way you teach people how to do it gives people both a vehicle for expressing themselves as well as an avenue for selling stuff and getting some – financial return on what they're doing. So –

[Crosstalk]

Gina: It really does. One of my one-on-one students has been with me now -

Michael: So -

Gina: ...for a couple of years. And yesterday for the first time, he had over 600 visitors to his blog in a single day. And when we went to see -

Michael: Wow.

Gina: ...what caused that to happen, one of the most interesting things that we saw, it just blew me away. Of those 609 visitors that he got yesterday, 189 of them had come from people who he had been e-mailing in the last week. They were telling their friends about a specific page on his site and a 189 people typed in this really long URL to get to that page to get the information that he shared.

That's the kind of impact that you can have on people when you use those system that I teach you to use. Yes, you'll get traffic from search engines -

Michael: Right, right.

Gina: ...but it's that evangelism that happens when you use the whole system and that is more powerful than any other kind of traffic you could drive. **[Audio Glitch]**

Michael: Right. In your list, obviously is the best kind of traffic, the most quality traffic that you can possibly have. And yeah, I learned – I think when you did the course with Devon, I learned that, for example, some internet marketers use what they call squeeze pages where you go to a page where they ask you your name and e-mail address and they get you to sign in.

And you know, most people do that to get a free – something free, you know. And it opened my eyes when you talked about you can actually do that on a blog and that the conversion was actually higher on a blog than it was on a regular website. And for those of you who are not – don't understand internet marketing all that well, they may not be much of a difference to you as far as what you would actually see on the page. But the way it set up would be entirely different.

But anyway, that's just a trick I learned from you. And it's – I haven't utilize it a whole lot yet but I've got so many things that I learned from Gina that I haven't put to use yet. **[Laughter]** I just do what I can, a little bit here, a little bit there and it all adds up. So, tell me, I've been -

Gina: You know, that -

Michael: ...getting e-mails from you lately -

Gina: ...every little thing you do helps.

Michael: Go ahead. Sorry.

Gina: Every little thing you do helps and -

Michael: Exactly.

Gina: ...you know, the thing to keep in mind is that it's really all of the impact they're making on other people. As long as you're doing that every day, who cares about the other stuff?

Michael: Right, right. Yeah, I really found - enjoy writing and enjoy publishing and getting the books out there **[Audio Glitch]** out there. I'm setting up **[Audio Glitch]** sites and all of that - and **[Audio Glitch]** it's a real joy to set things up, do things knowing, you know, based on your blueprint and the way you set things up that it will be successful. I just have to keep at it and keep plugging away.

And I really applaud you the way you've done things and what you've done for me especially. But also for so many people who had followed you and followed your advice and got a great deal of value from it.

So, tell me about your current project. What's going on right now and tell me a little about - because I know Ronda Del Boccio was also involved with that. I think -

[Crosstalk]

Gina: She is.

Michael: Tell me a little bit about what that is and -

Gina: She is -

[Crosstalk]

Gina: ...Friday, Saturday and Sunday, I am co-hosting an event that we're calling the World Speaker's Summit. We have some of the top speakers in the world coming in to talk with entrepreneurs like you who really want to spread their message one stage to the next whether that's being done virtually like what we're doing today or in a webinar or being done live in a conference room or a hotel.

So, we've got about 35 or 40 speakers that will be there all three days, Friday, Saturday and Sunday and in addition for four more weeks afterwards, we'll have webinars a couple of times a week just to continue that education and training.

So, you can find that at askggg.com/wss for World Speaker's Summit. If you're an entrepreneur, you should absolutely be using a combination of webinars and live stages to your message out to the world. And come this weekend and you'll find out how to do that.

Michael: That's great. Where is the...where is the event going to be held, Gina?

Gina: It is virtual. About -

Michael: Oh.

Gina: ...two or two and a half years ago, I realized that -

Michael: Oh, it's a virtual event -

Gina: ...as our economy was getting worse, it was really getting harder and harder for people to actually travel to get to live events. So, I made a decision two years ago to actually –

[0:15:11]

Michael: That's right.

Gina: ...stop doing live events. You've been to some of my real events in the hotel rooms and conference centers but it's just too hard for people.

Michael: Right.

Gina: When you do events virtually, it doesn't cost you anything to attend. You don't have to leave your business and your family to get there. You can really, you know, take part in these great opportunities without all of the downside and the expense.

And so, it's all being done in GoToWebinar. As I always do with my live events, we're going to be doing quite a bit to actually facilitate networking for people even though it's done in a virtual setting. So, I think it **[Audio Glitch]** have a good time if they're entrepreneurial and are interested. Come join us and by all means, Michael, I'd love to invite you as my guest.

