

TAA November Experienced Members Call Transcript

Cory: Hey everybody, it's Cory, if you can hear me type hello. Can you all hear me? Okay, great. Excellent. Alright, well welcome to today's session. Today we're just gonna have a casual conversation and maybe a little bit of coaching with those of you who are working on stuff beyond the initial Association courses. I'd love to hear what ya'll are up to, what are your major challenges right now, and let's take a minute to walk through what you're working on. Helena, let's see, so Helena says "I can't seem to get CrowdCast to work on video anymore, even though my Chrome is updated." Yeah, so Helena I guess my suggestion there would be to see if you can get Chrome to work on a different device and if it's working on a different device like your phone or iPad or something, then the problem might be with your computer. So give that a try and let us know how it goes.

Alright. Who else is on here? Lorna, Sierra, Kathy, Fletcher, good to see you all. Joey. Sarahh. Alright. So I'm just gonna go down the line. Fletcher, tell me what's going on with your art business. What are you working on right now, what are your big challenges? Same thing for you Cathy, Sierra, I'm gonna call you out and say what are you working on right now and what's your big challenge? Same thing for your Lorna, Joey. I'd love to hear what you're working on. Sarahh, I'd love to hear what you're working on for your art business. I know we just talked yesterday, but that was about other stuff. So you can either put that into the chat, or in the questions, or you can just say "hey, I wanna talk," and I'll invite you onscreen. While you're typing I'm gonna get some water.

Oh, it's working today, good. I'm glad it's working today Helena.

Fletcher, let's talk about that. That's a great one. There it is. So Fletcher says "I'm trying to change the way I work, but I'm finding it hard to leave older work behind." That's a great challenge. Let's see, Cathy says "I'm working with a bed and breakfast to display about nine paintings by May. I'm a little nervous because this is a little more than I have produced before." Okay, how large are these paintings, Cathy?

Fletcher it says you're connecting, so hopefully you can come on soon.

Hi there Fletcher!

F: Hello.

Cory: How's it going?

F: Good, it's very late here.

Cory: Are you in the UK?

F: Yeah, London.

Cory: Well thanks for joining us today.

F: It's okay, first time here.

Cory: Okay, yeah. So tell me, when you say you're trying to change the way you work, are you talking about the pace at which you produce, or something else?

F: It's a mixture of both, it's trying to find a balance between producing work which I'm happy with, which is sellable, and also kinda leaving older work behind but also kinda of mixing the two together. So I find it's interesting, cause collectors look at the older work, it's quite different to the newer stuff I'm doing.

Cory: Sure,

F: Yes, and also with the website as well, trying to move people towards the website and just get them on board, really.

Cory: Mmhmm. Okay. So tell me a little bit about your business right now. What, where are you at, sales-wise?

F: I sell originals and prints, with the print side of things I wanted to create something which is more in keeping with what I was doing art-wise. So trying to create a smaller edition prints, and work on them more so they become individual using texture gels, resins, and create something that's interesting and individual. And trying to combine the two together, so there's a connection between original artworks, the studies, the finished paintings, and just trying to create a cohesive, I suppose-

Cory: A cohesive body of work?

F: Yeah, a cohesive body of work and also I suppose something which is recognizable throughout, they all connect together so you can see they're all the same artist.

Cory: Right. So what's the challenge, what's holding you back from making that happen?

F: It's just trying to push people towards the website a bit more, so it's trying to gain a better email list, I'm trying to manage my time as well, so manage it between marketing, painting, accounts and all that stuff.

Cory: Do you have a day job too?

F: No, no, it's my day job. So I can be a bit, I can procrastinate certain things. You know.

Cory: So you listed two different things, you said like managing all your different activities, but then you also said getting more people to your website. But then earlier just a minute ago you were talking about production. Right, like creating a body of work that looks recognizable or like a series. So those are sort of two different areas of challenge in the art business, and the balance of those two is pretty tough. So you know, what is your- when you brought the question up, is there a specific area that you wanted to talk about and explore, or should I just riff?

F: Just riff, yeah. It's just interesting to get your opinion here on the best way of working.

Cory: Yeah. So everybody's, are you coming to the productivity webinar we're doing in two weeks?

F: I didn't know about it, actually.

