Meeting Jan 20, 2026 at 09:04 CST - Transcript

00:00:00

Kilgore - Powerhouse: Yeah, like looking at that flow of you know the uh I guess this is like this entity setup flow right that Aparon was working on and they see that um they've got um like DSpot is doing like another round of
Willow Olive: updates.
Kilgore - Powerhouse: um yeah it you
Willow Olive: Yeah. Oh, wait.
Kilgore - Powerhouse: know That's the kind of question is I'm like,
Willow Olive: Yeah.
Kilgore - Powerhouse: "Okay, well, does that fit in with is that going to help a sell um and what that's like, you know, a a multi-step process to do um like a checkout flow." Um, and I look at what like I would think is a um maybe a would be a better use of that flow is something in this free tier, right? So I don't know if you saw this like latest that doing the pricing and this was in conversation with um Draana and layer about like yoken we have a funnel that is a free tier which basically is the ability to create an invoice and connect and then you get legal document templates but then there's like some platform access right and I don't know what exactly that is if the application but like I would Like really like honestly what what Libram presented NT presented last week is like oh great that's like a I could run my organization on Acura right it's a very basic like you know create in I don't know exactly but you know create invoice expense report like whatever gather that if we could

00:01:50

Kilgore - Powerhouse: get that to a like a level then we have like another funnel here of people being able to like sign up and register where they're not paying anything they're just using the software But like you know to do that you need to make sure the software is stable and like I don't imagine it's stable right now.

Willow Olive: And we have and we have onboarding for them which we

Kilgore - Powerhouse: Um right you're just saying onboarding

Willow Olive: don't for

Kilgore - Powerhouse: for like we don't have an onboarding flow is what you're saying.

Willow Olive: these. Yeah.

Kilgore - Powerhouse: Yeah.

Willow Olive: Basically,

Kilgore - Powerhouse: Yeah. Right. Right. We just were showing the demo not like this is

Willow Olive: you got to like you you on board because it's kind of weird situation because when I'm talking about onboarding flow, I'm talking about like some step-by-step process. you go to basically sign up and then start using the platform, right? I'm not I don't mean like lots of customization

00:02:38

Kilgore - Powerhouse: Right.

Willow Olive: or calls or like I mean

Kilgore - Powerhouse: No. Yeah. Like not Yeah. You're right. Right. Right.

Willow Olive: just yeah like the traditional like let's just think

Kilgore - Powerhouse: That's that that's exactly trying to get this tier, right? Is like how do you

Willow Olive: from like very basic the traditional signup flow that's what I'm thinking

Kilgore - Powerhouse: Yeah. Yeah.

Willow Olive: right which we

Kilgore - Powerhouse: and like but right now the like the

Willow Olive: don't

Kilgore - Powerhouse: platform functionality that we're prioritizing is yeah like the signup flow that we're trying to be able to do in like schedule a call and that

Willow Olive: Yeah.

Kilgore - Powerhouse: customization like all these kind of decisions that I don't think the user customer like needs to make rather than like could we spend that effort like what if D-Spot's last call was on like let's get a barebones version of like the platform so that people can like poke around because like people are going to come to the site and it's like or we're going to try to get people to come to the site but like yeah register people like is there something before like I have to pay 750 and I want to like poke around but poking around like the only thing we will have to poke around right now is like customize your entity and also pay

00:03:56

Willow Olive: Well, but but the the see the issue I have with this idea is the poking
Kilgore - Powerhouse: $750.
Willow Olive: around bit is just not like consumer ready or production ready.
Kilgore - Powerhouse: I know. Well,
Willow Olive: Right.
Kilgore - Powerhouse: I'm not denying that, but I guess I'm saying it would be nice if that's what we were focused
Willow Olive: Right. Yeah.
Kilgore - Powerhouse: on,
Willow Olive: because I feel like right now it's like when you're poking around connect there's no tool tips there's no
Kilgore - Powerhouse: right?
Willow Olive: direction the the to be fair I don't even think I understand it fully so to how to like you know set up a drive and um manage a team within the drive or and like the whole flow is not really ready so I feel like
Kilgore - Powerhouse: Yeah.
Willow Olive: if you're letting people poke around in it I
Kilgore - Powerhouse: Yeah. No. And and I'm not saying that they can now, but I'm saying like we have this like like eight person team that is like building Acura and I'm like well can we have that bazooka directed at what would be the most like the best way of I don't know expanding the funnel getting people on the platform.

00:05:04

Willow Olive: Yeah.
Kilgore - Powerhouse: Um, but this is obviously like a yeah, a shift in a larger strategy that I'm not sure how it
Willow Olive: Because I think this the the beauty of this page is like getting the fish on the hook,
Kilgore - Powerhouse: unfolds.
Willow Olive: right? And then we're going to reel the fish in by doing getting on the call, selling the service, right? Offering that kind of like custom solution

Kilgore - Powerhouse: for sure,

Willow Olive: that

Kilgore - Powerhouse: but there's just a lot of people that will not want to hop on a call and that's Yeah. So, it's just capturing that funnel and like we kind of we just can't. It just we just need to we like we need to again focus on building for the sales we're trying to make, not for this vision of how the platform like needs to the product needs to work in the long term. But,

Willow Olive: Let's just have a quick look.

Kilgore - Powerhouse: you know,

Willow Olive: Let's just have a quick look.

00:05:57

Willow Olive: Don't mind my millions of tabs, but okay. So, let's go back. So yeah, the current platform. So maybe we want to create a network as an option.

Kilgore - Powerhouse: I mean organization let's start with that like people don't want to create like you know a network

Willow Olive: Yeah. Yeah. Or organization. Yeah. But but again,

Kilgore - Powerhouse: like

Willow Olive: I feel like a lot of this stuff is like like a profile. Okay.

Kilgore - Powerhouse: right because this is all built for maker and like supporting maker and supporting like that's not

Willow Olive: Yeah. because this this you get what I mean?

Kilgore - Powerhouse: what All right.

Willow Olive: This isn't what people the the people want, right?

Kilgore - Powerhouse: Maybe this is

Willow Olive: So, it's like if you're directing them to this,

Kilgore - Powerhouse: the

Willow Olive: it's I feel like they're going to drop off.

Kilgore - Powerhouse: Yeah, did Yeah,

Willow Olive: But they did they put Did Did you get my message? They push without even asking,

00:06:49

Kilgore - Powerhouse: I did see what she did,

Willow Olive: which is a bit odd,

Kilgore - Powerhouse: you know.

Willow Olive: but I don't know what happened there.

