

"sentence","startTime","endTime","speaker_id","speaker_name"
"Painless as possible.","00:00","00:01",0,"Mojo Solo"
"And I want to make sure that I'm giving you all the information
because I want to set you up for success.","00:02","00:09",0,"Mojo
Solo"
"I don't want to cram stuff down your throat, blah,
blah.","00:09","00:12",0,"Mojo Solo"
"I want to do as much as I can to make it as easy as possible for
you.","00:12","00:18",0,"Mojo Solo"
"And I can name off things that if you started telling me, you know,
what you've done since this morning, I could probably make five
different robots for it that would help you
know.","00:19","00:36",0,"Mojo Solo"
"So good, because Quickbooks slows me down.","00:37","00:40",1,"Erin
Abbott"
"And I did send 210 thousand dollars invoices, which isn't super
exciting, but it's.","00:40","00:46",1,"Erin Abbott"
"Everything counts, so.","00:46","00:47",1,"Erin Abbott"
"Okay.","00:48","00:48",0,"Mojo Solo"
"Done.","00:49","00:49",0,"Mojo Solo"
"If I get that.","00:49","00:50",0,"Mojo Solo"
"If I get that to you.","00:51","00:52",0,"Mojo Solo"
"No, give that to freaking Ian.","00:55","00:57",0,"Mojo Solo"
"There you go.","00:59","01:00",0,"Mojo Solo"
"Tell them to connect.","01:00","01:01",0,"Mojo Solo"
"Give that to Ian.","01:01","01:02",1,"Erin Abbott"
"Yes.","01:02","01:03",0,"Mojo Solo"
"Here's the task.","01:03","01:04",0,"Mojo Solo"
"So when we start talking right now, what I want to do is I want to be
very mindful and very demure of the terms that we're
using.","01:04","01:15",0,"Mojo Solo"
"Can you put.","01:17","01:18",0,"Mojo Solo"
"Put me on speaker so she can hear me or.","01:18","01:20",0,"Mojo
Solo"
"No, I am.","01:20","01:22",1,"Erin Abbott"
"Yeah.","01:24","01:24",0,"Mojo Solo"
"So I'm just going to keep talking and stuff.","01:25","01:26",0,"Mojo
Solo"
"And raise your finger when you see.","01:26","01:28",0,"Mojo Solo"
"So then as soon as it's, you know.","01:29","01:31",0,"Mojo Solo"
"All right, say something.","01:34","01:34",1,"Erin Abbott"
"Oh, in the middle of the.","01:34","01:36",0,"Mojo Solo"
"So, yeah.","01:39","01:39",0,"Mojo Solo"
"So as we go through our scrum, what we're going to do is we're going
to use a scrum.","01:39","01:46",0,"Mojo Solo"
"We're going to use scrum.","01:47","01:48",0,"Mojo Solo"
"I can't hear you.","01:48","01:50",1,"Erin Abbott"
"What?","01:50","01:50",1,"Erin Abbott"
"You can't hear me?","01:50","01:51",0,"Mojo Solo"
"That's fine.","01:52","01:53",0,"Mojo Solo"

"Reese, come here.", "01:53", "01:54", 1, "Erin Abbott"
"No, can you come here?", "01:54", "01:56", 1, "Erin Abbott"
"Just say, dave's going crazy.", "01:57", "01:59", 0, "Mojo Solo"
"I can't make it work on my speakers.", "01:59", "02:00", 1, "Erin Abbott"
"So just hang on.", "02:01", "02:02", 1, "Erin Abbott"
"I need you to listen this for.", "02:03", "02:05", 1, "Erin Abbott"
"A second and sit by your mom.", "02:05", "02:07", 0, "Mojo Solo"
"And sit by your mom.", "02:09", "02:11", 0, "Mojo Solo"
"You guys are like copycats.", "02:11", "02:13", 0, "Mojo Solo"
"And anyways, if you sit by your mom, you guys are like
copycats.", "02:15", "02:19", 0, "Mojo Solo"
"Am I right?", "02:20", "02:21", 0, "Mojo Solo"
"No.", "02:21", "02:22", 0, "Mojo Solo"
"Oh, the pain.", "02:22", "02:23", 0, "Mojo Solo"
"Oh, the pain.", "02:25", "02:26", 0, "Mojo Solo"
"Technical issues.", "02:29", "02:31", 0, "Mojo Solo"
"I'm very mindful.", "02:32", "02:33", 0, "Mojo Solo"
"I'm very demure.", "02:33", "02:35", 0, "Mojo Solo"
"And so the.", "02:36", "02:37", 0, "Mojo Solo"
"That's what we need to do for our scrums moving forward is we need to
use terms that are very mindful, such as scrum, such as sprint, such
as task.", "02:37", "02:51", 0, "Mojo Solo"
"We're being mindful.", "02:51", "02:53", 0, "Mojo Solo"
"We're very good.", "02:53", "02:55", 0, "Mojo Solo"
"Huh?", "02:56", "02:57", 0, "Mojo Solo"
"Oh, the pain.", "03:02", "03:03", 0, "Mojo Solo"
"Oh, the pain.", "03:03", "03:04", 0, "Mojo Solo"
"Maybe I have to stop sharing.", "03:05", "03:07", 0, "Mojo Solo"
"No.", "03:07", "03:08", 0, "Mojo Solo"
"Is that even coming through.", "03:08", "03:10", 0, "Mojo Solo"
"Again?", "03:14", "03:15", 1, "Erin Abbott"
"Hello?", "03:17", "03:17", 0, "Mojo Solo"
"What now?", "03:17", "03:19", 0, "Mojo Solo"
"We can hear stuff.", "03:19", "03:20", 1, "Erin Abbott"
"We couldn't hear anything all of a sudden.", "03:20", "03:22", 1, "Erin
Abbott"
"Oh, you couldn't?", "03:22", "03:23", 0, "Mojo Solo"
"I was talking about how.", "03:23", "03:25", 0, "Mojo Solo"
"For scrum.", "03:25", "03:26", 0, "Mojo Solo"
"For scrum.", "03:26", "03:27", 0, "Mojo Solo"
"We mindful in the terms that we are using, such as scrum and sprint
and task.", "03:28", "03:37", 0, "Mojo Solo"
"So let me test your memory, Aaron.", "03:37", "03:40", 0, "Mojo Solo"
"What task were we just talking about, Ian?", "03:40", "03:44", 0, "Mojo
Solo"
"Setting up quickbooks.", "03:45", "03:46", 1, "Erin Abbott"
"Inviting.", "03:46", "03:47", 1, "Erin Abbott"
"Done.", "03:47", "03:48", 0, "Mojo Solo"
"See?", "03:48", "03:49", 0, "Mojo Solo"
"So when we use, when we're very mindful and very demure, we do very

well in terms of our AI friend Cosmos keeping track of our conversation.", "03:49", "04:03", 0, "Mojo Solo"

"Because if we're mindful and demure, which adds a little bit of flair to mojo, you can think about how mindful and demure using certain terms would be.", "04:04", "04:18", 0, "Mojo Solo"