Cory: Okay, so I just emailed about it I think the beginning of this week. Let me actually- if you're on, if you click on my CrowdCast account, like if you see my name there, click on that and under Upcoming Events it'll have a public webinar that we're doing on productivity. So I literally was just putting together a presentation on productivity for artists most of the day today. So it's good timing. One, I would go back and listen to- we did a call on productivity, so if you go to the [call archives page on theabundantartist.com](http://theabundantartist.com), there's a call we did back in January where we talk about how I tend to plan and how I work with creatives on planning. But the gist of it is you know, generally speaking you spend fifty percent of your time making art, fifty percent of your time on business, right? On marketing and promotion and stuff. And then from there, what you do in that fifty percent of your making art time, there's a few things you can do. The big ones are making sure that you're consistent, that you're making art every day, and that you're giving yourself like a nice big chunk of time to do it, right? So it might be, you know, 8 in the morning to noon, Monday through Friday, you paint, and then the afternoon's for working on business stuff. And keeping it consistent that way helps your brain like dig into a better state of flow and creativity when you're working in that way, and then making sure that you're taking weekends off so that you actually have a break and your brain has a break. So there's that kind of stuff.

And then when it comes to doing the actual work, there's, without knowing exactly what you paint and exactly how your process works, I wouldn't, I don't know if I can tell you a lot about that. That might be an interesting discussion for you to post over in the Association and say you know, other artists who work in your style, like maybe if you have questions about productivity or how other artists work, that might be an interesting discussion for you to start. On the business side of things, I would highly recommend that you check out, where'd it go? The Twelve Week Year and I'm gonna grab it so I can show you the cover. I can't find my copy. It's around here somewhere. I use it all the time. Oh, there it is. Okay. There's a book called The Twelve Week Year, it's my favorite book on productivity and planning for creative people.

F: This is my favorite.

Cory: Well thanks, I appreciate that. Sell Your Art, who wrote that? But there's things that you can do you know, like time blocking where you say I'm going to- so let's say that instead of saying I need to get more people to my website, right? What you might get more specific than that and say this week I'm going to reach out to five press companies, right? And five blogs or newspapers or whatever. And then you set that as a goal for the week, and then you block out time to do it, like on Tuesday you put a two hour block in the afternoon to research these organizations, make a list of the contacts, and then start emailing them, right? Yeah. Does that make sense?

F: Chunk it. Spend time with the marketing group and concentrate on that. Cause in the mornings I tend to start about 8:30 or 9:00, and then I work through to 1:00, then I don't touch anything like phones or computers until then. And then I check my emails about 1:00, and then I try and manage my time that way. So I have a chunk of morning usually to paint, and then it's research and then, but it seems a lot of things take time. And driving people to the website is probably the last thing I have time for. I think it's a procrastination thing, it's like well I try to be good. And doing stuff like that. But it's-

Cory: Okay.

F: But I think yeah, it's a good suggestion, the idea of concentrating once, cause I tend to be quite will-o-the-wispy as far as flitting from one thing to another and it's not really that cohesive.

Cory: Yeah. I would suggest, like within the Association, you know, we've got close to, or just over 500 members now, so you might find some other people that are in the UK who you can form like an accountability group with where you meet together once a week to just talk about what you did the previous week, what's coming up, and just talk to each other about how to get better at staying accountable and staying productive. Cause yeah, when you talk about being really will o' the wispy, that's a really common problem for not just artists, but everybody. Anybody who's at all like in a creative bent from software developers to artists to you know, artisans or whatever. There's a real tendency to, when it comes to the business side, to just sort of go from one thing to the next rather than say I'm gonna do this, I'm gonna accomplish this in this time. And it's just a different way of working that'll make you more productive.

F: Yeah. Well, yeah. I'm getting there I think, but it's- the website is up and running and I'm trying to figure out how to make it more, I suppose, useful for people, partly, and also to draw them towards sales and prints and-

Cory: What's your website? What's the url?

F: www.fletchersibthorp.com

Cory: Fletcher Sibthorp dot com, just like your name? That's a great name by the way.

F: Thank you.

Cory: That's pretty unique. Is it eleven or midnight where you are?

F: Quarter past eleven.

Cory: Okay. Well I'm glad we're not keeping you up past midnight.

F: No, I mean sometimes I work at night just because again it's more peaceful, so I get a lot more done between the hours of 11:00 and 1:30.

Cory: Okay. I'm sharing my screen so that other people can see what I'm looking at. This is great, this is a really dramatic background, I love it. The video looks really good.