Kilgore - Powerhouse: Um, it's funny they're linking to the Yeah. Um, yeah.

Willow Olive: Yeah,

Kilgore - Powerhouse: It's just like this page is so far away from or the the product is so far away from like

Willow Olive: right.

Kilgore - Powerhouse: the product we're trying to sell.

Willow Olive: Yeah. Yeah. I think this we need to take some like strategic decisions here, you know. Like I I'm guessing this page like on services this should just be operational help set like just sign up for an operational hub you know

Kilgore - Powerhouse: Yeah. I

Willow Olive: like I don't I don't actually see much of a benefit of showing stuff that we don't

Kilgore - Powerhouse: I mean I don't the way that I've been thinking about it is that there's this operational hub that's a part of ACRA and then there's this larger vision for ACRA and people would be interested in seeing the larger vision for ACRA.

00:08:07

Kilgore - Powerhouse: Um, but yeah, obviously they would like meld those together with like, oh, all these other things that they have. I I guess I actually think this page is somewhat interesting to someone setting up an operational hub as opposed to the networks page and like looking like because networks is like I'm not a network.

Willow Olive: Yeah.

Kilgore - Powerhouse: I'm just some dudes and like

Willow Olive: Well, that's another thing, right? From the start, we should have really had the at least the onboarding process for builders

Kilgore - Powerhouse: Absolutely right.

Willow Olive: available.

Kilgore - Powerhouse: That's that's I mean I was the first group is builders,

Willow Olive: Yeah. But but just having that available from the start,

Kilgore - Powerhouse: right?

Willow Olive: it means from the start whenever you do that to today, you're still getting that kind of steady flow of signups and new joiners, right?

Kilgore - Powerhouse: Right. And I I guess that's my point of like what is the like I think we can funnel all builders into the operational hub. Not say not just the operational.

00:09:12

Kilgore - Powerhouse: I'm not saying that. But if you go to like the pricing and we think about what the like the part of that is if you're a builder. Oh, you might come in on the free tier. And what is that? You're just like kind of running your Yeah, it's not um you're just running your you can say your organization, but I don't know. You got like expenses. You can create an invoice and it's like all in there.

Willow Olive: Yeah.

Kilgore - Powerhouse: I I feel like this is something that we should be able to um create somewhat but that it's

Willow Olive: Yeah.

Kilgore - Powerhouse: not that easy to create but it's like again if we've got agreement on let's create I mean this is what let's create an MDP version of running an organization on acro right we've got the the operational hub which is the back office side of it but where's

Willow Olive: Yeah.

Kilgore - Powerhouse: the software side uh where's the MVP of the software side of running

00:10:04

Willow Olive: Yeah.

Kilgore - Powerhouse: it.

Willow Olive: Yeah. No, I totally agree. That that would

Kilgore - Powerhouse: No, not yet. But I mean I think I throughout this conversation like we are clearly on like thinking about the same things but we

Willow Olive: be

Kilgore - Powerhouse: need I want to be thinking about ways to communicate that in a in a uh certain way that resonates with lots of people obviously with with uh

Willow Olive: with the

Kilgore - Powerhouse: you know water as something. Um and so I do think that's Yeah.

Willow Olive: user.

Kilgore - Powerhouse: Yeah. I mean because like this stuff is like kind of there. I mean everything liber had is is there. I guess the question is yeah

Willow Olive: Yeah.

Kilgore - Powerhouse: I mean that's still a little complicated.

Willow Olive: It is. Yeah. A little bit too complicated,

Kilgore - Powerhouse: Um like yeah just stop right

Willow Olive: but it's there, I guess.

Kilgore - Powerhouse: there like it's like uh give me the name info picture and stop.

00:10:59

Willow Olive: Cool. Yeah, we need to have basically like Yeah, we need to go in with like identity, maybe a short description, remove this thing, and then maybe a a few skills or something or a link like

Kilgore - Powerhouse: Yeah. Yeah. Something. Um I guess maybe the concern is not on the front end in design. That's what I'm kind of thinking about. but it's whether the back end is stable enough to run like I don't know 10 15 organizations on it and it's not like that's

Willow Olive: Yeah, but that's but again that's why we we need

Kilgore - Powerhouse: complicated it's just people set up their builder profile right or something and

Willow Olive: to kind of um that's why I feel like when you got the fish on the hook, right? It's you need to have that demo. You need to talk them through it.

Kilgore - Powerhouse: right because what's the demo when we get on the

Willow Olive: Well, it would be this,

Kilgore - Powerhouse: Paul.

Willow Olive: but I I feel like this needs verbal explanation.

00:11:54

Willow Olive: I feel like a lot of this stuff like

Kilgore - Powerhouse: So is that because I haven't actually seen like this is true. What is that? Um the builder profile that's from that was

Willow Olive: Okay.

Kilgore - Powerhouse: like I mean that's actually a way to maybe come into this is like okay we're going to set up these calls but like what is what are we showing them?

Willow Olive: Exactly. That's just a document, right? So if we do, this is the thing, right? If you give this to a user, they're not going to have any idea what's going on. Well, especially that one. That's like foreign. Um yeah. So I you get what I mean? Like you that's kind of how um like that's how applications work, right? You need to direct the user to something.

Kilgore - Powerhouse: Mhm. Mhm.

Willow Olive: So ideally we would create some flow where the user is

Kilgore - Powerhouse: Mhm. Well,

Willow Olive: directed to create.

00:12:46

Kilgore - Powerhouse: I even this to start with, like I wouldn't have like this is what would pop up,

Willow Olive: Yeah. This exactly. Yeah. this.

Kilgore - Powerhouse: right?

Willow Olive: So, this is this is what you want to hit the user with.

Kilgore - Powerhouse: Like trim it a little bit.

Willow Olive: And then maybe trim it a little bit and then boom, you're good.

Kilgore - Powerhouse: Um,

Willow Olive: At least then you can start onboarding users,

Kilgore - Powerhouse: yeah, maybe that's a good way to talk about this tomorrow is like,

Willow Olive: right?

Kilgore - Powerhouse: okay, we've got this thing. We're almost ready to sell it. We've got pricing mostly figured out. We're going to get approved on that. There's the question of the free, but we could take that off if we like want. What am What am I selling? What am I getting on the call being like this is what we're like showing you, screen sharing you besides just like screen sharing the website because like they've already seen the website and they already have the information there.

00:13:33

Kilgore - Powerhouse: Like they're going to want to see things in action. Um, and what are those things in action? Is it this?

Willow Olive: Yeah.

