

Asking Lindsay for money

Lindsay Birley (Advisor and Investor of ConceptV): [00:00:00] I hope you've been good to her. It goes with that saying,

Tim Geldard (CEO ConceptV): oh, absolutely I am. I mean, how else could I keep a girl like that?

Lindsay Birley (Advisor and Investor of ConceptV): It seems to know which side your friend has butted on. I, I rented into Dan, um, a couple of days ago at the supermarket. Oh, did ya? Yeah, yeah. Haven't seen him for eight years and it was very quiet.

So I've got, I've gotta get them, get em around him and, uh, The third Musketeer was, uh, Brett, our other neighbors. So, oh, I watch, I finish this round of, uh, travel that I'll get them around.

Tim Geldard (CEO ConceptV): Yeah. Yeah. It'd be nice to hang out with some of the, the old neighborhood. Are you still planning on how big a big party?

Lindsay Birley (Advisor and Investor of ConceptV): Oh, I think we're getting past big parties. It's more of a small, intimate groups. Seems to be more

Tim Geldard (CEO ConceptV): fun. Yeah. Okay. Yeah. Although I still. Still think that even in [00:01:00] that situation, you'll get up with something wild.

Lindsay Birley (Advisor and Investor of ConceptV): Um, great. I'm 61, Tim.

It just catches up with you a little bit more used to. Yeah. It's all, it's all good. Um, so tell me about your meeting with, uh, Jeremy. Uh,

Tim Geldard (CEO ConceptV): oh, yeah. Um, yeah, done really well. Um, brief reflections from my side was, uh, I didn't go into too many. Enough questions and, and support and stuff like that. But, um, long story short, the elements about their business that I outlines, they seem to be very impressed by.

Um, as well as my knowledge of the industry and their competitors and what people are doing and why that's challenging. Um, they seem to, uh, very much like that's what I was kind of proposing was based around their franchise model,

um, right. Yeah, so the outcome of it was that they [00:02:00] think it's, it's cool, it's worth, worth pursuing.

So they're gonna have a chat with some of their top franchise managers to get some thoughts from them, just show very little to them and, and sort of go, you know, is this something that would be valuable? Um, okay. Yeah. So I'm, I'm gonna catch up with them starting next week, and from that I go and chat to the franchise managers.

Let me sort of start going into first stage. Right. Okay. Yeah. Did you get a chance to chat with him? Yes, I did. Yeah, I did. Oh, okay. So,

Lindsay Birley (Advisor and Investor of ConceptV): um, so he, he's still try from his side. Um, he's still trying to find, there's a few aspects to it. He's trying to find out, uh, the applicability of the programs in his business be outs, and I think one of the things he was wrestling with was, um, given that his cost is some of a job could be a hundred thousand, 300,000, maybe it's.

600 big job, occasional getaway mill. He [00:03:00] was trying to look at how the costing can add value to that. Um, given that it's not a cheap solution and he needs to sort of get his head around it, because he said for the lower end ones that, you know, um, they just wouldn't do it. Yeah, absolutely. They would just submit a price.

Very good mind that, you know, they're not, they don't have a big, um, sales process. On their type of jobs. It's more go and have a measure up, submit a quote, have a bit of a chat. Chat. Yes, you got it. No you didn't, you move on. So he was still trying to get his head around the applicability, uh, particularly at the mid to small end range.

And I said, yeah, I get that. Mm-hmm. Yeah, that's where it came from. What's it tonight? Uh, on a more positive note, he said he gets it with JJ Gardners. Um, and you know, they've got set. Plans, they've got a place, um, they're always dropping off older style plans. They're institution new [00:04:00] standardized ones, um, all the time.

And the old 80 20 rule, I didn't, he didn't say this was me, Sonja, but I think the old 80 20 rule applies where sort of 20% of the, of the basic plans have been taken by 80 cent of the people. Yeah. So, so he, he gets it whereby if you're gonna spend the type of money that, that you want customers to spend, That could be amortized over, you know, a couple of years over several hundred plants.

And he, he gets that. So he wanted to propose that, um, for you and I, um, to meet up with him. And Darren was, which is one of the shareholders in G and have a game of golf. Oh, I. I would rather separate business for pleasure. Plus I've got a bit of travel. So I think the takeout for that one would be to say you have learned out of chat.