F: Thank you.

Cory: Yeah, okay. Artwork, news and events. Let's take a quick look at your artwork.

F: I recently put a news and events section here just to start, to find people that-

Cory: Mailing list popup, there's your work, nice.

F: The mailing list popup was a suggestion of yours, I believe.

Cory: Okay. So there's that, and then I'll click over to the store, prints, yeah. So your website's fine. So there's a trap that a lot of artists fall into, is when they're not getting enough traffic to their website, they think that they need to somehow fiddle with their website and make that, then fiddling with the website will somehow get more customers. But that's not actually the truth.

Like, usually what you need, and I'm just looking at these last couple pages here. Usually what you need is you need to spend your time focused on talking to people and networking, and getting press attention to get people to your website. You need to actually talk to the people that are gonna send people to your website. Now obviously your news and events page is blank, so either remove that or add some news and events. But-

F: Yeah, I started to do a few art fairs, so that's up for that. So I'm going to be doing an art fair fairly soon.

Cory: Great.

F: And prints. It's trying to arrange things in such a way that- yeah, it's just thinking about gotta do this, gotta do that, oh I've gotta paint, gotta fiddle around.

Cory: Yeah, so your priority is spend time on the things that are gonna get people to your website, rather than spending time on your website.

F: Okay. I'll do that. And keep the news and events up to scratch. What's the phrase? Up to speed.

Cory: Sure. Either that or just remove the page.

F: Yeah, well I'm trying to communicate more with collectors and people and trying to, so the art fairs is partly too, I've found them a very effective way of figuring out what people do and don't like. Which doesn't really affect the way I paint as such, but it's just nice to know what does work and what doesn't. Just to hear reactions, even the horrible stuff where people, they get "Augh, I don't really like that," which is great cause I'm like well why don't you like it? That's another thing that's quite interesting to hear what people don't like about stuff and it's all very different. And then just doing Instagram, that's quite fun. I concentrate mostly on that and try and put an ad, not an ad, a post every day if I can. I'm starting to ask people about the kind of, um, why they bought the piece of work and post that on Instagram, cause actually I find that quite interesting, why people buy art. And the emotional reasons for it, so I quite like that.

Cory: Yeah, excellent. Have you gone through the How to Sell Your Art Online 301 course?

F: Uh, no, I'm probably more of a 201 person I think, cause of the emails. I think it's more, it's-

Cory: Yeah, so I realize there's a bit of a misnomer, when I labeled the 101, 201 and 301, it makes it seem like you need to do one and two before you do three, but two and three are basically interchangeable in the order that you do them. And I actually think that you should do 301 right now, because 201 is really for those artists who have traffic and attention and are trying to figure out how to automate their sales process, but you just need more people, right? So yeah, I would skip to 301.

F: Go to 301. I think I went on the 101 briefly and I realized it was a lot of stuff I'd already done.

Cory: Yeah, you're already there.

F: It wasn't beneficial, but it's quite nice going over stuff again, you know, like, cause you can, you always learn, you know, from the base, so it's quite interesting to do that. I think, yeah, 301. I'd like to do.

Cory: Excellent, alright. Well thanks so much Fletcher, do you have anything else?

F: That's it, thanks.

Cory: Alright.

Let's see, Cathy, do you have questions about producing, or are you just sharing that you're nervous about producing that much? Is it, you know, do you need help there? That's what I'm asking. Sarah, let's get you on here.

Alright Cathy, there's no reason to be nervous. Just do the work, you'll be fine.

Hi Sarah.

Sarah: Hi, how are you?

Cory: Good. So what are your thoughts? What are you working on?

Sarah: So many things. And I realized when you asked that question, I'm like, okay, I need to figure out what it is I want to ask about. So I realized what I want to ask about is prioritization for calendar year 2019, cause end of this year I'm wrapping up, I've been doing a painting a day challenge this year which I cannot wait til it's done! I'm working, I'm renovating my artist studio, I'm working with a special organizer for that, so I'm painting it, reorganizing my shelves, all that kinda stuff, so it looks like an artist studio and people feel like it's an artist studio when they go in. I'm also, PS, writing a book and coaching and some other stuff on the side.

Cory: Sure, yeah.