"So let's play round robin in 60 seconds.", "04:18", "04:22", 0, "Mojo Solo"

"Go.", "04:22", "04:22", 0, "Mojo Solo"

"Script.", "04:23", "04:24", 0, "Mojo Solo"

"What do you want in 60 seconds?", "04:25", "04:27", 1, "Erin Abbott"

"A script?", "04:27", "04:27", 1, "Erin Abbott"

"No, we're going to.", "04:27", "04:28", 0, "Mojo Solo"

"In 60 seconds, we're going to be very mindful about the terms that we're using and very demure, so we can train our AI friend about these words.", "04:28", "04:39", 0, "Mojo Solo"

"So if we're mindful and demure, then the AI will be mindful and demure and pick up on these terms, such as sprint, such as tasks, you know.", "04:39", "04:50", 0, "Mojo Solo"

"And so what we have to do is just kind of speak in those terms.", "04:50", "04:55", 0, "Mojo Solo"

"By being mindful, by being demure, then the AI is able to do it for us, literally without pressing any buttons.", "04:55", "05:05", 0, "Mojo Solo"

"Right now we have ten different AI is listening to us.", "05:05", "05:09", 0, "Mojo Solo"

"Give me, give me a guess.", "05:12", "05:13", 0, "Mojo Solo"

"You have ten.", "05:13", "05:13", 1, "Erin Abbott"

"Reese, I want my other thing back.", "05:13", "05:15", 1, "Erin Abbott"

"You don't need a bye bye.", "05:15", "05:19", 1, "Erin Abbott"

"Okay, why do we have ten?", "05:19", "05:21", 1, "Erin Abbott"

"I see fireflies.", "05:21", "05:22", 1, "Erin Abbott"

"Who else is here?", "05:23", "05:24", 1, "Erin Abbott"

"Oh, no.", "05:24", "05:24", 0, "Mojo Solo"

"Who else is here?", "05:26", "05:28", 0, "Mojo Solo"

"Here, let me show you a quick thing before I forget.", "05:31", "05:34", 0, "Mojo Solo"

"So Eric just made this video.", "05:34", "05:37", 0, "Mojo Solo"

"Do you know how to make.", "05:37", "05:38", 0, "Mojo Solo"

"Do you see my slacken?", "05:39", "05:42", 0, "Mojo Solo"

"Yeah.", "05:42", "05:43", 1, "Erin Abbott"

"Yeah.", "05:43", "05:43", 0, "Mojo Solo"

"So Eric just made this video, right?", "05:45", "05:49", 0, "Mojo Solo"

"And so he's just kind of going through and talking, you know, and then you do this and then you do that.", "05:49", "05:57", 0, "Mojo Solo"

"So now think of you having to go through this or give Eric the direction of what I'm about to show you.", "05:57", "06:14", 0, "Mojo Solo"

"Or maybe not Eric, actually, Ian, because I don't think you can.", "06:14", "06:18", 0, "Mojo Solo"

"This program.", "06:19", "06:20", 0, "Mojo Solo"

"Let me, Eric.", "06:20", "06:21", 0, "Mojo Solo"
"It is called screen studio.", "06:21", "06:25", 0, "Mojo Solo"
"There it is.", "06:25", "06:26", 0, "Mojo Solo"
"And let's see if I have a previous.", "06:28", "06:31", 0, "Mojo Solo"
"But here we go.", "06:32", "06:35", 0, "Mojo Solo"
"Come on, babe.", "06:37", "06:38", 0, "Mojo Solo"
"Install update.", "06:38", "06:40", 0, "Mojo Solo"
"Isn't that a cool logo thing?", "06:44", "06:46", 0, "Mojo Solo"
"Here comes kind of trippy.", "06:50", "06:52", 1, "Erin Abbott"
"Okay, who does it?", "06:53", "06:54", 0, "Mojo Solo"
"Screen studio.", "06:55", "06:57", 0, "Mojo Solo"
"All right, I'm going to do my display and I'm going to do this one.", "06:57", "07:07", 0, "Mojo Solo"
"Okay.", "07:08", "07:08", 0, "Mojo Solo"
"All right.", "07:09", "07:09", 0, "Mojo Solo"
"Zero one.", "07:09", "07:10", 0, "Mojo Solo"
"So if, like, if we had to take this and we had to make this into a more like, front end kind of, you know, screenshot video, you think about this.", "07:10", "07:24", 0, "Mojo Solo"
"This is how you do it.", "07:24", "07:25", 0, "Mojo Solo"
"You basically come in here and you can press the buttons and things like that.", "07:25", "07:30", 0, "Mojo Solo"
"If I were in this, like where Eric's mouse is moving and stuff, right, where that's moving and then listening.", "07:30", "07:40", 0, "Mojo Solo"
"And so what I'm going to show you here now is on a Mac, this little program called Screen or studio watch.", "07:41", "07:57", 0, "Mojo Solo"
"When I click, when I first click on something here or see how it zooms in, right?", "07:57", "08:07", 0, "Mojo Solo"
"And so that's what I was just showing you, right?", "08:08", "08:11", 0, "Mojo Solo"
"And so now if you think about.", "08:11", "08:13", 0, "Mojo Solo"
"What's you and what's Eric, that's why I'm confused right now.", "08:13", "08:16", 1, "Erin Abbott"
"Are you zoomed into Eric?", "08:16", "08:18", 1, "Erin Abbott"
"Yeah.", "08:18", "08:19", 0, "Mojo Solo"
"It's like conception, right?", "08:19", "08:21", 0, "Mojo Solo"
"So that.", "08:21", "08:22", 1, "Erin Abbott"
"Yeah, and so what?", "08:23", "08:24", 0, "Mojo Solo"
"I mean, Friday night.", "08:25", "08:27", 1, "Erin Abbott"
"Yeah, that's about.", "08:27", "08:30", 0, "Mojo Solo"
"Yeah.", "08:32", "08:32", 0, "Mojo Solo"
"You've been tying them on, huh?", "08:32", "08:34", 0, "Mojo Solo"
"Oh, my God.", "08:35", "08:35", 1, "Erin Abbott"
"I haven't now for going on two weeks because after I got hit by a cardinal and Cole be like, no, mom, you hit a car.", "08:35", "08:45", 1, "Erin Abbott"
"And I'm like, you say tomato, I say tomato.", "08:46", "08:50", 1, "Erin Abbott"
"He goes, it was a parked car, mom.", "08:50", "08:52", 1, "Erin Abbott"