Kilgore - Powerhouse: Is it setting up an organization like on connect? Um, and like why aren't we focus like that's what we should be like I don't know from the product side that's what we should be focused on not like customizing the operational hub that like we're not going to Yeah.

Willow Olive: But and and another thing I see here like so again I wouldn't even really call this onboarding right because let's do a um let me screen shift fig yeah so like when we're talking about like onboard boarding. We kind of want like um so you you'd have like an actual popup, right? And then this is like where you enter I don't know name or username and then you go to the next popup, right? That's like the next screen. And then this is like um um skills or maybe um about description, right?

00:14:57

Willow Olive: And then and then the next one or or maybe this one is actually add

Kilgore - Powerhouse: Yeah.

Willow Olive: profile.

Kilgore - Powerhouse: Right. You're saying these are different windows. Is that right?

Willow Olive: Yeah. Yeah.

Kilgore - Powerhouse: Yeah. Yeah. Like or progression.

Willow Olive: Like like this is how you capture users,

Kilgore - Powerhouse: Yeah. Yeah.

Willow Olive: right?

Kilgore - Powerhouse: Right. Right.

Willow Olive: It's like you got to spoon feed them basically.

Kilgore - Powerhouse: Right.

Willow Olive: That's kind of 101 of onboarding users. um rather than just doing like some long dump information dump on the user. That's how you need to be thinking about um this kind of stuff like this

Kilgore - Powerhouse: Yeah.

Willow Olive: for example. You just break this up into

Kilgore - Powerhouse: Right. Right.

Willow Olive: different

Kilgore - Powerhouse: Not a It's not a long scroll. People don't want to scroll to enter things. They want to scroll like to learn when they don't have to enter things.

00:15:41

Kilgore - Powerhouse: Yeah.
Willow Olive: Yeah.
Kilgore - Powerhouse: And like, you know, they don't actually care about the metadata.
Willow Olive: And a lot of this stuff the users probably don't even know what that is.
Kilgore - Powerhouse: Yeah. What's I don't know.
Willow Olive: Like um short identifier profile
Kilgore - Powerhouse: I don't even really Yeah,
Willow Olive: slug. I don't think I've ever seen that
Kilgore - Powerhouse: I know. It almost looks cool,
Willow Olive: before.
Kilgore - Powerhouse: but I like slug is a great word, but I'm like I actually And you have to give your profile. We can't upload it someplace
Willow Olive: Yeah. All these things, right?
Kilgore - Powerhouse: else.
Willow Olive: You just you're just creating like current status. Interesting. I'm not even sure what that means.
Kilgore - Powerhouse: What is it? What are my options?
Willow Olive: Active, inactive, on hold, complete, archived.
Kilgore - Powerhouse: archiving like you archive a
Willow Olive: What does that mean exactly?
Kilgore - Powerhouse: builder,
Willow Olive: Or completed a builder or the builder's on hold.

00:16:25

Willow Olive: So this
Kilgore - Powerhouse: man. It's just nuts because we really have um
Willow Olive: is
Kilgore - Powerhouse: like Yeah, it's like we've just done this big shift, but we like Yeah. Everything we've been doing before is just like it's just like in a slightly wrong

Willow Olive: It's just a different angle,

Kilgore - Powerhouse: um

Willow Olive: right? It's like like what you said at the start of this call. It's like one is targeted one client and then we've made this transition to

Kilgore - Powerhouse: Yeah.

Willow Olive: more of a SAS model looking for multiple clients, but we haven't made the kind of um the mental shift.

Kilgore - Powerhouse: Yeah. Yeah. And then like you know water strength I feel like has not necessarily been in producing like consumer apps or like product. I mean not say this is consumer product. I guess it still is like a SAS

Willow Olive: Yeah,

Kilgore - Powerhouse: but well

Willow Olive: it's like B2B, right? I guess.

00:17:23

Willow Olive: Well, it's a tough one, isn't it? Cuz build is true.

Kilgore - Powerhouse: it's customizing for a specific client in like user and there you're just like getting

Willow Olive: Yeah.

Kilgore - Powerhouse: all the information. You can put it there. can walk them through individually, kind of go through all that and it's like got everything. Um, but

Willow Olive: Yeah,

Kilgore - Powerhouse: yeah.

Willow Olive: but I do generally generally I totally agree with what you were talking about that we need to um have something where we're doing that redirect to um to give access like straight away.

Kilgore - Powerhouse: Yeah. and something, you know, and even go into actually why don't you do it because I've already logged in. Go to um open collective. Um yeah,

Willow Olive: start now.

Kilgore - Powerhouse: see what that is. So here you can create a person like just create a personal account even if that's what it is, right?

Willow Olive: Well, this this is it,

Kilgore - Powerhouse: Um but but yeah,

00:18:24

Willow Olive: right?

Kilgore - Powerhouse: but but don't go back just so we know that it's like create a personal account, but like what are the other like you can do other things on the site before that and then this is just like getting you know get an account like I'd love to get just accounts of people that do it. Uh,

Willow Olive: Yeah.

Kilgore - Powerhouse: but you know, I'm saying they have like all of the navigation at the be beginning. You could even like but like getting onto the platform and then get started now for free, right? That's great. Um, and see what that product is.

Willow Olive: Yeah.

Kilgore - Powerhouse: Um, yeah. So, why don't we why don't you look at the sign in or sign up log in if you can. Now, I don't know if you got

Willow Olive: No, I didn't know.

Kilgore - Powerhouse: your

Willow Olive: It's got mess.

Kilgore - Powerhouse: Did you already create an account? Maybe. And now you can just sign in.

00:19:21

Willow Olive: Let's see. Oh yeah, I need to do the do that again. Maybe I can just sign in. Okay, now I'm blocked out.

Kilgore - Powerhouse: Oh, well, let me I can let

Willow Olive: I think it's Oh, yeah.

Kilgore - Powerhouse: me do my Where is my

Willow Olive: How bizarre. Well, that's a bug because I I've got the code via email,

Kilgore - Powerhouse: screen?

Willow Olive: but because I didn't enter it straight away, it won't let me.

Kilgore - Powerhouse: Um, so this is I haven't I just have like sk like signed up. I haven't done anything else. Um, but like oh I could submit expenses, right? I don't have an account or I guess this is not I kind of do need to do some other things for this but like I can generate an invoice. Yeah. So this would be Yeah.

Willow Olive: Yes.

Kilgore - Powerhouse: I want to leave.

Willow Olive: So that would be a document model for

Kilgore - Powerhouse: Yeah. And like you know these are things we could like kind of you know build.

00:20:53

Willow Olive: us.