You've given me a little bit of frank feedback, I've given you some frank feedback and, um, what the golf is a good idea. Um, you would appreciate, [00:05:00] um, Jeremy introducing you to either Darren or one of the senior guys at G to see if we can plant themselves into that. That's, that's, and I, I really believe that's exactly right.

That's what I always sent you from the outset on this one. We've gotta stay focused on the right price and the right price is, is something like DJ at a franchise all level, not franchisee, whereby you are adding level and that could go right across the entire network.

Tim Geldard (CEO ConceptV): Mm-hmm. Yeah, absolutely. DJ'd be really awesome.

It's fantastic to hear. I definitely think that starting the relationship in a more casual sense is, is certainly a way to go. We've got, um, like our case study currently building with a smaller builder, um, at Bean Lee. So yeah, I wouldn't be wanting to sort of pitch to them really for, for like three months.

Um, also pipeline wise, Uh, we don't, [00:06:00] yeah. Strategically, it'd be great to get to the point of, okay, well here's what I'm proposing. Let's see if we can do something in like three months. So, catching up for a coffee, having a bit of a chat. That's normally what I like to do. Um, what

Lindsay Birley (Advisor and Investor of ConceptV): do you think? Are you talking Um, I, I don't, I'm not sure why, why you say that to be honest.

Um, oh, you're talk, you're talking about meeting up with the TJ Gardener guys? Yeah. And, and why? Why would we just suggest that sort of approach?

Tim Geldard (CEO ConceptV): Oh, that, that was more aligned with what you were saying. Where, yeah, I don't, golf might be a bit tricky.

Lindsay Birley (Advisor and Investor of ConceptV): Um, oh, I see. No, maybe I didn't clear. Um, no. Now he was inviting you and I to go and have golf

with him and Darren, one of the shareholders, and I'm going, no, I'm not, personally, I'm not here.

And secondly, It's too wissy for me. I I, I, I don't want to have a bit of a casual chat. I wanna push on aggressively. So I, I think that [00:07:00] the, quite the opposite. Uh, Tim, I think it's, um, it's time for you to, on this one, to get hold of Jeremy. Give the feedback I've got saying that you'd like his assistance and setting up a meeting with Darren or somebody else at most senior level at G so you can uh, you can push on

Tim Geldard (CEO ConceptV): aggressively.

Okay. I'm wondering if it might be better to. Wait for a short amount of time to get more information from the case study that we're running. The case

Lindsay Birley (Advisor and Investor of ConceptV): study. Okay. Who's the case study with

Tim Geldard (CEO ConceptV): Belco Constructions? Ah,

Lindsay Birley (Advisor and Investor of ConceptV): um,

Tim Geldard (CEO ConceptV): why? Uh, so there's more compelling case. It's, it's still in the initial, um, stages of it.

Lindsay Birley (Advisor and Investor of ConceptV): And what's that gonna give you? As a result of waiting and singled results. So versus going ahead,

Tim Geldard (CEO ConceptV): um, having a much clearer proposal, a, um, B, a much [00:08:00] greater understanding of what their likely pain points are. And an example of this is what we've done before, this is the sort of outcomes of it based on the way your business operates here is what I would, um, for the next couple.

Lindsay Birley (Advisor and Investor of ConceptV): Yeah, I'm not, I'm not a big fan of that approach. Okay. Uh, the reason is, mate, I, I, I think you've just gotta crack on. I mean, you've be doing this a while now and Yeah, I, I think you probably understand more than you give yourself credit for. You probably understand most of the pay points. You're just validating some stuff.

I mean, it's, it's all good process. But in the meantime, we're gonna plug on Yeah. We need, we need income coming in. And I don't think. I'll wait and see,

uh, for a short team, for a short term is the way to go. I, I think we just gotta plug on, mate, it might take you three months to get in front of these guys.

It could do, um, and, and, [00:09:00] um, you've got that work carrying on anyway, but no, I I, I would be more aggressive with keeping that pipeline of, you get a, you get a pipeline, but then your pipeline, you've got sort of almost a, b, and C targets, right. And. Very few of those will be Ace. I think DJ Gardner is one of them.

Big organization, um, you know, millions and millions of dollars going through. Um, they can amortize a larger investment that you'll propose to them over hundreds of homes potentially. Boy, simply kick, tick the boxes for me for an for, for an a category pipeline client.

Tim Geldard (CEO ConceptV): Mm-hmm. Absolutely. Um, Yeah, I probably should have given you more background.