"I was like, it hit me.", "08:52", "08:54", 1, "Erin Abbott"
"It ran into me, right?", "08:55", "08:57", 0, "Mojo Solo"
"Yeah, it ran into my face.", "08:57", "08:59", 1, "Erin Abbott"
"Oh, my God.", "09:02", "09:03", 1, "Erin Abbott"
"We wish we did.", "09:03", "09:04", 1, "Erin Abbott"
"I tell you, went to see if they have a ring camera because we wanted to watch it so bad.", "09:04", "09:08", 1, "Erin Abbott"
"The car was 10ft up the driveway.", "09:08", "09:10", 1, "Erin Abbott"
"So we're walking, and I remember just watching my girlfriend's mom and thinking, just stay behind Leslie.", "09:10", "09:16", 1, "Erin Abbott"
"To stay behind Leslie.", "09:16", "09:17", 1, "Erin Abbott"
"Like, it was bad, right?", "09:18", "09:19", 1, "Erin Abbott"
"And then all of a sudden came by me on a bike and I was like,", "09:20", "09:25", 1, "Erin Abbott"
"And I ran.", "09:25", "09:26", 1, "Erin Abbott"
"I just, like, ran until I, like, just my face into this fan and, like, my lips bloody, my elbow, and I couldn't even get up.", "09:26", "09:36", 1, "Erin Abbott"
"I was laughing so hard.", "09:36", "09:37", 1, "Erin Abbott"
"I was laying in a puddle on the ground, just like, dying laughing.", "09:37", "09:41", 1, "Erin Abbott"
"And I was like, am I bleeding?", "09:42", "09:45", 1, "Erin Abbott"
"They're like, yeah.", "09:45", "09:45", 1, "Erin Abbott"
"I was really worried about my teeth, honestly, because my teeth hurt so bad.", "09:45", "09:49", 1, "Erin Abbott"
"Like, if I cracked my teeth, I would have, like, never drank again.", "09:50", "09:54", 1, "Erin Abbott"
"But I just have kind of like, you know, taking a little bit.", "09:54", "09:59", 1, "Erin Abbott"
"I mean, whatever.", "10:00", "10:00", 1, "Erin Abbott"
"It was madness days and so.", "10:00", "10:02", 1, "Erin Abbott"
"And my girlfriend's birthday, so we start at like two in the afternoon.", "10:02", "10:05", 1, "Erin Abbott"
"We could walk up to the bandaaid from her house.", "10:05", "10:08", 1, "Erin Abbott"
"We can also walk to our favorite bar, where drinks are \$5 from her house.", "10:08", "10:13", 1, "Erin Abbott"
"That's, that's our issue as we go.", "10:13", "10:15", 1, "Erin Abbott"
"It's the biggest dive you've ever seen, like, ever.", "10:15", "10:17", 1, "Erin Abbott"
"But drinks are \$5 and bo, like, knows us now.", "10:18", "10:22", 1, "Erin Abbott"
"So, like, we walked in the door, but by the time we got to our spot at the bar, he had my tito's and her captains, and they are so strong.", "10:22", "10:31", 1, "Erin Abbott"
"We always have to ask for, like, more soda.", "10:31", "10:34", 1, "Erin Abbott"
"Like, we take, like, drink, like, half, and we're like, we need.", "10:34", "10:37", 1, "Erin Abbott"

"Well, what's your girlfriend look like?","10:37","10:39",0,"Mojo Solo"

"I don't know.","10:41","10:42",1,"Erin Abbott"

"Strawberry blonde.","10:42","10:43",1,"Erin Abbott"

"I don't know.","10:43","10:43",1,"Erin Abbott"

"She's cute.","10:43","10:44",1,"Erin Abbott"

"I mean, he's got.","10:44","10:45",0,"Mojo Solo"

"He's got.","10:45","10:46",0,"Mojo Solo"

"He's got talent at the end of the bar, having some fun, bringing customers in.","10:46","10:51",0,"Mojo Solo"

"And at \$5 a drink, you know, like, we tip him, like, so big every time.","10:51","10:57",1,"Erin Abbott"

"And because we're literally probably getting two to three shots of booze and every drink for \$5.","10:57","11:03",1,"Erin Abbott"

"And it's not real.","11:03","11:04",1,"Erin Abbott"

"It's Tito's and captains.","11:04","11:06",1,"Erin Abbott"

"Like, because I asked her, I go, do you think we got drugged by nine lines?","11:06","11:11",1,"Erin Abbott"

"It was this, like, old guy that was following us around, and his shirt said nine lines.","11:11","11:15",1,"Erin Abbott"

"So that's what we started calling him.","11:16","11:17",1,"Erin Abbott"

"She goes, no, I think we really just drank that much.","11:17","11:20",1,"Erin Abbott"

"I mean, how many drinking?","11:21","11:23",0,"Mojo Solo"

"Three or four.","11:23","11:25",0,"Mojo Solo"

"I think we had three.","11:25","11:27",1,"Erin Abbott"

"I don't.","11:27","11:27",1,"Erin Abbott"

"I don't even.","11:27","11:28",1,"Erin Abbott"

"I.","11:28","11:28",1,"Erin Abbott"

"I don't know.","11:28","11:29",1,"Erin Abbott"

"The last I remembered is I pulled a 250 pull tab for her uncle, and the next thing I remember, it was my face on an suv, so.","11:30","11:39",1,"Erin Abbott"

"Oh, because you pulled that and then what happened?","11:41","11:44",0,"Mojo Solo"

"You don't remember?","11:44","11:45",0,"Mojo Solo"

"I don't know.","11:45","11:46",1,"Erin Abbott"

"But then when we got back to the house, you know, my kids and her kid and all their friends are, like, waiting up for us.","11:46","11:53",1,"Erin Abbott"

"They doordash, like, \$80 at McDonald's at three in the morning.","11:55","11:59",1,"Erin Abbott"

"We're just like.","11:59","12:00",1,"Erin Abbott"

"So, you know, the 6th grade girls think it's, like, the best ever.","12:02","12:05",1,"Erin Abbott"

"Yeah, it just.","12:06","12:08",1,"Erin Abbott"

"Madness days.","12:10","12:11",0,"Mojo Solo"

"Mark it on the calendar for next year.","12:11","12:14",0,"Mojo Solo"