Sarah: So looking ahead to 2019, I realize what I can use help and guidance from you and the group on is what to prioritize, because this actually I think marks two years that I've been working with TAA, which is very exciting, and now I have a really steady part time income from the work, but I'm really ready to do that push to get over the hump and into full-time with all the different revenue streams. So-

Cory: What's the gap between your job and your part time income? How much of an increase are we looking for here?

Sarah: Well, my job is pretty well paid, so in terms of what I would need to be able to handle my commitments it's probably \$40,000 more. So reasonable, you know. Achievable. \$50,000 or \$60,000 would be even better, but that's the ballpark of what I'm looking at. So you know, in 2019 I know I need to focus on painting, I've done a lot of work to really go deep with my paintings and getting much more positive response now, I know I need to market it, I know I need to update my art website because I've done almost nothing this last year because I've done this painting a day challenge. I need to do a better job of emailing collectors and creating that sales funnel. Social media I'm actually doing really well on, but keeping that up and then getting press attention. So I was just curious for the artists that you've coached that have made this leap, and bridged that gap, like what are the things you've seen pretty consistently that they've done that's helped close that gap?

Cory: Yeah, okay. So yesterday you and I were having this conversation about simplicity, right? So the sales that you have now, what are the 20% of activities or 20% of customers that are generating 80% of your results, right?

Sarah: It's my social media posting. And creating those connections online with people.

Cory: Okay. So how can you, I'm gonna use this back, how can you double your results with, how can you double your results from your social media with half the effort?

Sarah: I think what I need to do is grow the audience, which then starts to feel like getting more press.

Cory: Okay.

Sarah: But actually, I've started also getting sales from my emails, which is kind of new too. Yeah. So I guess working on my press and emails. The other thing that I've seen, part of the reason those things are so strong is because those are up to date. And my website is like showing work from a year ago and only a couple recent pieces. So it feels like if people are like "oh this is really cool, let me go see what she's doing," and then they're like, "well, that's boring art." You know what I mean?

Cory: Yeah. Are you totally crunched for time?

Sarah: Yes.

Cory: Are you like coming up against it? Okay. So a couple thoughts. You have a good job, so it might be time for you to start thinking about hiring a very part time assistant. Maybe a virtual assistant or somebody who can do things like add all of your stuff to your website. Right? And we're talking about very part time, like five hours a week, right? Basically hey, I've got a bunch of new stuff to go on my website. Can you do that for me?

Sarah: Okay. That's sort of what I was thinking, yeah. So that's a good affirmation.

Cory: So yeah, what I would do is I would make a list of all of the- so, if you want to take it really far, you could inventory your time, your calendar, look at your last month, and write down everything that you're doing. Right? And then separate those things into four categories. The stuff that you're incompetent or unqualified to do, the stuff that you are capable of doing but don't love doing, the stuff you're actually pretty good at, you're excellent at, and then the stuff that you are what I would call your Zone of Genius or your uniqueness, right? The thing that you're so good at that nobody else can do it.

Sarah: My paintings.

Cory: Yeah, for most artists that's probably gonna be it. So when you're looking at the things that you're incompetent at, like for me, that is bookkeeping, proofreading, and anything related to like taxes or finances or any of that kind of stuff. And customer support. I am not good at customer support. So that's why I hire somebody to do it. So then what you do is you know, you write down all those things and then you figure out how to hire somebody to do those things for you.

Sarah: So I was thinking about that particularly with the website, like is there someone I can just send all these photos to and be like, or just be like they're on my Instagram, just download them, I don't care, just do it and make it happen and make it pretty. My platform's on Squarespace and I have a notion that they have a company they have a partnership with that has people that do that sort of thing for you?

Cory: I have no idea. If they do, great.

Sarah: Alright, I'll have to look into that.

Cory: Maybe that's something we should offer.

Sarah: Yes! Not me though.

Cory: Yeah, no, not you. Okay. So yeah, I would look at the things that have gotten you the best results so far, and how can you, you know, grow that a lot? And I think you're right, growing your audience, so doing things like reaching out for PR, doing partnerships, finding people that you can collaborate with, all of that is great. And then continuing to write the emails. That's definitely good.

Sarah: Okay.

Cory: And then I would also look at what is the stuff that you spend an inordinate amount of time on that brings you very little money?

Sarah: Mm.

Cory: Right? And we all have those. So it might be time to consider cutting some of those out.

Sarah: But my dog needs walking.