Um, a lot of it is, I, I don't actually know if we'll have the capacity for it in three months. Our, our pipeline over the next three months is too much as it is. Um, and I [00:10:00] thought that, I don't know, like I don't wanna go into the meeting with DJ Gardner seeming amateur, you know, like I want to be able to show.

Proof I suppose, of our credibility and the next three months are insane. Um, and after that three month period, our credibility and our background and awareness of us is gonna be a hell of a lot higher. And you're right, it is an a category potential and I don't want to shoot it too early cuz it is huge.

Um, but I can give you more like background into everything at the moment, um, if you'd like. Okay. Sure. Um, well, I'm, I'm currently at work at the moment. The last two weeks especially has been really, really exciting. Um, so I've been down in, in Sydney, um, going to a couple of conferences and summits in the development [00:11:00] space just to expand my network and to, you know, set up meetings.

Um, so I've got another meeting. I've got five more meetings set up in two weeks. With a couple of Australia's largest developers. Um Okay. Which went really well, um, as you know, went in the, the 1.5 mill raise and I had been working on improving my pitch a hell of a lot and making connections in the VC space cuz it is so handshake.

Um, yeah, I've, now, again, this is over the last three months I've been, I've been committing to that, but I've now got warm introductions into about 12 different ones. Um, all of which are sort of kicking off in about two, three weeks when I'm back in Sydney. Okay. Um, which is, again, really exciting. Um, there's a couple of VC people that are helping me to tell the right story and everything, which is nice.

Um, in terms of opportunities and investments, like we've [00:12:00] got, um, Uh, grant Plumber who owns the sales agency, he's okay. He's committed two 50 K at, uh, four Millvale. Um, really? Yeah. Which is really, he's committed. Yeah, he's committed, but it's, it's conditioned to a property deal that he's in the middle of.

So timing on it is uncertain. Okay.

Lindsay Birley (Advisor and Investor of ConceptV): Wow, that's exciting. Congratulations. Thank you.

Tim Geldard (CEO ConceptV): Yeah, that's great. Yeah, it's, things have moved very quickly in the last couple of weeks. Really? Um, wow. Okay. Yeah, we've got, um, the, the AIA has, has requested we do a seminar, uh, for them to all their members, and that's been booked for six weeks from now.

Um, okay. The kind of stuff that we'll be discussing. Links back to that soft launch that we had end of last year where the uptake Yeah. Was like 60 something percent. Um, so we're preparing for [00:13:00] that, which is a shit load of work in and of itself. Yeah. But from that where sort of recycling that same process across different industry bodies, like, um, hi Master Builders, uh, design Australia Property Council.

Um, I've been getting connections into all these different places so that we can do it. And that's actually worked, which is pretty awesome. Mo

Lindsay Birley (Advisor and Investor of ConceptV): design, you great. Really good.

Tim Geldard (CEO ConceptV): Oh man. Like, I'll be honest, Lindsay, at the moment I feel like I'm killing it for, for the most things. Like this year has been awesome.

Um, no design is in like the second meeting with our partners. Again to Oh, you told me about them. Yeah. Yeah. So that's advanced further, um, which is really awesome. That's a, that's also, uh, um, two 50 K.

Lindsay Birley (Advisor and Investor of ConceptV): That's two 50. Okay. But that, that's a, that's more, that's, uh, that's, that's, that's a job. Mm-hmm.
[00:14:00]

Tim Geldard (CEO ConceptV): Investor and job.

Oh, right, okay. Yeah. So through them, that is my avenue into government and infrastructure work. Yeah. Um, they do a lot of tenders out to New Zealand and they really like how this can be built into their tender to get them the job. Cause the whole point behind it is it makes the end client's job way easier.

There are heaps of like, reports that have come out by the NSAID government around the cost of poor management in, uh, public tenders. Yeah, that's, that's a whole side thing. Um, And in terms of opportunities, it's, uh, a lot of them have just kind of come through. It's been really frustrating because the amount of time that I'm spending on stuff is, you know, it's back up to insane levels and Right.

You know, like I'm, I'm the only salesperson and I'm trying to do medium and long term objectives alongside [00:15:00] short term objectives, um, which has made it really freaking hard. But that being, that being said, Um, again, in the last three months, we've come up with, um, a bit over a mill in potential annualized revenue over the next six months.