"Sandra's like, it is one that we will never forget because we always

spend.", "12:15", "12:19", 1, "Erin Abbott"
"It's always the weekend of her birthday, so we always, like, you know, spend her birthday.", "12:19", "12:25", 1, "Erin Abbott"
"And what did you do last year?", "12:25", "12:28", 0, "Mojo Solo"
"Same thing, but just not to that level.", "12:28", "12:32", 1, "Erin Abbott"
"Yeah.", "12:36", "12:36", 1, "Erin Abbott"
"So anyways, that's.", "12:37", "12:39", 1, "Erin Abbott"
"Yeah.", "12:39", "12:39", 1, "Erin Abbott"
"I'm like, I need to.", "12:39", "12:40", 1, "Erin Abbott"
"Do you think you drank a half a bottle easily?", "12:40", "12:44", 0, "Mojo Solo"
"Really?", "12:44", "12:45", 0, "Mojo Solo"
"I think I was, like, six to nine in before we even got to the bar, honestly, like, we started at, like, two, three in the afternoon, and.", "12:46", "12:56", 1, "Erin Abbott"
"You just go, go hard.", "12:56", "13:00", 0, "Mojo Solo"
"Yeah.", "13:01", "13:01", 1, "Erin Abbott"
"Like, were up at the dance.", "13:01", "13:03", 1, "Erin Abbott"
"With the girl two nights in a row.", "13:03", "13:06", 0, "Mojo Solo"
"Yeah, you do.", "13:06", "13:08", 0, "Mojo Solo"
"I can.", "13:09", "13:10", 0, "Mojo Solo"
"I can only do one night one night off.", "13:10", "13:13", 0, "Mojo Solo"
"It depends which, because I had one.", "13:14", "13:16", 1, "Erin Abbott"
"I don't know.", "13:16", "13:16", 1, "Erin Abbott"
"I've had a few this summer because I had one with my brother, too.", "13:16", "13:19", 1, "Erin Abbott"
"My parents came to get us.", "13:19", "13:21", 1, "Erin Abbott"
"That was him.", "13:21", "13:22", 1, "Erin Abbott"
"And I sang karaoke.", "13:22", "13:24", 1, "Erin Abbott"
"What do you mean?", "13:24", "13:24", 0, "Mojo Solo"
"You had one where you lost track of time?", "13:24", "13:29", 0, "Mojo Solo"
"Yeah, Ryan and I went up there and.", "13:29", "13:32", 1, "Erin Abbott"
"Tell me more about why you call it had another one or something.", "13:33", "13:37", 0, "Mojo Solo"
"What you said.", "13:38", "13:39", 0, "Mojo Solo"
"I didn't really remember getting home.", "13:39", "13:41", 1, "Erin Abbott"
"And how many is that this summer?", "13:42", "13:44", 0, "Mojo Solo"
"Three.", "13:44", "13:44", 0, "Mojo Solo"
"Yeah.", "13:45", "13:46", 1, "Erin Abbott"
"But friends and safe and everything, right?", "13:47", "13:51", 0, "Mojo Solo"
"Oh, my dad picks me up, like every time.", "13:51", "13:54", 1, "Erin Abbott"
"It's like the best.", "13:54", "13:55", 1, "Erin Abbott"
"Well, except that.", "13:56", "13:57", 1, "Erin Abbott"
"Well, the first two times I was like, I'm walking.", "13:57", "14:00", 1, "Erin Abbott"

"It's a mile from my house and my girlfriend's house is in the middle.", "14:00", "14:04", 1, "Erin Abbott"
"So, like, it's either half a mile to her house or a mile to mine.", "14:04", "14:08", 1, "Erin Abbott"
"And my dad, like, on my birthday and the night with Ryan, I was like, I'm walking home and he's like, no, you're not.", "14:09", "14:13", 1, "Erin Abbott"
"And I was like, yes, I am.", "14:13", "14:14", 1, "Erin Abbott"
"You know, and he's like, following me in the Audi, like, walking like the whole way.", "14:14", "14:20", 1, "Erin Abbott"
"But they were in New York the last time.", "14:21", "14:23", 1, "Erin Abbott"
"Oh.", "14:23", "14:24", 0, "Mojo Solo"
"And so I walked without my chaperone, without my escort, and hit my face and my elbow.", "14:24", "14:33", 1, "Erin Abbott"
"My elbow is getting better, but my bone, like, hurts so bad still, like, my joint.", "14:33", "14:38", 1, "Erin Abbott"
"Whatever you.", "14:41", "14:43", 0, "Mojo Solo"
"Well, wait, no, I'm sorry, I just got some.", "14:43", "14:47", 0, "Mojo Solo"
"Your joint.", "14:47", "14:48", 0, "Mojo Solo"
"What did you say?", "14:48", "14:49", 0, "Mojo Solo"
"Your.", "14:49", "14:49", 0, "Mojo Solo"
"My elbow.", "14:50", "14:51", 1, "Erin Abbott"
"My elbow hurts.", "14:51", "14:53", 1, "Erin Abbott"
"Yeah, it's like, bruised probably inside.", "14:53", "14:55", 1, "Erin Abbott"
"I don't know.", "14:55", "14:56", 1, "Erin Abbott"
"Do you need to go to the doctor?", "14:57", "14:59", 0, "Mojo Solo"
"Nope.", "14:59", "15:00", 1, "Erin Abbott"
"Never.", "15:01", "15:02", 1, "Erin Abbott"
"Never.", "15:03", "15:04", 0, "Mojo Solo"
"Like, I'm gonna say that, like, they're gonna be like, what happened?", "15:04", "15:08", 1, "Erin Abbott"
"And it's about as bad as when I tore my rotator cuff.", "15:08", "15:11", 1, "Erin Abbott"
"Like, not.", "15:12", "15:13", 1, "Erin Abbott"
"Not gonna go to the doctor.", "15:14", "15:17", 1, "Erin Abbott"
"I mean, if it gets better on.", "15:22", "15:24", 0, "Mojo Solo"
"Its own, I think it's just bruised my torn rotator cuff.", "15:24", "15:29", 1, "Erin Abbott"
"I had to go in.", "15:29", "15:30", 1, "Erin Abbott"
"That was a few years ago.", "15:30", "15:31", 1, "Erin Abbott"
"So if it starts getting worse, then.", "15:32", "15:34", 0, "Mojo Solo"
"Going well, yeah, but I fell, like, on a driveway.", "15:34", "15:38", 1, "Erin Abbott"
"If I cut it that bad, I can only imagine what I did to, like, you know, my bone.", "15:38", "15:43", 1, "Erin Abbott"
"Like, imagine, like, just face so hard that I just ricochet backwards under the cement on my back and like, I'm looking at it, slip my

head.", "15:45", "15:57", 1, "Erin Abbott"
"What the hell?", "15:59", "16:01", 0, "Mojo Solo"
"I know.", "16:01", "16:02", 1, "Erin Abbott"
"And then they didn't even have a ring
camera.", "16:02", "16:04", 1, "Erin Abbott"
"Like, what kind of neighbors are these?", "16:04", "16:06", 1, "Erin
Abbott"
"We wanted to see the footage, like, really
bad.", "16:06", "16:09", 1, "Erin Abbott"
"You asked them?", "16:09", "16:10", 0, "Mojo Solo"
"Yeah.", "16:10", "16:11", 1, "Erin Abbott"
"Andrea walked it back there the next day before I got over
there.", "16:11", "16:19", 1, "Erin Abbott"
"I got back over there at like eleven for, you know, bloodies on the
parade.", "16:19", "16:24", 1, "Erin Abbott"
"And this is every weekend.", "16:27", "16:29", 0, "Mojo Solo"
"No, no, I know.", "16:29", "16:32", 1, "Erin Abbott"
"I was trying to get a wise guys tonight.", "16:32", "16:34", 1, "Erin
Abbott"
"And I'm like, it's a Wednesday.", "16:34", "16:36", 1, "Erin Abbott"
"We can go tomorrow.", "16:36", "16:37", 1, "Erin Abbott"
"So this is the marketing thing.", "16:40", "16:42", 1, "Erin Abbott"
"I'm not even kidding you.", "16:42", "16:43", 1, "Erin Abbott"
"Biggest dive you can imagine, right?", "16:43", "16:45", 1, "Erin Abbott"
"There's no food.", "16:45", "16:46", 1, "Erin Abbott"
"There's literally the bar.", "16:47", "16:49", 1, "Erin Abbott"
"And all of the tables are epoxied.", "16:49", "16:52", 1, "Erin Abbott"
"It smells like a seventies porn studio.", "16:52", "17:00", 1, "Erin
Abbott"
"Like, it's just awful.", "17:00", "17:01", 1, "Erin Abbott"
"Crazy.", "17:02", "17:03", 1, "Erin Abbott"
"Jerry is, like, 70 years old.", "17:03", "17:05", 1, "Erin Abbott"
"He's there all the time.", "17:05", "17:06", 1, "Erin Abbott"
"He hands out joints, brownies and edibles to
everybody.", "17:06", "17:10", 1, "Erin Abbott"
"Like, all the time.", "17:10", "17:11", 1, "Erin Abbott"
"He gave me a hug one night.", "17:11", "17:12", 1, "Erin Abbott"
"He's, like, feeling my back.", "17:13", "17:15", 1, "Erin Abbott"
"And he's like, I was like, were you a chiropractor,
Jerry?", "17:15", "17:17", 1, "Erin Abbott"
"He's like, you're tight.", "17:17", "17:18", 1, "Erin Abbott"
"And I was like, oh, are you a chiropractor?", "17:18", "17:20", 1, "Erin
Abbott"
"He goes, no, but I do therapeutic massage.", "17:20", "17:22", 1, "Erin
Abbott"
"I was like, we're good, my guy.", "17:22", "17:24", 1, "Erin Abbott"
"And he's like, here's a caramel.", "17:24", "17:26", 1, "Erin Abbott"
"It's like, Reese will find the caramels in
my.", "17:26", "17:28", 1, "Erin Abbott"
"Can I have this?", "17:28", "17:28", 1, "Erin Abbott"