Kilgore - Powerhouse: So but um create an organization right.

Willow Olive: Yeah.

Kilgore - Powerhouse: Um but exp again like oh expenses like this having this page and we can do like going back to this this is a bad bug.

Willow Olive: Yeah, that's what we need. Yeah, like this is great.

Kilgore - Powerhouse: Um

Willow Olive: I'm just going to

Kilgore - Powerhouse: cuz you should be able to do everything with software before even doing anything in the um like needing any entity or anything like that. Maybe we would

Willow Olive: This kind of this is the kind this screen you're on now is what we need,

Kilgore - Powerhouse: have

Willow Olive: right? This is the overview. This is the kind of like getting started guide. This

Kilgore - Powerhouse: And so they have but they have the benefit of like I don't know um of also having things on the dashboard that you can search through for like they have like the networks and organizations right that are all of

Willow Olive: Yeah.

Kilgore - Powerhouse: these Yeah Amen.

00:22:15

Willow Olive: Heat.

Kilgore - Powerhouse: Like everybody has profiles. This is actually a pretty more indepth than I thought in a way. But yeah, here now I'm, you know, I can look at collectives are kind of the networks. Not exactly that, but yeah, I can look at all of these things without paying anything.

Willow Olive: Yeah. Yeah. Which we have. We just need to tidy it up. I think it

Kilgore - Powerhouse: Yeah, that's I mean the Yeah,

Willow Olive: just

Kilgore - Powerhouse: and we can like build like we have the back end that is going to support all of this. We've starting to see how it like functions. This is the type of thing that I feel like like I do feel like we could get like apparent antique just being like can you just create document models for all of these things.

Willow Olive: Yeah.

Kilgore - Powerhouse: Um,

Willow Olive: I think AI can even do that super quickly.

Kilgore - Powerhouse: right. Scrape this.

00:23:24

Kilgore - Powerhouse: And it is open source, right? It's another thing.

Willow Olive: Yeah.

Kilgore - Powerhouse: Um, um, wow. That really is something you could probably just do like get a like

Willow Olive: Oh, yeah.

Kilgore - Powerhouse: clawed code to go through this codebase and create document models based off of like Yeah.

Willow Olive: Oh,

Kilgore - Powerhouse: Um,

Willow Olive: totally.

Kilgore - Powerhouse: anyway, I'm trying to make sure we're not just talking about how we think about these things and what is like how do we talk about this in the

Willow Olive: Well,

Kilgore - Powerhouse: grand for the call.

Willow Olive: let's talk about for Friday what we want to get finished.

Kilgore - Powerhouse: Yeah. Friday call. Yeah. Um,

Willow Olive: So let me just share what I have in um framework quickly.

Kilgore - Powerhouse: yeah.

Willow Olive: So so landing page I added operational hub up at the top. I've also working on this kind of like AI thing.

Kilgore - Powerhouse: Oh, yeah. Yeah. Yeah.

00:24:29

Willow Olive: So it's like learn more about AC and then I'm just going to create some

Kilgore - Powerhouse: Yeah. Yeah. Yeah. Prompts.

Willow Olive: AI snippets prompt for this um because I think that's kind

Kilgore - Powerhouse: Oh, yeah. That's cool.

Willow Olive: of important because if you ask CHBT it does know about powerhouse and stuff. So um and then operational hub page. I think what we need to do on this page is create kind of like a super simple kind of condensed version of the operationalhub.io

Kilgore - Powerhouse: Yeah.

Willow Olive: page.

Kilgore - Powerhouse: And this is sorry this is on Acra is interesting.

Willow Olive: This is on Yeah.

Kilgore - Powerhouse: Right. Right right.

Willow Olive: But we create like a a really simple simple version on

Kilgore - Powerhouse: Right. Right.

Willow Olive: here.

Kilgore - Powerhouse: That is a combined version of the Swiss entity the even the pricing and what is this?

Willow Olive: Exactly. Yeah. Yeah. And then when people want to find out more information,

00:25:17

Kilgore - Powerhouse: Yeah.

Willow Olive: they go through to the operationalhub.io because the thing

Kilgore - Powerhouse: Yeah.

Willow Olive: is um that's just how I was thinking about it because the operational hub is kind of a separate thing, right? The landing page is kind of its own

Kilgore - Powerhouse: I feel like it could operate like I guess the question is do we want to have people be able to see pricing because if you go back to the the acro one you could have when they want more info that there are

Willow Olive: Yeah.

Kilgore - Powerhouse: I guess you could say three call to actions Not yeah three or maybe four but three would be there's a more info that goes to the Swiss

Willow Olive: Yeah.

Kilgore - Powerhouse: entity right and and so not there this we have to think about what

those call to actions but I'm just saying the three the three um call to actions would be or the place you want is like learn more about the entity one learn more about what operations this entails two and then learn more about pricing like three and all of those would go to operational.hub.io io slash you know pricing

00:26:51

Willow Olive: Yeah.

Kilgore - Powerhouse: Swiss entity whatever but they would come they would like you just link out from here and

Willow Olive: Yeah.

Kilgore - Powerhouse: I still think schedule call is great to have here and then yeah more info yet you could just go directly out yeah so that's what I would do I I would think keep schedule a call and more info at the top schedule call goes to the book will go to the booking system and more info will go to operational.io IO and then we put in those basically the sections

Willow Olive: Exactly.

Kilgore - Powerhouse: are kind of well maybe we have the who is this for but then there's at the end of three different sections each one has a call out to or call to action one to the what's included two to the Swiss entity and then three to the um pricing

Willow Olive: Yeah, because mainly the reason for this is if we're on Acra, we don't we don't want to be redirected to the operational hub because it's this content here is just about the operational hub.

00:27:54

Kilgore - Powerhouse: Well,

Willow Olive: And this

Kilgore - Powerhouse: if I'm being a little maybe sheepish is the word, I would actually like people not to go like stay on Acura because I don't want them going to networks and services because I think that's confusing. Like if people are interested in the operational hub, I want them just focus on the operational hub, not going I mean yes, they can go back to Acra and then like look at the networks and but I would rather the navigational bar at the top be like all operational hub

Willow Olive: Yeah,

Kilgore - Powerhouse: focus.

Willow Olive: that makes sense for the operational hub website, but I mean on the ACRA website, it needs to be about the platform, right? Not the operational

Kilgore - Powerhouse: Sure. But I'm saying I would rather have them Yeah,

Willow Olive: hub

Kilgore - Powerhouse: maybe we can fix that where the the top left goes to Acra. Um,

Willow Olive: because we don't really talk about Acro on here.