Wow. Yeah, that's, um, six or seven different submarkets and across 12 different clients. Um, and the financial split's pretty as well. Um, so man, That's part of it. The other part, and this is why I'm at work at the moment, the last two weeks, has been game changing. Like I started doing this six years ago with the intents that artificial intelligence will be able to do what it can as of now.[00:16:00]

So as of about six hours ago, Here we've tested and built the very first rudimentary prototype of an of our AI business manager. So I'll, I'll be using this conversation as an example where my conversations that I have with people, all my emails, all my slack, everything about the business, all of our documentation, everything that we have, which I've made to be readable by ai.

I can have with current day stuff. This is before we even get the api, but I can use it to generate, to-do list action items, delegations schedules, send emails, um, write proposals. Just I can't even fully articulate how enormous that is. Um, G P T [00:17:00] four, oh, I, I could spend days talking about that. But it works now, which is insane.

Wow. Yeah. And there are so many applications to that. Um, now the other part to it has been around what kind of risks we're facing. Like Yeah, there's obviously a lot of risks. The whole market is changing all the time. I mean, it's more volatile and fast than like the last 20 years really. I've seen a lot of competitors.

In, uh, different markets, um, software as a result where their revenue dried up and they weren't able to shift and move, so they just went outta business. Um, yeah, and obviously I want to avoid that. The other key critical risk that we have at the moment is runway and longevity. Like I've got a shitload of these awesome opportunities set up and, and whatnot, but end of the day, the [00:18:00] current day business model is, is still very lumpy.

And Right. I've got like zero time. So yeah,

Lindsay Birley (Advisor and Investor of ConceptV): that still needs a lot of intervention in Man House.

Tim Geldard (CEO ConceptV): Huge amount, which is really shit because it means I can't do all of the other stuff that I need to do. Well, like yeah, they've got a lot of opportunities that, that I can't spend enough time on. Yeah, I understand.

Um, now that's, Leads me to an ask. I'll be upfront about that. Um, by shortening this timeframe to grow a lot quicker, cost went up, but the lead time to get revenue coming in has taken, um, well, it takes a while. Yeah. So we've got a cash, um, shortfall very immediately. [00:19:00] Um, okay. Which I'm annoyed at myself for letting happen.

Now that being said, there is revenue coming in over the next three weeks. Um, about 40 grand coming from different, um, jobs. Um, we've got r and d about 110 coming back in September. Um, in that three to six month window, there's a bunch of other stuff. And then grant's stuff, which is estimated to come in over the next three months.

So I've got a lot of revenue that's coming into the business to help us build. Um, but there's that shortfall. So there is an ask of, uh, 60,000 in emergency, six month bridging. Um, I'm gonna put that in a convertible note and I can go through, well actually. My AI can go through all of the bits of information that you want to know, to [00:20:00] understand what the landscape is, what your, um, downside protections can be, everything like that.

Lindsay Birley (Advisor and Investor of ConceptV): Um, right. Is it, so is it, is it a short term loan or is it is a 50 k investment?

Tim Geldard (CEO ConceptV): Uh, it's a short term loan. Right. Um, um, which I'd set a fixed interest rate on cuz I mean, it could be paid back in two weeks. It could be paid back in six months. And it would kind of suck if it was two weeks and you took that risk without seeing the reward.

So I was just gonna set a fixed amount.

Lindsay Birley (Advisor and Investor of ConceptV): Um, yeah, I just, well, there's a few aspects to it, Tim. I just, I just bought a property, um, a large commercial property just on, I just found out on Friday, um, that I've, um, got it. Uh, What's today? So Sunday? Yeah, on Friday That I got it. I gotta write a 50 deposit around 48 hours.

So the timing's not good for that. Um, I have to go back and have a look, [00:21:00] but, um, Tim, I, you know, as to really upon you, you know, for some time the biggest threat to businesses in, in part of the life cycle is not. Um, lack of innovation, uh, you know, technology assistance. It's not fucking sales and marketing.

It's cash flow. Yeah. And, and, and, um, I just see it all the time and you just can't, I just keep saying the conversation to, to many people. I just had it. Um, So two other people in the last couple of weeks that have got different business challenges to yourself, but they are the result of, of poor cashflow.

Mm-hmm. Uh, and another business is often a bit of a tangent coming out with innovative debt lending, um, capabilities to sort of an untapped markets, um, which have all got loads of upside on them. Um, [00:22:00] but they keep. Going down this track with alternative, um, business structures around how they're gonna loan money, but the, uh, the margins on the loans are quite small, so therefore it's all really about economies of scale.