"I'm like, no.", "17:28", "17:29", 1, "Erin Abbott"
"She's like, why?", "17:29", "17:29", 1, "Erin Abbott"
"I'm like, it's a diuretic.", "17:29", "17:31", 1, "Erin Abbott"
"That's the last thing I need.", "17:33", "17:35", 1, "Erin Abbott"
"And then there's fancy nancy.", "17:35", "17:37", 1, "Erin Abbott"
"She's Jerry's buddy neighbor.", "17:37", "17:39", 1, "Erin Abbott"
"She's, like, 80.", "17:39", "17:40", 1, "Erin Abbott"
"She sings, like, balance from grease and, like, shut up.", "17:40", "17:45", 1, "Erin Abbott"
"Every week.", "17:45", "17:47", 1, "Erin Abbott"
"And then.", "17:47", "17:48", 1, "Erin Abbott"
"So it's just.", "17:49", "17:50", 1, "Erin Abbott"
"But stop.", "17:50", "17:52", 1, "Erin Abbott"
"They just dive.", "17:55", "17:56", 1, "Erin Abbott"
"And then if you go during the week, you get a raffle ticket.", "17:56", "18:00", 1, "Erin Abbott"
"You write your name, your phone number on there.", "18:00", "18:02", 1, "Erin Abbott"
"And then if you're there on Thursday at 08:00 they do the drawing.", "18:02", "18:05", 1, "Erin Abbott"
"And if you're in person, you win \$125.", "18:05", "18:08", 1, "Erin Abbott"
"So then, like, they get people back on Thursday because we always like, we're just gonna meet for the raffle and have one.", "18:08", "18:15", 1, "Erin Abbott"
"And then Reese was like, where are you?", "18:16", "18:18", 1, "Erin Abbott"
"oh.", "18:18", "18:20", 0, "Mojo Solo"
"So Reese is looking out for her mom?", "18:20", "18:22", 0, "Mojo Solo"
"Yeah, but no, it's just.", "18:24", "18:27", 1, "Erin Abbott"
"It's a good time.", "18:27", "18:28", 1, "Erin Abbott"
"And he's like, here's a caramel.", "18:29", "18:30", 1, "Erin Abbott"
"It's like, Reese will find the caramels.", "18:30", "18:31", 1, "Erin Abbott"
"I'm like, she's like, can I have this?", "18:31", "18:33", 1, "Erin Abbott"
"I'm like, no.", "18:33", "18:33", 1, "Erin Abbott"
"She's like, why?", "18:33", "18:34", 1, "Erin Abbott"
"I'm like, it's a diuretic.", "18:34", "18:35", 1, "Erin Abbott"
"I mean.", "18:38", "18:39", 1, "Erin Abbott"
"And then there's fancy Nancy.", "18:40", "18:41", 1, "Erin Abbott"
"She's Jerry's buddy neighbor.", "18:42", "18:43", 1, "Erin Abbott"
"She's like, 80 things and talent from grief and, like, shut up.", "18:43", "18:49", 1, "Erin Abbott"
"Every week.", "18:50", "18:51", 0, "Mojo Solo"
"And then.", "18:51", "18:52", 1, "Erin Abbott"
"But it's just.", "18:53", "18:54", 1, "Erin Abbott"
"But,", "18:54", "18:55", 1, "Erin Abbott"
"Stop.", "18:55", "18:56", 1, "Erin Abbott"
"Stop.", "18:57", "18:58", 0, "Mojo Solo"

"What was she doing?","18:58","19:00",0,"Mojo Solo"
"You couldn't hear her barking?","19:01","19:02",1,"Erin Abbott"
"No.","19:03","19:03",0,"Mojo Solo"
"Oh, the puppy.","19:04","19:05",0,"Mojo Solo"
"I thought you're yelling at Reese.","19:05","19:07",0,"Mojo Solo"
"No, Reese was a good girl.","19:08","19:10",1,"Erin Abbott"
"Corner was barking.","19:10","19:11",1,"Erin Abbott"
"Now she's licking her badge.","19:11","19:13",1,"Erin Abbott"
"That's rude, because, you know what was going through my head was that Reese didn't want you to talk about getting lit and hammered and stuff.","19:14","19:26",0,"Mojo Solo"
"She thinks it's funny, but she takes care of you.","19:27","19:30",0,"Mojo Solo"
"Is it funny when I go to the clover with Andrea?","19:31","19:34",1,"Erin Abbott"
"Oh, why would it be funny?","19:35","19:37",1,"Erin Abbott"
"Oh, thank you.","19:37","19:38",0,"Mojo Solo"
"That's why Conan was licking her vag.","19:40","19:43",0,"Mojo Solo"
"But.","19:44","19:44",0,"Mojo Solo"
"Okay, so did you see what I was just doing there?","19:44","19:46",0,"Mojo Solo"
"Like, making our own little videos around instead of just always talking about things I want to be showing, like, the concepts, you know what I'm talking about.","19:46","20:02",0,"Mojo Solo"
"So when I'm talking about, you know, having the ten AI's listening to us, one is just listening for sprint scrum, anything that's related to scrum.","20:02","20:12",0,"Mojo Solo"
"So if you start talking about it, his ears perk up.","20:12","20:16",0,"Mojo Solo"
"Right?","20:16","20:17",0,"Mojo Solo"
"If you start talking about, does Aaron have a problem with alcohol?","20:17","20:21",0,"Mojo Solo"
"You know, I know you don't, but what I'm saying is that you, the based on the meeting type that you're going to have, you create these agents dynamically.","20:22","20:35",0,"Mojo Solo"
"So.","20:36","20:37",0,"Mojo Solo"
"But you kind of set the ones that you know, the core.","20:37","20:41",0,"Mojo Solo"
"You always have the core ones going and recording of things.","20:41","20:45",0,"Mojo Solo"
"And so if.","20:45","20:46",0,"Mojo Solo"
"Now if you think of how I was just zooming in on these videos and stuff, think of what mackenzies actually, why don't I just make one?","20:46","20:56",0,"Mojo Solo"
"So.","20:56","20:57",0,"Mojo Solo"
"Flapping my trap, am I right?","20:57","20:59",0,"Mojo Solo"
"Yeah, but I thought were going to talk about this whole order form and everything with.","21:01","21:05",1,"Erin Abbott"
"I know.","21:05","21:06",0,"Mojo Solo"
"Here it is.","21:06","21:06",0,"Mojo Solo"