Cory: Hire a dog sitter or get rid of your dog. I'm just kidding. I'm just joking. Don't get rid of your dog.

Sarah: No, he's the therapist in chief at the house.

Cory: No, my cats are similar. Yeah, they take less work though.

Sarah: Yeah. Alright, so I'll do a little looking around, but yeah, if the association has any like leads on website assistants and that kind of stuff, that would be super.

Cory: Yeah, so the first place that I would go to is Upwork. So [Upwork.com](https://www.upwork.com), make sure that you look for somebody based in the US, or at least in like an English speaking country. You'll be really tempted to go with somebody from the Philippines because they speak English there and they're really cheap. Just, when you hire, if you hire a VA from the Philippines, you just have to be like really specific and careful because they'll follow your instructions exactly and if you don't, like if you skip a step or miss something it won't work. So yeah, that's my recommendation.

Sarah: Great, thank you so much Cory. Appreciate it.

Cory: Absolutely. Thanks Sarah.

There we go. Okay. Helena says MailChimp versus Mailer Lite, it does not matter. Let's see. "Web weekly crippling financial requirements requirement automation." I don't know what that means. Is that Weebly? Or I don't know what that sentence means Helena. "Otherwise, doing live events as internet sales are dead for me right now despite my marketing efforts which are causing me to stall out on my creative work."

Okay, Helena, I don't really understand what you're asking. If you're asking MailChimp versus Mailer Lite it doesn't matter. If money is an issue just use the free MailChimp account, that's fine. If you can't afford the automation stuff then don't worry about it, don't do it. And doing, and if you are stalling out on creative work because you're so frustrated by the business side, my suggestion would be to stop trying to sell your work for a while, even if it's just a month or just a few weeks. Just take all of the pressure off yourself to sell and rediscover your love for your creative work, because my experience has been that when artists get in a place where we hate our work or we are frustrated, then that carries through in the way that we talk to people and the way that we carry ourselves in our day to day lives, both in person and online. So I would actually say that your priority is to fall back in love with your work, because otherwise why are you doing anything else?

Alright. Let's see, Sierra says "I'm looking for some examples of artist websites with really good shop pages. Anyone have one or seen some good ones lately?" So Sierra, yes. I am going to share a link, I've got- there we go. I've got a list of them, hang on. Not all of these will have great shops, but this should be a pretty good list. I'm gonna leave it as a comment on your question. There you go. I keep a list of websites that I like, so start there and you should find some that you like. And I'll post it in the chat as well. It won't let me post it in the chat. Okay. I will- it would probably be a good blog post for us to put up, huh. Okay, I'll actually make a note to send that to our team to write a blog post about that. Okay, great. Let's see, Helena says "Weebly wants hundreds to automate double opt-in." Don't pay for it. Do what you can with what you have. Don't pay for it if it's not a thing, if you can't afford it, don't do it. Let's see, Lorna says, oh! Lorna! Okay. So Lorna, I would love if you're willing, I would love to have you come onscreen and talk a little bit about this giveaway that you did, see if we can get you to share some of your insights and what actually happened with that giveaway. I know you've been talking about it in the chat. I will- let's see if we can get you on. She's connecting. Fingers crossed, let's see if it works.

Lorna: Hello!

Cory: There she is. Hi Lorna!

Lorna: How are you doing?

Cory: I'm well, how are you?

Lorna: I'm great, thank you. Lovely to talk to you!

Cory: You as well, where are you calling from?

Lorna: I'm in Sligo in Ireland.

Cory: In Ireland, ahh! I love Ireland so much! It's not too bad, is the ultimate understatement. Yeah. I am 100% obsessed with Ireland. Yeah. I've spent 6 weeks there over the last two years.

Lorna: Oh good, oh look you have a bed if you want the next time you're here.

Cory: Excellent! Excellent! Well you be careful what you offer. Okay. So you did a giveaway, first of all tell us what you did for the giveaway, and why you did it.