Michael: Oh, you certainly can. I'm pulling up **[Audio Glitch]** right now and I'd just want to give you a – let's see a, a big story. I just pulled **[Audio Glitch]** wait a second **[Audio Glitch]** because you have a message and it's got a video there. I'm sure it's very nice over 20 of the world's top speaking industry leaders are joined together to help you change the world.

I'm sure that's going to happen because I see some of these people and I know a few of them, quite a few there, interesting. I'm going to have to attend that. Well, tell us what kind of feedback have you been getting so far from this and how – was it your baby [0:16:43] [Phonetic] that set this up, Gina or did you brainstorm this with someone else and you both come up with it? Or how do this...how do this come about?

Gina: Oh, it was kind of a combination of things. My co-host is a gentleman by the name of Brian Douglas. Brian actually worked for many years for Tony Robbins, organizing all of Tony Robbins' live event.

Michael: Oh.

Gina: And a few months ago, Brian had come up with an idea for doing something like this that was called the World InfoMastery Summit. And **[Audio Glitch]** but it was done -

Michael: Right.

Gina: ...a little bit differently and it didn't feel like a live event. It felt more like it was a virtual event. I was a presenter there. So, I went to Brian and I said, "You know, Brian, this is really something you could do for lots of different audiences. And I'd love to work with you to help you find a way to make this feel more like a live event that's taking place in person so that we could really help change a lot of lives."

So, over the last couple of months, he and I had worked on what that meant and what that looked like. And this is the first in the new model. We will be doing this about every 60 days. Each time, we'll be bringing it to a new audience. So, this time it's speakers, the next time will be authors. After that, we'll do coaches and about every two months thereafter we'll have some other subset of entrepreneurs that will do one of these summits for.

Michael: Wow. That's...that's fantastic. That's fantastic. I need to talk more about **[Audio Glitch]**. We – we've got about 10 minutes. We're speaking with Gina Gaudio-Graves, fantastic coach and entrepreneur and internet marketing, blogging expert – you name it. She's done it.

And if you want to call in, please call in with your questions. Our number is area code 347-843-4544...347-843-4544. Press 1 to your raise your hand and I'll be happy to call on you and I'm sure Gina would love to take your question. Let me ask you this, Gina. You have – have you written a book yet? Let me ask you that.

Gina: I have written several e-books. I don't have anything in print yet. I have one that's based on my story that's going to be in print in 2013.

Michael: Oh, excellent. You got such a great story. You really need to get that out there because I think it would really be a bestseller. I think you –

[Crosstalk]

Gina: I definitely -

Michael: ...I know you can do that.

Gina: ...agree with you on that one.

Michael: **[Laughter]** And I'm sure Ronda would be help you to – glad to help you put it together. She's...she's an expert –

[Crosstalk]

Gina: Oh, I've got so many people that are –

Michael: So, Gina –

Gina: ...begging me to help me put together my book. So, I'm sure we'll have plenty of help when I get there.

Michael: Oh, yeah. I know that's right. You've got lots – you made lots of friends on your journey and you're an incredible human being and I'm glad to be associated with you. And thank you so much again for being on the show. We've got about 5 more minutes here, Gina. Let's focus a little bit on blogging, shall we? I want to ask you –

[0:20:03]

Gina: Sure.

Michael: ...something and you know, my niche is mostly...mostly coaches, mostly life coaches and if a coach or a life coach is setting up a blog or they're setting up a business rather. And they want to start a blog, what would be away that they could just – maybe a simplest way where they could get their blog going and get more instruction once they get to the point where they need it?

Gina: Well, I have a program called the 30-Day IM Challenge and you've been through the course before. It's a course that's delivered about -

Michael: Yes, uh huh.

Gina: ...every other day for a month that really is an overview of the entire process of building your business. And in less than four, we talk specifically about how to set up your online presence using a blog. People can get in to that course completely free, Michael. It's not going to cost them a penny. And this is not some -

Michael: Right.

Gina: ...really harsh PLR, you know, the really crappy stuff that you see out there. If you took all 17 lessons –

[Crosstalk]

Gina: ...printed them out, would take you over 750 pages to print out the whole course. So, it is a **[Audio Glitch]** first that is filled with –

[Crosstalk]

Gina: **[Audio Glitch]** stuff at 30dayimchallenge.com.

Michael: A – IM – is 30-Day IM as in Internet Marketing Challenge.com -

Gina: Uh huh.

Michael: ...correct?

Gina: Dot com and it's the number 30 day – D-A -

Michael: Okay.

Gina: ...Y. I like Internet, M like Marketing Challenge.com, 30dayimchallenge.com. That would be a great way to get started with us.

Michael: Excellent.

Gina: If you're really wanting to build a business especially if you're a life coach, you need more than just a blog to really turn this in to a business. And that course is really going to help you figure out a number of pieces -

Michael: Right.