Kilgore - Powerhouse: yeah, that's a good point, too.

00:29:03

Willow Olive: And and a lot of people are not going to be setting up operational hubs, right? They just want to use

Kilgore - Powerhouse: Well, yeah.

Willow Olive: Acra.

Kilgore - Powerhouse: I'm not sure what I just don't really know. I feel like setting up a small organization is the product right now and that's what we and like you can do that by setting up an entity or you can do that with the software.

Willow Olive: Yeah, but I I think you still direct people to the operational hub, but I just don't think you change, you know, Acra to just be an operational hub setup entity,

Kilgore - Powerhouse: No. Yeah. No, I agree. I agree.

Willow Olive: right?

Kilgore - Powerhouse: I agree. I I like the main I like this main page. Um I think this gives a vision. People will kind of get it and you could you know we have this somewhere like it says like starting first or something like this first the operational hub is like there. So it's like oh like that's I even think the operational hub is the I might even put the the

00:30:00

Willow Olive: Yeah.

Kilgore - Powerhouse: text as like the operational hub is like the first product of Acra or something the first something of ACRA so that people understand that it's the beginning of that but I guess I just get confused by

Willow Olive: Yeah.

Kilgore - Powerhouse: networks and services.

Willow Olive: Yeah. Yeah. We need to change the language for sure.

Kilgore - Powerhouse: Well no I'm not talking about the language of this page. I'm saying the the navigational bar at the top networks and services like that just doesn't really make well even like networks is I just don't think is a good word for if we're trying to onboard builder teams or maybe that's yeah

Willow Olive: world networks will have operational hubs. So when we're talking

Kilgore - Powerhouse: I'm I'm not talking about the overall vision I'm talking about if I am like I guess

Willow Olive: about

Kilgore - Powerhouse: they use collective here um versus like what can I yeah what is it I can create an organization create a collective so like maybe that's the distinction but we want I mean the people we are targeting right now it's not f******

00:31:06

Willow Olive: Maybe.

Kilgore - Powerhouse: maker it's not sky it's not this big dows it's teams from three to nine that like we're trying to onboard under the platform and those are like whatever you want to call them organizations builders um that's what I feel like we should be thinking about the flow for everything for from like a product perspective and that's why I say like networks I don't think they're going to be like or and services those aren't like I'm not interested in like the 10 as you said before I'm not interested in the 10 other things that will eventually be entities different entities you can set up I'm just interested in what I can do like just helping my current I don't know.

Willow Olive: Yeah, it's a tough one because that is literally remember that whole thing just goes to book a call.

Kilgore - Powerhouse: I know that's the most absurd thing part about it.

Willow Olive: So I I feel

Kilgore - Powerhouse: That's why you need to have the platform onboard the platform product that's people can do something and

00:32:14

Willow Olive: like

Kilgore - Powerhouse: that's submit an submit an invoice and like somewhat manage

expenses and that to me is like what the product building should be focused
Willow Olive: I just that's why I see a distinction.
Kilgore - Powerhouse: on and that's
Willow Olive: We need need to make sure when what we're talking about the kind of what's included and the operational hub is literally booking a call and setting up your operational hub, right? And then when we're talking about Acra, Acra is the management software.
Kilgore - Powerhouse: Acro the software in the operational hub is not is just the entity set up and running. That's fine.
Willow Olive: Well, that's that's
Kilgore - Powerhouse: So then we could we could change that a little bit to like the free is more like setup account on
Willow Olive: process. Yeah.
Kilgore - Powerhouse: Acura.
Willow Olive: And play around with Aqua or
Kilgore - Powerhouse: But that's totally fine. It's just the people that are going to be doing that are that we want to be doing it.
Willow Olive: see.
Kilgore - Powerhouse: It's the people that are we're trying to get the funnel for this too.

00:33:20

Kilgore - Powerhouse: Yeah. So put acro maybe put acro platform access
Willow Olive: Yeah. Yeah.
Kilgore - Powerhouse: there and then we
Willow Olive: Acro platform access. Yeah.
Kilgore - Powerhouse: do need to have some section in the landing page that's like this is Acura in the operational hub landing page. Yeah, I
Willow Olive: Yeah.
Kilgore - Powerhouse: should.
Willow Olive: But again, I don't think we do that for the MVP launch. That's not going to be ready for the MVP launch.
Kilgore - Powerhouse: Yeah. I mean then the question
Willow Olive: The I think from what Wawa said,
Kilgore - Powerhouse: is
Willow Olive: it's literally let's get people scheduling a
Kilgore - Powerhouse: okay. Okay. So, what are we showing them on the

Willow Olive: call.

Kilgore - Powerhouse: call?

Willow Olive: Well, it will be BD team asking you know what their requirements are, what their needs are and then

Kilgore - Powerhouse: So we're go but like okay so we're going on a we're not going to we say I don't know book a call not demo but we're like we're not going to show any software on the

00:34:39

Willow Olive: Um there probably a few use case examples.

Kilgore - Powerhouse: call.

Willow Olive: Yeah. Like invoicing and maybe some of the kind of like um like maybe some information around like the structure, right?

Kilgore - Powerhouse: Yeah. I mean, destruction. Yeah.

Willow Olive: like I don't know like Leia and I'm sure they can find something to talk about,

Kilgore - Powerhouse: Um,

Willow Olive: right? To sell the

Kilgore - Powerhouse: no, for sure. But like,

Willow Olive: service.

Kilgore - Powerhouse: yeah, it's like, so we're going to get we're going to create a deck to sell

Willow Olive: Yeah, almost. Yeah,

Kilgore - Powerhouse: this,

Willow Olive: but I think they could also demo, right?

Kilgore - Powerhouse: but a de Yeah,

Willow Olive: Especially kind of do a demo of because currently Powerhouse uses

Kilgore - Powerhouse: I'm not sure what the demo

Willow Olive: Acra for the invoicing, right? So that is a a great demo to show how it works.

Kilgore - Powerhouse: Bright chest.

Willow Olive: And then we have Jetream,

Kilgore - Powerhouse: Yeah.

00:35:31

Willow Olive: right? They're a client that is currently using Acura. So that is another demo. So there aren't demos,

Kilgore - Powerhouse: Yeah.

Willow Olive: but it's it's like do you need the demos to sell the legal entity? That's the decision for the B.

Kilgore - Powerhouse: Well, you're not selling. I mean, it's the services. We're all about services, not the legality. Um, and so that's what I'm saying.

Willow Olive: Yeah.

Kilgore - Powerhouse: You're How do you like I mean, people want to be like, "How are you going to solve my problem?" Right?