"Here's the cool order form.", "21:08", "21:10", 0, "Mojo Solo"
"Right?", "21:12", "21:13", 0, "Mojo Solo"
"Install next.", "21:14", "21:16", 0, "Mojo Solo"
"So have you seen this stuff?", "21:17", "21:18", 0, "Mojo Solo"
"Some.", "21:20", "21:21", 1, "Erin Abbott"
"Yeah.", "21:21", "21:21", 1, "Erin Abbott"
"So when you talk about a cool order form or whatever, like, what if
went, oops, what was that?", "21:21", "21:30", 0, "Mojo Solo"
"Nope.", "21:30", "21:31", 0, "Mojo Solo"
"I mean, are you talking about, like, the template for
it?", "21:33", "21:35", 1, "Erin Abbott"
"I'm talking about, like, this would be, like, part of the order form
so you can break it down to where it's so
easy.", "21:35", "21:45", 0, "Mojo Solo"
"Right.", "21:46", "21:46", 0, "Mojo Solo"
"And based on what you're answering and based on your previous, like,
orders and things, where we're building your order to custom every
single time, based on how you like to do it's your own
mosaic.", "21:47", "22:06", 0, "Mojo Solo"
"Right?", "22:06", "22:06", 0, "Mojo Solo"
"Oh, so, but would it still, like, have the preliminary of, like, that
low that I want as far as, like, they get a link and then they have to
say, yep, I'm going, or, nope, I want more.", "22:08", "22:20", 1, "Erin
Abbott"
"And then, oh, they want more.", "22:20", "22:22", 1, "Erin Abbott"
"So now they're going to pay more.", "22:22", "22:23", 1, "Erin Abbott"
"So what we just need to do is make that order form, not what Ian
showed.", "22:25", "22:33", 0, "Mojo Solo"
"Ian got it working.", "22:33", "22:35", 0, "Mojo Solo"
"Right.", "22:35", "22:36", 0, "Mojo Solo"
"Boom.", "22:36", "22:36", 0, "Mojo Solo"
"Now what we need to say is, boom.", "22:37", "22:39", 0, "Mojo Solo"
"Now take this design.", "22:39", "22:41", 0, "Mojo Solo"
"And now think of that order form in this type of environment where
it's.", "22:42", "22:52", 0, "Mojo Solo"
"You start to kind of group the stuff together because how many things
are there?", "22:52", "22:56", 0, "Mojo Solo"
"There's probably, like 17.", "22:57", "22:58", 0, "Mojo Solo"
"No, I don't think there's that many.", "23:00", "23:02", 1, "Erin Abbott"
"But it increases my.", "23:03", "23:06", 0, "Mojo Solo"
"It increases my cognitive load.", "23:06", "23:09", 0, "Mojo Solo"
"That sounds like, really, I'm not even going
there.", "23:11", "23:15", 1, "Erin Abbott"
"What do you mean?", "23:15", "23:16", 0, "Mojo Solo"
"I don't want extra things to think about.", "23:17", "23:20", 0, "Mojo
Solo"
"Okay, hold on.", "23:21", "23:22", 1, "Erin Abbott"
"There's 1234-5678 things, plus the logo.", "23:22", "23:32", 1, "Erin
Abbott"
"And that means.", "23:32", "23:33", 1, "Erin Abbott"

"And that in that eight.", "23:33", "23:35", 1, "Erin Abbott"
"I mean, open enrollment, start date is one, and end date is one, so.", "23:35", "23:38", 1, "Erin Abbott"
"Huh?", "23:39", "23:40", 1, "Erin Abbott"
"Share your screen.", "23:41", "23:42", 0, "Mojo Solo"
"Sorry, that's not what I was looking at.", "23:42", "23:49", 1, "Erin Abbott"
"This is mine, just because I knew where to go to it quicker than Ian's.", "23:51", "23:54", 1, "Erin Abbott"
"But, I mean, it's the same.", "23:54", "23:55", 1, "Erin Abbott"
"Except for he has not made my updates that I asked for yet.", "23:56", "24:01", 1, "Erin Abbott"
"Why?", "24:01", "24:02", 0, "Mojo Solo"
"His Internet was down.", "24:07", "24:08", 1, "Erin Abbott"
"Yeah.", "24:09", "24:09", 0, "Mojo Solo"
"And then he was sick.", "24:09", "24:10", 0, "Mojo Solo"
"Something.", "24:10", "24:10", 0, "Mojo Solo"
"I don't know.", "24:10", "24:11", 0, "Mojo Solo"
"Yeah, it's nothing.", "24:11", "24:12", 1, "Erin Abbott"
"It was just like, these don't work.", "24:12", "24:14", 1, "Erin Abbott"
"Yeah.", "24:14", "24:15", 0, "Mojo Solo"
"So, I mean, I don't know at what level we're ready to do anything with it, but I can't do anything if these don't work because it says click here and here doesn't do anything.", "24:15", "24:23", 1, "Erin Abbott"
"So it's not.", "24:23", "24:24", 1, "Erin Abbott"
"Okay.", "24:25", "24:25", 1, "Erin Abbott"
"So here's one.", "24:25", "24:26", 1, "Erin Abbott"
"Right?", "24:26", "24:27", 1, "Erin Abbott"
"Yeah.", "24:27", "24:27", 0, "Mojo Solo"
"So.", "24:27", "24:28", 1, "Erin Abbott"
"So great benefits.", "24:28", "24:31", 1, "Erin Abbott"
"This is 012-3345.", "24:32", "24:37", 1, "Erin Abbott"
"We can do that.", "24:37", "24:38", 1, "Erin Abbott"
"We'll say it's this day, and then it ends this day, and then our benefits guide is@marjol.com okay.", "24:39", "24:56", 1, "Erin Abbott"
"Information sessions are.", "24:56", "24:58", 1, "Erin Abbott"
"We'll say they're in person on September 7 at two p.", "24:58", "25:04", 1, "Erin Abbott"
"Right.", "25:05", "25:06", 1, "Erin Abbott"
"January 1, 2025.", "25:07", "25:10", 1, "Erin Abbott"
"I'm gonna need a logo.", "25:17", "25:19", 1, "Erin Abbott"
"Right.", "25:22", "25:22", 1, "Erin Abbott"
"So that's it.", "25:22", "25:23", 1, "Erin Abbott"
"That's all they have to enter to create the brown and brown teaser that looks like this, which is the one Eric showed the other day.", "25:23", "25:36", 1, "Erin Abbott"
"And this is what is sent to the after effects computer and all that.", "25:38", "25:48", 0, "Mojo Solo"
"I didn't.", "25:49", "25:49", 1, "Erin Abbott"