Gina: ...that you need. You need to have a very specific audience that you're going to help. You need to have a system for how you're going to make money in this -

Michael: Right.

Gina: ...business. As I'm sure you know, just having a book or just having one thing is not going to build a business. You need to take a systematic, strategic approach to how you're going to make the money. And then how you build your online presence is also really important.

You need a list. You need people who are more of what I call a tribe of community of people that are loyal followers that tell everybody that they know about you. And you'll learn all of that through the challenge.

Michael: Uh huh. That's an incredible course, Gina and I recommend everybody to take it. It's 30dayimchallenge.com. You can get it absolutely free. Gina is incredible and what she gives away so you can imagine the products that she has are the actual ones that you actually paid money for but those are only if you need to get those. And she does private coaching.

And you just said – you just did a lot, Gina. And everyone I've talked to and I've seen this personally, you're just constantly on the phone with people constantly talking with people. I

talk with Bill every once in a while. He sort of rolls his eyes that he doesn't have any time to spend with you anymore **[Laughter]**. So -

Gina: **[Laughter]**

Michael: ...I hope you'll have some time to spend with him -

Gina: He doesn't – a poor guy.

Michael: **[Laughter]**

Gina: But - and this weekend –

Michael: But anyway -

Gina: ...that's the Worlds Speaker's Summit. If you're a coach and you're wanting to get out there in the speaking world, this weekend, the way I do live events in a virtual setting is really nifty. In between every presenter, we have something that I call a "Hug Seat". It's like a hot seat but only more positive.

So, those who attend this weekend who will actually get one of the 18 different spots we have to get my help personally building a strategic plan for their business. So, for your listeners -

Michael: That's great.

Gina: ...I can't recommend that highly enough. That would be very helpful for all of them.

Michael: I agree. It should be a phenomenal event and I'm going to try to make at least **[Audio Glitch]**. I've got something going on Sunday. Give us **[Audio Glitch]** again.

Gina: It is -

Michael: The dates and the time.

Gina: ...askggg.com/wss for World Speaker's Summit. Ask, A-S-K ggg.com/wss. After you reserve your seat, on the Thank You page you'll see the opportunity to register for the hot seat or hug seat as I call it. Just go ahead and fill that out and we'll get you set up and hopefully, you're one of the 17 or so people that we have room for over the weekend.

Michael: That's great and I get the dream team, you cherry picked the most beautiful minds in the **[Audio Glitch]** speaking world.

[0:25:02]

And they're going to be live starting on **[Audio Glitch]** 21st and 22nd according to the website. And there's all four as I understand four high-content midweek programs as well. And so, I would not recommend that you miss this program. I'm going to have to rearrange my schedule a little bit to show up myself.

Gina, you've been so helpful. Thank you so much for coming on the show. I – we've got just a few more minutes, actually about 4 minutes here. If anybody wants to call in and have a question for Gina, the number is 347-843-4544. Press 1 to raise your hand.

If you're listening to this as a recorded podcast, obviously, you won't be able to call in but I appreciate you tuning to Logical Soul Talk every Tuesday after – yeah, Tuesday afternoon or evening. I guess 6 p.m. Eastern Time. Where are you...where are you located now, Gina? Where are we talking to you at?

Gina: We are in Naples, Florida. We've been stationary for about a year and we will be stationary until next spring when we get back on the road again fulltime. I cannot wait to get back on the road.

Michael: **[Laughter]** So, you had this RV dilemma. Is that shaping up better or you - is that –

[Crosstalk]

Gina: Well, we -

Michael: ...ready to go –

[Crosstalk]

Gina: We'll see.

Michael: ...road when you're ready.

Gina: We go to trial in December. So, we'll see what happens with it. One way or the other, we're back on the road in the spring.

Michael: Sounds like fun. Yeah, it's tough to stay positive but if anybody can do it, you certainly can. I wish you the best on that. And come to Atlanta. We've got –

[Crosstalk]

Gina: And that...that's a really good thing for –

Michael: ...we've got things fun here. So -

Gina: That's a really good thing for your listeners to take away today. Mindset really is the key to everything. And the reason I was able to experience my transformation is solely based on mindset. If you really get the mindset piece right -

Michael: Right.

Gina: ...you can do everything else wrong in your business and still walk away with huge results. And I can't stress that enough for your listeners. So, it's great that they've got you as a guide because I know you can really help them in that area.

Michael: Right, I – there's a **[Audio Glitch]** I used in my book and I called it the law of a very reason **[Laughter]** and obviously, if you're about – if you think you're going to die soon, that's obviously a very good reason and your mindset can shift like almost in spontaneously and obviously it had in your case. So, very, very powerful point. So, thank you for sharing that and sharing your story, Gina.