Not, but the slight different to you, but the end result is in the same position as you whereby they're off doing this stuff without setting up a foundation of regular income that covers all their running costs and a bit more.

Tim Geldard (CEO ConceptV): Mm-hmm. I said the difference there is in where we are at. Absolutely. I've been committing myself to cash flow for the last three months cause we had to move everything up and I've done a really good job.

We've got heaps of revenue coming in over the next three months and six months. Reliable revenue, repeat revenue, um, as well as opportunities to present through AIA and Myriad other ways. Like, yeah, we have that set up. It's just a, it's just it coming into practice, like I've had, I've done all of this [00:23:00] in three months time.

Like I know I'm patting myself on the back a bit here, but what I've done in three months is a lot, you know what I mean? From a coro perspective. We have that coming in. If we don't get VC staff, if we don't get industry staff, we're still supported by revenue, um, coming in, which is why it's a breaching loan.

It's not a bail me out. I'm desperate. I need to go and find stuff. The company's changing to be focused on revenue and to develop.

Lindsay Birley (Advisor and Investor of ConceptV): Tim, I, I don't think I can help you. Right now, I really don't think I too, I'm, I'm, um, I'm stealing a bit of money here and there. Most of my investments are tied up, um, as my, as my investment could be small as with you in the same sort of manner.

So, um, most of my pre-cash, [00:24:00] um, is, um, drawn out over, over a period of time in terms of living allowance and, uh, most investments are, uh, committed. Mm. And, uh, they're just not, they're not in that liquid cause they get a much better return outta 'em, that's why. Mm-hmm. So, I, I'm really don't think I'm gonna be in a position to be out here, to be honest.

Tim Geldard (CEO ConceptV): What about staged financing? To make it smoother? I don't like to have these con, these kinds of conversations at all, but honestly Lindsay, I think I wanted something really

Lindsay Birley (Advisor and Investor of ConceptV): huge here. Right? I don't think I'm gonna help you, Tim. I, I, it's, uh, and, and I'm doing some stuff with my family and that's, that's the priority for me as well.

So I don't think I'm gonna be able to help you right now. I, I just wish I, I don't doubt for a second and I can hear sincerity of your excitement and where you are. That's, that's, that's not, um, that's not the issue for me. Um, [00:25:00] what is the issue? What are you doing these funds? Is this a cup of wages mostly for

Tim Geldard (CEO ConceptV): your team?

Yeah. It's mostly the couple wages. There's, um, a bit of collateral that needs to be prepared for the AIA stuff, right. As well as a couple of other

Lindsay Birley (Advisor and Investor of ConceptV): clients

and some of the pending work can't get deposits on.

Tim Geldard (CEO ConceptV): No, it will shortly. Um, which is why I was sort of suggesting perhaps a, like a, a staged one. Because there is a bunch of revenue that has a good chance of coming through in the next two weeks. So it may be that the 60 grand was, um, more than necessary so we could kind of play it by year.

The money is there, the money is coming, the revenue is doing all that kind of stuff. But I can't slow down now, like not now.

Lindsay Birley (Advisor and Investor of ConceptV): I, I hear what [00:26:00] you're saying and, and I hear what you, I hear you giving yourself your pen on your back, but mate, if you wanna give you, if you wanna look at yourself in the mirror properly, you've gotta say, how, why?

And do I not have this cash in the bank three months earlier? You've gotta hold yourself really accountable to, and have tough conversations with yourself and because it, it's, you don't want to get into the habit of, of, of, not habit. But it's not an ideal position putting your hand back out. I know things going on all the time, but that I, I keep saying it.

You and you, you, you're a classic example of good businesses require a cash flow to abstain their growth. Um, and, um, it's, you've gotta be in a position that maybe even offer products or services and stuff don't want to do, but provides you a regular rent cup to cover your cost base. I mean, if you had a regular.

Monthly cash flow coming into cabin, the entire cost space for 35, 40 grand a month, you wouldn't be in this position. So, and if you had a crystal ball going back 12 [00:27:00] months is probably what you'd, you'd probably giving

yourself a, a strong learning curve there. Would you say, I've gotta focus on this. I've got all these stuff I need to do for growing your business and taking it forward.

And it's around innovation and it's the key price and service. This is core to what we do. I've got a that, but in the meantime, I need to cover. More, more expenses to, so when the big bull starts rolling, it keeps rolling. And I don't have to have conversations like Lindsay asking for short term, um, cash

Tim Geldard (CEO ConceptV): injections.