"Yeah.", "25:49", "25:50", 1, "Erin Abbott"
"Yes.", "25:50", "25:51", 1, "Erin Abbott"
"So, like, you know, I even have this viewable so that they have a little bit of comfort with something not new age.", "25:52", "25:58", 1, "Erin Abbott"
"Right.", "25:58", "25:59", 1, "Erin Abbott"
"It's a good old fashioned flip book.", "25:59", "26:00", 1, "Erin Abbott"
"So that's like a little blankie.", "26:00", "26:02", 1, "Erin Abbott"
"Stop here.", "26:02", "26:03", 0, "Mojo Solo"
"Now, can you zoom in on the left hand side and say, yeah, there you go.", "26:03", "26:10", 0, "Mojo Solo"
"Boom, there's the.", "26:10", "26:12", 0, "Mojo Solo"
"This is the order form.", "26:12", "26:14", 0, "Mojo Solo"
"It's like.", "26:15", "26:16", 0, "Mojo Solo"
"So that it's like this.", "26:16", "26:17", 1, "Erin Abbott"
"So that it's visual of how they.", "26:18", "26:20", 1, "Erin Abbott"
"Type it right in and they can see how it's doing all that stuff.", "26:20", "26:23", 0, "Mojo Solo"
"Right.", "26:23", "26:24", 0, "Mojo Solo"
"Why I sent this to you and Eric.", "26:24", "26:26", 1, "Erin Abbott"
"Yeah, but I'm saying now we got to blend those two.", "26:26", "26:30", 0, "Mojo Solo"
"So now say to Ian, boom, Ian.", "26:30", "26:33", 0, "Mojo Solo"
"Take this and make it the order form.", "26:33", "26:36", 1, "Erin Abbott"
"Make it the order form.", "26:37", "26:38", 0, "Mojo Solo"
"Make the.", "26:38", "26:39", 0, "Mojo Solo"
"So then, yeah, all this, everything.", "26:39", "26:42", 0, "Mojo Solo"
"So then we would have one free one that would be like their contact email title.", "26:42", "26:50", 1, "Erin Abbott"
"Right.", "26:51", "26:52", 1, "Erin Abbott"
"Or I guess we could change title.", "26:52", "26:53", 1, "Erin Abbott"
"We could just add that right here.", "26:53", "26:55", 1, "Erin Abbott"
"So I want to now challenge you or set you up for success.", "26:57", "27:06", 0, "Mojo Solo"
"Right.", "27:06", "27:07", 0, "Mojo Solo"
"Not challenging.", "27:07", "27:08", 0, "Mojo Solo"
"You only can challenge yourself.", "27:09", "27:11", 0, "Mojo Solo"
"I forgot what the goddamn challenge was in terms of here.", "27:16", "27:21", 0, "Mojo Solo"
"It's coming.", "27:21", "27:22", 0, "Mojo Solo"
"Yeah.", "27:22", "27:22", 0, "Mojo Solo"
"So now take the layout that you make here.", "27:22", "27:30", 0, "Mojo Solo"
"And now we build the template because each one of these is just a scene or what I'm saying a snippet of.", "27:30", "27:44", 0, "Mojo Solo"
"Right.", "27:44", "27:45", 1, "Erin Abbott"
"And every single time, the same elements are needed for each of these, you know, whether you want to, you know, change the colors on the left or do what, you know, if you.", "27:45", "27:58", 0, "Mojo Solo"

"At some level, we could offer them customization that way where they can do it kind of like you're editing a, you know, like a yemenite, like in Photoshop or something today.", "27:59", "28:13", 0, "Mojo Solo"

"Because all of this is just quote unquote JavaScript, which on the right hand side, you could hit refresh.", "28:13", "28:21", 0, "Mojo Solo"

"Refresh, you know, and it would give you a different, like, you know, kind of look or whatever, because it's all.", "28:21", "28:28", 0, "Mojo Solo"

"It's a style.", "28:28", "28:29", 0, "Mojo Solo"

"You have the elements and then you have the style.", "28:30", "28:32", 0, "Mojo Solo"

"And I'm sure that's called, like, that's CSS cascading style sheets.", "28:33", "28:38", 0, "Mojo Solo"

"Right.", "28:38", "28:38", 0, "Mojo Solo"

"I.", "28:38", "28:39", 0, "Mojo Solo"

"So you have this, the number of elements.", "28:39", "28:41", 0, "Mojo Solo"

"So on the right hand side, there's dates, there's one paragraph, there's a background, and there's color.", "28:41", "28:48", 0, "Mojo Solo"

"And then, you know, so you start to kind of break all that down.", "28:48", "28:52", 0, "Mojo Solo"

"Yep.", "28:52", "28:53", 1, "Erin Abbott"

"And in a sense, they could then, if they wanted to, upgrade, like insert their own photos or da da da.", "28:54", "29:04", 0, "Mojo Solo"

"And the reason why I want to kind of stress that and kind of throw that out to you, because if we could do that in a week, right?", "29:04", "29:13", 0, "Mojo Solo"

"Say next week, here's what we're going to do.", "29:13", "29:16", 0, "Mojo Solo"

"We're going to.", "29:16", "29:17", 0, "Mojo Solo"

"We're going to tackle this because everything I'm talking about, Zane or Seth or someone, will kind of go, Chris, he's brilliant, by the way.", "29:17", "29:27", 0, "Mojo Solo"

"And so Eric, everyone is just, and I like that Ian jumped in and helped with the phone and stuff like that.", "29:28", "29:37", 0, "Mojo Solo"

"And so in terms of working together, I think we need to go to four day work weeks.", "29:37", "29:47", 0, "Mojo Solo"

"Yes.", "29:47", "29:48", 1, "Erin Abbott"

"And we set these very demure, very mindful terms.", "29:48", "29:55", 0, "Mojo Solo"

"And so when we work together, we're using this common language between us, and we're still having fun.", "29:57", "30:04", 0, "Mojo Solo"

"You're telling me about your escapades at badness days next August.", "30:04", "30:10", 0, "Mojo Solo"

"Is it always the weekend before Labor Day?", "30:10", "30:13", 0, "Mojo Solo"

"Two weeks before.", "30:14", "30:15", 1, "Erin Abbott"

"Two weeks?", "30:15", "30:15", 0, "Mojo Solo"