Willow Olive: Yeah.

Kilgore - Powerhouse: And like you need to show them something and explain something that solves their problem and something that is like more than what's on the website. I do agree the powerhouse in like but that to me is just the soft like we have to show the software in some

Willow Olive: Yeah.

Kilgore - Powerhouse: way. Um and then it's like well we're showing the software in some way like are we ready for those people to like use the

00:36:09

Willow Olive: Yeah.

Kilgore - Powerhouse: software? Um, and if we are, then like can we create a free version? But I'm Yeah. Now I'm kind of going around in circles.

Willow Olive: Yeah, but I think I think for now I think it's just let's just get people on the call. I think that's

Kilgore - Powerhouse: I'm telling you, I'm not going to get on a call just to talk.

Willow Olive: step

Kilgore - Powerhouse: They're not gonna I'm the one going to get on the call. If I'm just going to share the website with them, like that's not interesting. That's not going to get close a sale, right? Um, obviously we can like ask people things they want, but like if people want to book this and Okay, sign me up and like it doesn't seem like we can sign people

Willow Olive: Well, well, let's have a look at what people some of the kind of questions they need

Kilgore - Powerhouse: up.
Willow Olive: to fill in. Where's the Let me have a look.

00:37:03

Kilgore - Powerhouse: Do the needs analysis.
Willow Olive: Look, here we go. So, what do users need to
Kilgore - Powerhouse: So that's what I guess we could do. You like walk through this.
Willow Olive: you walk through you would discuss about their options right for the operator if they want to use us or if they want to use accountable which is a completely different company. Um and then yeah, I guess Leia needs to talk to them about what their needs are, right? Do they need like high anonymity for their structure? Well, it completely depends on the use case, right? And the the kind of uh team or the kind of structure they have or they want. Um is the team fully remote or are they based in Switzerland? I think that changes a lot of the situation. Do they need tax stuff? Like I feel like there's so much to talk about on the call. Um, and a lot of these things they change the pricing as well,
Kilgore - Powerhouse: Well,

00:38:01

Willow Olive: right?
Kilgore - Powerhouse: I don't understand this because it's like I thought we're like, yeah, like we need to have simple pricing and like this simple pricing, this pricing needs to align with what we have on like the site. And so, um, this I think is dummy pricing. Not dummy, but like this is Yeah, like Lauren pricing.
Willow Olive: I don't think it is.
Kilgore - Powerhouse: Um
Willow Olive: I think this is um from a parent.
Kilgore - Powerhouse: I understand that is apparent doing the Bryson does how much it costs to pay accountable how much it costs to pay the Swiss authorities that these like the setup stuff. Um that's like Tracana and and layer have come up with Yeah. pricing and that's why like the ones that I'm I have on the the the landing page actually have because like we would
Willow Olive: Yeah.

Kilgore - Powerhouse: lose money with this um with these prices and it's not even based off of like seats either. Well, there it is.
Willow Olive: Yeah. Yeah.

00:39:09

Willow Olive: They just have seen. But yeah,
Kilgore - Powerhouse: It's up to three
Willow Olive: this is um well from from what apparent said on the call today, this is like kind of the actual information. This isn't Lauram. But again, I'm not sure where he got
Kilgore - Powerhouse: No, I did the pricing. But I mean,
Willow Olive: the
Kilgore - Powerhouse: yeah, but like I mean we just need to have that's we can't have what's on this page and also what's on the landing page, the pricing landing page, right? Those are just two different things entirely.
Willow Olive: Yeah. Yeah.
Kilgore - Powerhouse: Um,
Willow Olive: But
Kilgore - Powerhouse: and I think we have not gotten approval on the pricing, but that's what I'm hoping to do tomorrow.
Willow Olive: just
Kilgore - Powerhouse: and I sent through like the pricing model for to do this. Um, so then this needs to align with that and then we can have other kind of add-ons that are are there. We have I have the list of add-ons too.

00:39:55

Willow Olive: Yeah.
Kilgore - Powerhouse: Um, so I guess that's what it is.
Willow Olive: But just taking a step back Yeah.
Kilgore - Powerhouse: This is what we we get on the call and we walk through the customization, but then yeah,
Willow Olive: Yeah. Or at least you discuss these.
Kilgore - Powerhouse: that's
Willow Olive: Basically, this my point was taking a step back is you get on a call and

these are the kind of things you're going to discuss, right? So that's basically the need needs analysis, right? So they going to talk about the documentation requirements, um the timeline for setup, going to talk about um how big is the team, right? What's their current tax situation? Do they need a dedicated account manager? So that's Dana. Um, do they need a bank account setup which then we need to involved,

Kilgore - Powerhouse: Yeah, I just when you're I totally get it. Just when you're selling SAS products,

Willow Olive: right?

Kilgore - Powerhouse: you typically show the software. Um like Yeah.

00:40:42

Willow Olive: Yeah. Yeah. But I think in this case this needs a bit more kind of one-on-one time just to get

Kilgore - Powerhouse: And that's what But then I guess this is also intended to be on the

Willow Olive: these

Kilgore - Powerhouse: site. So it's not even like that this is something like when you get on a call with someone, you're typically getting something that you can't you're getting information that you can't get elsewhere. you can't like get by yourself,

Willow Olive: Yeah,

Kilgore - Powerhouse: right? And that's

Willow Olive: but I think even this I I but I think even after you fill this information in,

Kilgore - Powerhouse: pricing.

Willow Olive: you still have to have that um kind of like what's it called? A discovery call to double check all the information.

Kilgore - Powerhouse: Right. My my point is when you get on a call with someone, you're typically in your like sales, you're typically going to see something that is like, "Oh, I can't actually see this online, right? Already I'm getting new information." But this information there is going to be on the

00:41:33

Kilgore - Powerhouse: platform already. It's just going to be on like a different part of the platform that people won't get to from the landing page. I don't know. Anyway, I'm I I

understand the situation and I'm just kind of um complaining about this whole flow here because it's just not what you want or it's not the easiest way for the user and

Willow Olive: Yeah, but again the outcome is the same,

Kilgore - Powerhouse: um I thought that this

Willow Olive: right? It's book a call or explore

Kilgore - Powerhouse: was us going through Yeah.

Willow Olive: acra.

Kilgore - Powerhouse: I mean I would that's what I understand. I thought you said that this was the flow we're going to have when we're on a call. So then the end of the call is to book another call.

Willow Olive: Well, no, I was just saying these are the kind of questions you're going to be talking about on the call, right?