Gina: You're very welcome.

Michael: So, we're going to wrap up here. We just got a couple **[Audio Glitch]** we've just got about a minute here left and I'm going to give you the floor for about 1 minute, Gina to add any other tips that you have or any suggestions that you have for the listeners here.

Gina: Well, that really is the biggest tip that I can give you. Do really get the mindset piece right. You can screw everything else up and still get huge results and know that this is more than just your thought.

Michael: Right.

Gina: It can be related to the people in your life, the language that you use, the activities that you take. Probably one of the biggest things that helped me go through my transformation was when I stopped reading the newspaper, stopped watching the news, stop listening to the news.

I often tell my friends and family, if there's going to be a hurricane here in Naples, somebody better call and tell me because I'm not going to hear about it on the news.

Michael: **[Laughter]**

Gina: So, if you can really learn to have positivity in all aspects of life, it really can change your life for the better too.

Michael: Well, I agree with you there. **[Audio Glitch]** perhaps to send a **[Audio Glitch]** I guess the next **[Audio Glitch]**.

Gina: Please do let me know if there's -

Michael: So, Gina -

Gina: ...going to be one.

Michael: ...thank you so much again.

Gina: **[Audio Glitch]**

Michael: Oh, okay. Definitely, for sure. We've got just 1 more minute and we're about to sign off here. Gina, I'm going to have to put you on hold. If you hold on for just a minute, I'll talk to you for a minute after the music, okay? **[Music]**

Gina: Go right ahead.

Michael: All right, so we're – this is Michael Craig. This is Logical Soul Talk. Next week, I'll talk to Casey Eberhart. He's a networker extraordinaire. I hope you can tune in with us. Thank you for joining.

[0:30:00]

Well, this is Dr. Michael Craig. I'm **[Audio Glitch]** Gina Gaudio-Graves who is our guest for tonight on the Logical Soul Talk. Gina, thank you again for joining us and for sharing your tips and your information, insight information and the information for the summit coming up.

Again, that information on the summit is askggg – that's Ask Gina Gaudio-Graves – ggg.com/wss as in World Speaker's Summit. And you can get the information there and attend because it's going to be July 20th through 22nd and it's a virtual event. And Gina is going to be there, some of the best speakers and teachers and coaches are going to be there. So, you won't want to miss that.

Gina, you have the floor, my dear. If you have anything else to add to that, you're more than welcome.

Gina: Well, and it's going to be one heck of a live event. This is a format that I've used the number of signs in the past. And I can't tell you how awesome it is to do virtual events and yet still make it feel like everybody is in the same place at the same time.

This is going to be one heck of an experience for everyone. We have some really neat **[0:31:24]** **[Inaudible]** for the weekend. During every presenter, we will have special bonuses that we will award just to those that are there live. And we're doing that really because we want to reward the action takers.

You also will have an opportunity to get in on one of my hug seats where I can actually help give you direction for your life in business. So, if you can participate live, I cannot recommended enough. We'll have some networking that takes place over the 3 days.

Now, if you can't make it, you'll still get recordings and transcripts for every single presentation. So, it is certainly well – attending just to get those recordings and whatnot. There will be people speaking that I will -

Michael: Right.

Gina: ...refer to the transcription and recordings of – for many years to come.

Michael: Right. Well, that's it. It sounds like a major event and I'm looking **[Audio Glitch]** checking it out. Gina, I'm going to call you a little – a little bit here. I got to get on the road. I've got another event to attend now anyway. But thank you again for being there and for being on the show and I look forward to talking to you again real soon.

Gina: Thank you so much, Michael and I'm so sorry I wasn't there on time. I'm so glad this worked out. Thanks for having me.

Michael: It worked out just fine. It worked out just fine. As long as I have you number, hey **[Laughter]** – as long as it -

Gina: That works.

Michael: ...is reachable and you are, that's great. And so, thanks for being there.

Gina: You're welcome.

Michael: And I'll talk to you again soon. **[Audio Glitch]**

Gina: Bye-bye.

Michael: Again, this is Dr. Michael Craig. You've been listening to Logical Soul Talk. And next week our guest Casey Eberhart, a networker extraordinaire, he's going to be on the show. And we're going to **[Audio Glitch]** an hour of presentation where we'll be talking about ways that you can network your business, the ways you can get your business sort of like guerilla marketing for coaches as it were and small entrepreneurs.

Don't forget to tune in. That's going to be next week and that's going to be live – let's see, today is July the 17th. Next week is the 24th. So, we're talking July 24, 2012.

I'm Dr. Michael Craig. It's Logical Soul Talk. Thanks for tuning in. I'll see you next week.

[0:33:41]

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