Lorna: Well why I did it is well I'm doing your 101 course, so I kind of went "oh, God, I really have a very pathetic email list," you know? And so I just thought I need to do something fast and furious to kind of build up on it. So I just had some paintings that I got back from a gallery and they're kind of different from the new work that I'm doing now, it's no harm to get rid of one, you know, they're little small ones, it's not going to cost me much and so I have been thinking about doing this for a year, and then I sort of thought feck it I'll do it, so I googled how do I set up a giveaway, and what did I say there to Sierra, King Sumo. And it was so easy to sign up and put a picture of what you're giving away, and you set the timeframe, so I did a short timeframe. And in 24 hours I had 200 email addresses. I couldn't believe it. I was like "Oh my god!" Why haven't I- imagine if I'd been doing this every day all year? So I'm definitely gonna do that again. And I know, Sierra, it's totally amazing. I was obsessed every ten minutes I was going what's gonna happen?

Cory: So do you have a link to your giveaway, is it still live?

Lorna: No, it's not still live, no.

Cory: That's fine. So you gave away a painting, what was the value of the painting?

Lorna: The value was €295.

Cory: Okay, €295 euros. And you- did you set a time limit on it, was it like a week or a couple days?

Lorna: I think I did 5 days. Yeah, I think it was 5 days. I kind of started on the Friday, so it was over the weekend. And yeah, so I was really impressed. I kept saying oh my god Lorna, you're brilliant!

Cory: You are brilliant. And how did you get the word out about it?

Lorna: Facebook and Instagram and then I'm in a lot of Facebook groups, so I really pushed it in the groups, and that worked the best. And if people shared it they got an extra entry, so I got a lot of shares, so it's great.

Cory: Good! So were you, what's the word I'm looking for. Did you do any advertising?

Lorna: I did my first advertising on Pinterest. I gave Pinterest 20 euros and so that was interesting as well, that was kind of another experiment I was doing, because this year I've been trying to up my Pinterest game. Like I've been doing Pinterest for 10 years without really knowing how things work. So my, I've got now 30,000 unique followers every month up from 1,000 like from a month. So that's great. So my take away from it is-

Cory: So you have 30,000 new followers on Pinterest.

Lorna: Yeah, unique followers. So the takeaway is do these little things. Do little things often. Because the whole reason I'm doing it really is because I want to have an open studio for Christmas where people come to my house, so I want to email people and tell them.

Cory: Yeah, I was just gonna say maybe I need to go to Ireland again for Christmas. So how long ago was this?

Lorna: It was two weeks ago.

Cory: Two weeks ago, okay. So you're still riding the high. How many total people did you get, 200? But that was the first 24 hours.

Lorna: About 270.

Cory: Okay, 270 in 5 days. Okay. So now your task is to see whether or not you can get some of those people to come out to your studio and buy something.

Lorna: Yeah.

Cory: Okay, well that's a pretty good- \$250 for 270 people on your list is a pretty good.

Lorna: Yeah, the painting was going to be sitting there anyway.

Cory: Yeah. So I like it, I think it's good, the only caution I would give to you and everybody else that's listening is a lot of times these giveaways can generate a lot of people who want to win something but don't necessarily want to be a customer in the future. So just keep that in mind, like if you are marketing to-

Lorna: Yeah, it's a percentage of those.

Cory Typically speaking it's like 2-5% of those people are good customers.

Lorna: Okay, sure. Yeah, you only need. That's the conversion rate really isn't- 2%, yeah, so you really. I think after you said that I was like oh Jesus, I need to have like thousands on my list.

Cory: Yeah. But this is a really good start, really well done. I'm actually running a giveaway for another client right now, and we're doing, yeah, we're doing a giveaway for a digital piano for another client. And yeah, it's really fun. We're up over a thousand entries in two days. Yeah.

Lorna: Well that will be next year I'll be over 2,000 in 2 days.

Cory: There you go. Awesome, well thank you so much Lorna, it's great to talk to you, always good to talk to somebody from Ireland.

Lorna: See ya, thank you!

Cory: Alright. Shock of white hair as well, it's awesome. We've got a few minutes left if anyone else has any questions, I appreciate you sharing your wisdom and sharing what's working for you and what you're working on. I like to do these calls for those of you who are new, I know Lorna and Fletcher, you're new, and I think some of you others are new as well, I like to do these calls once a month or so just to see what people are working on, what you might need help with next, so I appreciate you showing up. Sarah said "I did a giveaway a few months ago and one of the

winner's messaged me today and she's sharing about my work and its joy mission in her Sunday sermon." That's cool, having your art preached from the pulpit. That's never terrible. Alright. Well I will go ahead and let all of you go, especially you UK folks, go back to bed. It's almost midnight. So thanks again everybody, and we will talk to you again in the near future!