Kilgore - Powerhouse: Yeah.

Willow Olive: Because this when you're so you're on the call as with a potential client to set up a operational hub, right?

00:42:32

Kilgore - Powerhouse: But right,

Willow Olive: So you're going to have this is not if they came from the

Kilgore - Powerhouse: didn't they already go through these steps though?

Willow Olive: operational hub website to book the call.

Kilgore - Powerhouse: Sure. But if they came Yeah. Right. Right. But then we go through these steps.

Willow Olive: That's Yeah.

Kilgore - Powerhouse: They get on a call.

Willow Olive: Yeah. Yeah. If they've already gone through Yeah.

Kilgore - Powerhouse: They go through these steps and then the end of that is book a

Willow Olive: No. Yeah.

Kilgore - Powerhouse: call.

Willow Olive: Then the end of that is presumably the BD calls or gets back in touch with these people, right? Then sets up a call to confirm the information and see if they want to proceed with the operational hub

Kilgore - Powerhouse: Right.

Willow Olive: setup.

Kilgore - Powerhouse: But where's the confirmation for that flow?

Willow Olive: Oh,

Kilgore - Powerhouse: Like I see no end besides Yeah.
Willow Olive: it says we will look we will contact you surely to schedule an introduction meeting.

00:43:15

Kilgore - Powerhouse: introduction.
Willow Olive: So that's the introduction meeting that what I'm talking about basically. So, it is actually on here.
Kilgore - Powerhouse: Yeah.
Willow Olive: I just didn't realize it was on here. But yeah, it's going to be an introduction meeting. I'm not actually sure who that's with, but I presume it's going to be
Kilgore - Powerhouse: Yeah, I just think we should not be I think it would be better for our product
Willow Olive: BD.
Kilgore - Powerhouse: priorities to be on a simple like dashboard to set up your organization without setting up a legal entity. Um but yeah, we'll talk about that tomorrow. Um okay. Um I need to bounce in just a minute.
Willow Olive: Yeah.
Kilgore - Powerhouse: Um I guess for Friday it would be nice to share something. We'll talk tomorrow. I think tomorrow we've got a lot of things I want to get approval on on like the pricing stuff and that'll be downstream from that. Um I want to mention this Acra platform access in the free tier.

00:44:11

Kilgore - Powerhouse: Um, I want to talk about, you know, what are we showing them? The powerhouse jetream demo. That would be great, right? To show like this is how it works because like if I'm okay,
Willow Olive: Yeah.
Kilgore - Powerhouse: I'm setting this I'm running this for you operational hub. Like, okay, you're doing it, but like what is what does it look like to me? Literally like you're paying these people like are you again are you sending me like list of things? Uh, is it going to be in like spreadsheet? Do you fill out this form? like we have to like start thinking about what actually the the not

Willow Olive: You get

Kilgore - Powerhouse: just like the the end product but like what is the means of production to that and that's

Willow Olive: Yeah.

Kilgore - Powerhouse: it's mostly going to be software so we have to think about that um and then yeah I mean I guess the one thing we didn't really talk about is or talked a little bit about this uh with Lumen in terms of like outbound and then we'll kind of get some maybe some content that I can talk with layer about like the kind of you know how to get paid from a Dow or like very basic ones and then I think the plan is to still do a little bit

00:45:24

Kilgore - Powerhouse: of like Google Adwords. Um we'll see. I haven't looked into that in a couple since the initial one. Um but I do have this plausible maybe I can share that quickly.

Willow Olive: Yeah,

Kilgore - Powerhouse: Um,

Willow Olive: I also think the operationalhub.io website will be launched a few weeks before um that flow we just went through will be live. So,

Kilgore - Powerhouse: Right.

Willow Olive: I think that's also why we're going to be mainly focusing on the call. This is great.

Kilgore - Powerhouse: Yeah.

Willow Olive: This is great.

Kilgore - Powerhouse: So, this is I'm going to say launch kind of maybe I should put this as staging.

Willow Olive: Yeah.

Kilgore - Powerhouse: I don't know. But like I guess people don't know this and we haven't done any like uh you know outbound reach.

Willow Olive: So, let's see the entry pages.

Kilgore - Powerhouse: Um

Willow Olive: What do we actually what can we actually see here?

Kilgore - Powerhouse: um what is this one? This is presumably going back to this is presumably touching the top left.

00:46:47

Willow Olive: contact. Okay. Interesting. Yeah, this is good. So, we can see what people are

Kilgore - Powerhouse: Yeah. So this should be like the standard exit pages.

Willow Olive: clicking

Kilgore - Powerhouse: Um

Willow Olive: funnels. What's that? That scroll down. What's the

Kilgore - Powerhouse: so we haven't created these but this

Willow Olive: Yeah, this is what we need.

Kilgore - Powerhouse: is It's probably just or no, it's actually outbound link click and then form

Willow Olive: Yeah.

Kilgore - Powerhouse: submission.

Willow Olive: Yeah. Okay. And do we add a

Kilgore - Powerhouse: So I think that is um if I can do this now. Um maybe this is the Um,

Willow Olive: outbound link click what is

Kilgore - Powerhouse: let's see. Yeah, I wasn't sure why it's outbound,

Willow Olive: which

Kilgore - Powerhouse: but let me see if this I want to know how

Willow Olive: I'm guessing Book a call.

Kilgore - Powerhouse: many people click on book call.

00:48:30

Willow Olive: I'm guessing that's the book a call button is the outbound link,

Kilgore - Powerhouse: Yeah, that's what Yeah, I'm hoping it is that one. Um I just

Willow Olive: right?

Kilgore - Powerhouse: like booked a this meeting is scheduled load schedule with me.

Willow Olive: Hey, we need to switch that to something like acro.

Kilgore - Powerhouse: Yeah. Yeah. Yeah. I would like to that's another thing to get is how do we get um um operationalhub at hackra.com

Willow Olive: Yeah,

Kilgore - Powerhouse: or

Willow Olive: something W will probably have that. We could ask him that and then form submission.

Kilgore - Powerhouse: yeah

Willow Olive: Let's see. Hopefully that tracks the kind of data input we put

Kilgore - Powerhouse: I don't feel like it does yet.

Willow Olive: in.

Kilgore - Powerhouse: Well, I just submitted um not that doing that.

Willow Olive: We refresh the see if it updated or let's see anything.

Kilgore - Powerhouse: Yeah.

Willow Olive: No,

Kilgore - Powerhouse: What?

Willow Olive: let can I try one quickly while we're on the call?

00:49:41

Kilgore - Powerhouse: What?