Right? Yeah, absolutely Understand that. Um, the consideration there is we, we started with a, a lean startup methodology. Like we were, we were bootstrapped, we went, we've been six years on 200 grand. You know, and like we moved this up because we didn't think it was gonna be hitting this quickly. Now I have moved over to a self-sufficient company.

I mean, even without VC stuff or investors or whatever, we'd you to be profitable in three months time like [00:28:00] we have, we have that revenue sitting there ready to be self-sufficient. And I've done that inside of a three month window, like right, this stuff. Just takes time. I can't turn around and just do it overnight.

It's not about doing cheaper stuff for people we don't want to do because we have heaps of jobs lined up with people that we do want to do. There's just that short window of time. That's the only thing. It's not something I'm gonna come back for in six months time. It's not something I'm gonna go at and need to do again.

It's to make the business self-sufficient and powerful. Yeah.

Look, Lindsay, I hear what you're saying. I get the position that you're in, and I really do hate these kinds of conversations, but I'm a smart guy. I listen to you. I listen to people, and [00:29:00] I'm so close to this. The amount of things that need to go wrong in order for me to be absolutely screwed are.

Improbable. I'm so close to it.

Lindsay Birley (Advisor and Investor of ConceptV): So. Alright. I puts me in a bit of a, a delicate position because, um, I don't have any, um, I discussed these things opening with my wife and we have a few things going on on the

family side, which I have a strong obligation to. Not only that, but I'm moving away from activities that don't involve them.

So I can, uh, do more and relax more and they can, uh, I can take more over and I've done quite a lot in the last six months. I'll talk to her about it and we may choose to channel probably more short term funds over, but let me talk to her about it first. Okay?

Tim Geldard (CEO ConceptV): Okay. Um, yeah, absolutely. Um, but first though, can you go through some of the information that you'd want to see?

Like, I know there's a lot to it, but [00:30:00] hit me with the concerns, queries, everything that's gonna go into this decision. No,

Lindsay Birley (Advisor and Investor of ConceptV): there's no need. Um, you know, we, there's no need to do that. We're past that, that that's, that's all honeymoon stuff. We're way past the honeymoon stuff. Now this is, um, you and I talking on the phone, and I, I, I believe in what you do.

I know what you do, and, um, I've listened to enough so that, that's fine. Don't, don't, there's no warrant to required I'll, um, um, either it's not a case of. Minimum minimizing my risk or understanding what you do with it. I've got a that and I trust you. So it's all, it's all passed. It's either I've, I, I've just got the funds to do or I don't.

Tim Geldard (CEO ConceptV): Yeah, fair enough. That makes sense. Yeah. Um, okay. Yeah, for sure. Makes sense. You could let me know.

Lindsay Birley (Advisor and Investor of ConceptV): I almost understand that. Just not easy for, to ask. I got, I got that. So yeah, it's good that we can have a relationship where we can talk

Tim Geldard (CEO ConceptV): openly. Thanks. I appreciate you saying that. Um, no

Lindsay Birley (Advisor and Investor of ConceptV): problem. Alright, give [00:31:00] me, gimme, gimme 24 hours.

Alright, let me check to Karen tonight. It's 50 grand. It's uh,

Tim Geldard (CEO ConceptV): it could be paid out over a two or three months period. Okay. And I can stick a nice fixed interest rate in there for you. I'm not worried about

Lindsay Birley (Advisor and Investor of ConceptV): that, Tim. Okay, fair enough. It's not, it's not here out there. It's uh, yeah. Fine. But thanks, thanks for saying that.

Alright mate.

Tim Geldard (CEO ConceptV): Have a, Can I, can I say one extra thing just to really shoot my shot? Yeah. I've been building this for six years and you and I are chatting because you like me. You like what I'm doing, and you reckon there's, I know a bit of grit there. I'm, this is it. This is what I've been working towards this year is the year, and it's this last little thing.

So as much as I hate to say it, but. Please not hate to said that sounds weird.
[00:32:00] Anyway, I think you got my point. I got your point. All right, well I won't take up any more of your time. Go enjoy the rest of, uh, your Mother's Day and home. I will do that. I hear

Lindsay Birley (Advisor and Investor of ConceptV): from you soon. Nice to chat. As always, you Lindsay.

Cheers mate. Me. Bye now.