Willow Olive: Do a submission.

Kilgore - Powerhouse: Yeah. Yeah. Let me do it from Let me go to

Willow Olive: Yeah, we'll take Okay. Okay, now refresh. See if you got that submission.

Kilgore - Powerhouse: No. And I don't even think

Willow Olive: Unless there's some delay or something interesting.

Kilgore - Powerhouse: Um, yeah. The question maybe the um

Willow Olive: Go go go go go to edit the funnel quickly. Let's just see again what it says it was.

Kilgore - Powerhouse: how do I edit it now? This is not good.

Willow Olive: goals. Was it under goals? Yeah. No. Oh,

Kilgore - Powerhouse: Ah,

Willow Olive: the outbound link is connect. Oh, that's why we need to change outbound link to um

Kilgore - Powerhouse: yeah.

Willow Olive: the booking thing and

Kilgore - Powerhouse: Yeah. Right. I don't know what is going.

Willow Olive: then

Kilgore - Powerhouse: How do I not edit any of these? So, right.

00:51:33

Kilgore - Powerhouse: If I do that,
Willow Olive: Yeah, this is good. This is perfect. This is just what we
Kilgore - Powerhouse: site settings.
Willow Olive: need.
Kilgore - Powerhouse: Here we go. Um, but I have to figure out what the Right. Right. So, I have to edit these.
Willow Olive: Yeah.
Kilgore - Powerhouse: So, the page view is to go to contact, right? And then it's what is this
Willow Olive: Yeah.
Kilgore - Powerhouse: one? Um, maybe it's custom event. I don't know. Call.
Willow Olive: I
Kilgore - Powerhouse: All right. I I'll I'll kind of look at this separate.
Willow Olive: think you just add that view contact to the um new funnel. We create a new funnel using the visit contact, right? That was
Kilgore - Powerhouse: Yeah, but my question I wonder if
Willow Olive: the
Kilgore - Powerhouse: the
Willow Olive: Yeah. V contact there. Super still on there,
Kilgore - Powerhouse: Yeah.

00:52:45

Willow Olive: right?
Kilgore - Powerhouse: Right. And so then that this should get us
Willow Olive: This should show what I just did. I'm I'm hoping
Kilgore - Powerhouse: right.
Willow Olive: and this will also also show links from the landing page if we have a button that directs to the um book a call page.
Kilgore - Powerhouse: See, my problem is I don't think it has a I don't think
Willow Olive: That's still the book of call funnel,
Kilgore - Powerhouse: it's there's only one funnel though.
Willow Olive: right? Or was Oh,
Kilgore - Powerhouse: No,
Willow Olive: is that okay?

Kilgore - Powerhouse: I changed we changed the book of call funnel so that this was the so this is here.
Willow Olive: Oh, what does it say?
Kilgore - Powerhouse: So the visit contact is good.
Willow Olive: Yeah.
Kilgore - Powerhouse: The problem is the the form submission is I do not
Willow Olive: Submission didn't go through.
Kilgore - Powerhouse: think related to calendar. But maybe that's something I have to, you know. Anyway, I'm trying.
Willow Olive: Yeah.

00:53:59

Kilgore - Powerhouse: I'm know this a little bit.
Willow Olive: Okay. Let's
Kilgore - Powerhouse: I've kind of haven't driven this as much on my own,
Willow Olive: not
Kilgore - Powerhouse: but I've seen lots of people do this, so I feel like I can we can figure it out.
Willow Olive: Yeah,
Kilgore - Powerhouse: But,
Willow Olive: seems quite easy.
Kilgore - Powerhouse: um,
Willow Olive: We'll work it out.
Kilgore - Powerhouse: yeah. Cool. Um, so we'll present something on Friday and then we'll chat tomorrow. um trying to get some clarity and as I said feel like the the overarching shift to making yeah not not making software for a large client but um yeah more making it in response to sales and what we're yeah trying to build or what we're trying to sell and that informs what we're trying to build but there's a lot of yeah it's like a you know an aircraft carrier in a sense it takes a long time to move the big ship uh slowly and so even if it we want it to move

00:54:54

Willow Olive: Yeah. Well, yeah.

Kilgore - Powerhouse: quicker.

Willow Olive: The whole my initial idea for this call was to do some quality assurance on the landing page, but we didn't really have time for that.

Kilgore - Powerhouse: Yeah.

Willow Olive: So, maybe we do it this week.

Kilgore - Powerhouse: Yeah.

Willow Olive: We can go through it in detail.

Kilgore - Powerhouse: Yeah. Let's we should do that. I mean I want to do that. Let me do another passive if unless you had any right now. I see that. I I I jotted some down like the connect um connect.acra need to fix to whatever that is. Um and then there's a couple text that I wanted to change in this. Mostly this. And then I also Oh my

Willow Olive: Well, I can't see your screen. If you're sharing

Kilgore - Powerhouse: sure.

Willow Olive: something

Kilgore - Powerhouse: Um yeah. So the connectaca which is I guess only here we need I can fix that.

00:56:10

Willow Olive: Yep. The tri platform.

Kilgore - Powerhouse: Yeah, that one too.

Willow Olive: Yep.

Kilgore - Powerhouse: Everything else is there. The contact us all goes to the same same contact,

Willow Olive: Yep. Yep.

Kilgore - Powerhouse: which is good. Um,

Willow Olive: Back link to Acra. When you click Acura.

Kilgore - Powerhouse: yeah. Yeah. Top left.

Willow Olive: Yeah.

Kilgore - Powerhouse: Top left needs to go.

Willow Olive: Bottom.

Kilgore - Powerhouse: And then we need to have something in here that's like Acra. What is it?

Willow Olive: Yeah.

Kilgore - Powerhouse: Like a section.

Willow Olive: And maybe remove that green line coming out of the bottom of the three.

Kilgore - Powerhouse: Yeah, that's a Yeah.

Willow Olive: That's just a bit of overhang, I think. Um, but I can write a list. I We can go through I can

Kilgore - Powerhouse: Yeah, you do do a list because yeah, I can do that. But definitely definitely like kind of because I do feel like Yeah,

Willow Olive: Yeah.

Kilgore - Powerhouse: we're like kind of almost ready to to run with it.

Willow Olive: Yeah. Yeah.

Kilgore - Powerhouse: So now it is Yeah. a little more closer.

Willow Olive: At least we're we're definitely ready to do some testing on it, right?

Kilgore - Powerhouse: Yeah. Yeah.

Willow Olive: Let's get these analytics working.

Kilgore - Powerhouse: Yeah.

Transcription ended after 00:57:34