"Well, whatever.", "30:15", "30:16", 1, "Erin Abbott"
"The weekend before the fair starts.", "30:16", "30:18", 1, "Erin Abbott"
"Okay, that's good.", "30:19", "30:20", 0, "Mojo Solo"
"So, hey, Cosmos.", "30:20", "30:22", 0, "Mojo Solo"
"It's like the third weekend in August, I
think.", "30:23", "30:25", 1, "Erin Abbott"
"I don't know, five weeks in August.", "30:25", "30:27", 1, "Erin Abbott"
"So that's the third robot that's listening to us is, like, personal
details.", "30:27", "30:33", 0, "Mojo Solo"
"Aaron's sharing some stories that are
hilarious.", "30:33", "30:36", 0, "Mojo Solo"
"Yeah.", "30:36", "30:36", 1, "Erin Abbott"
"So third week, like, next week, next.", "30:37", "30:38", 1, "Erin
Abbott"
"Year is the 16th and 17th of 2025.", "30:38", "30:43", 0, "Mojo Solo"
"Yep.", "30:43", "30:44", 1, "Erin Abbott"
"There you go.", "30:44", "30:45", 0, "Mojo Solo"
"That's your end date for this cycle.", "30:46", "30:49", 0, "Mojo Solo"
"What's that mean?", "30:52", "30:53", 0, "Mojo Solo"
"I don't know.", "30:53", "30:54", 0, "Mojo Solo"
"Maybe it's a thing.", "30:54", "30:57", 0, "Mojo Solo"
"Oh, shit.", "30:57", "30:58", 0, "Mojo Solo"
"Go ahead.", "30:58", "30:59", 0, "Mojo Solo"
"I love this, though.", "30:59", "31:00", 1, "Erin Abbott"
"I mean, I love making this the order form and then just adding, like,
the information on the front end and then the credit card on the back
end so that they get, like, I don't want to put the credit card on the
back end because I think that'll be a hinder that are on the front end
where they'd be like, well, I don't know.", "31:00", "31:14", 1, "Erin
Abbott"
"I don't know if it's going to be easy.", "31:14", "31:15", 1, "Erin
Abbott"
"I don't know if I'm going to like it.", "31:15", "31:17", 1, "Erin
Abbott"
"So then they go through this process, and then they want to see their
video, but see their video they have.", "31:17", "31:22", 1, "Erin Abbott"
"That's where they have to put their credit card information
in.", "31:22", "31:24", 1, "Erin Abbott"
"Right, right.", "31:24", "31:25", 1, "Erin Abbott"
"It's like buying the bonus around when you play
pinball.", "31:25", "31:28", 1, "Erin Abbott"
"Correct.", "31:28", "31:28", 0, "Mojo Solo"
"Like, you just need one more dollar.", "31:29", "31:30", 1, "Erin Abbott"
"You can get an extra one and you get them.", "31:31", "31:33", 1, "Erin
Abbott"
"Keep going.", "31:33", "31:34", 1, "Erin Abbott"
"So.", "31:34", "31:35", 1, "Erin Abbott"
"So if you break all that down, those are, like, features,
right.", "31:35", "31:39", 0, "Mojo Solo"
"We don't want to just say, hey, look, you can do all of this, you

know?","31:39","31:42",0,"Mojo Solo"
"Right.","31:42","31:43",1,"Erin Abbott"
"Or if it's.","31:43","31:44",0,"Mojo Solo"
"You know, if it's a.","31:44","31:45",0,"Mojo Solo"
"If.","31:45","31:46",0,"Mojo Solo"
"If it provides them more value or more, you know, customization
with.","31:46","31:53",0,"Mojo Solo"
"Again, without increasing our cognitive load, then by all means, you
know.","31:53","31:59",0,"Mojo Solo"
"And then I also want to.","32:00","32:01",1,"Erin Abbott"
"We need a bot in there that.","32:01","32:05",1,"Erin Abbott"
"For the people that don't complete.","32:05","32:06",1,"Erin Abbott"
"Okay.","32:06","32:07",1,"Erin Abbott"
"So, like, this.","32:07","32:08",1,"Erin Abbott"
"This is where this comes from.","32:08","32:09",1,"Erin Abbott"
"And I know I'm not the only one when I'm, like, adding stuff to
target.","32:09","32:13",1,"Erin Abbott"
"If I put it in my cart, I will get a text and an email every day
saying, your cart is waiting, come back.","32:13","32:20",1,"Erin
Abbott"
"And it gives me, like, major anxiety.","32:20","32:21",1,"Erin
Abbott"
"So I know for myself I have to add it to the list and then put my
list in my cart when I'm ready.","32:21","32:26",1,"Erin Abbott"
"But if we had, you know, like, the bot tracker that said, like, your
video is waiting for the people that don't
finish.","32:27","32:34",1,"Erin Abbott"
"Cause they're like, I don't know.","32:34","32:35",1,"Erin Abbott"
"Or maybe they ran out of time.","32:35","32:36",1,"Erin Abbott"
"They didn't go to a meeting.","32:36","32:37",1,"Erin Abbott"
"They're not sure.","32:37","32:38",1,"Erin Abbott"
"Just the kind.","32:38","32:39",1,"Erin Abbott"
"Like, your video is waiting.","32:39","32:40",1,"Erin Abbott"
"Mm.","32:40","32:41",0,"Mojo Solo"
"Like, how do we need, like, smarty pants Zane or Ian or someone to
set that up to?","32:41","32:47",1,"Erin Abbott"
"Like, just that.","32:47","32:48",1,"Erin Abbott"
"Oh, that's right.","32:48","32:49",1,"Erin Abbott"
"Like, I didn't finish, and I want to see it.","32:49","32:52",1,"Erin
Abbott"
"It's only \$650, which in, like, brown money.","32:52","32:55",1,"Erin
Abbott"
"That's like a caribou.","32:55","32:56",1,"Erin Abbott"
"Right.","32:57","32:58",0,"Mojo Solo"
"And so what I want to do is I want to increase the quality of the
videos but keep the price the same.","32:59","33:10",0,"Mojo Solo"
"Right?","33:10","33:11",0,"Mojo Solo"
"Yeah.","33:11","33:12",1,"Erin Abbott"
"And I want to make the ease of use beyond
stupid.","33:13","33:18",0,"Mojo Solo"

"Right.", "33:18", "33:19", 0, "Mojo Solo"
"Like, where it's so easy to visually kind of see and confirm all this.", "33:20", "33:26", 0, "Mojo Solo"
"What I'm saying is they upload whatever documentation they have, whether it's a PowerPoint or whether it's an email or whatever the client or whoever gave it to them somewhere.", "33:26", "33:42", 0, "Mojo Solo"
"Somewhere.", "33:42", "33:43", 0, "Mojo Solo"
"All of this information lives somewhere else.", "33:43", "33:47", 0, "Mojo Solo"
"So just, boom, load that thing up with 98.6% accuracy.", "33:47", "33:54", 0, "Mojo Solo"
"All of these things will be pre filled.", "33:54", "33:57", 0, "Mojo Solo"
"So you can just go click, click, click.", "33:57", "34:00", 0, "Mojo Solo"
"Done.", "34:01", "34:01", 0, "Mojo Solo"
"10 seconds.", "34:01", "34:02", 0, "Mojo Solo"
"You're ordering a video in 10 seconds.", "34:03", "34:05", 0, "Mojo Solo"
"And I think, I mean, I love that.", "34:06", "34:07", 1, "Erin Abbott"
"I think that's perfect.", "34:07", "34:08", 1, "Erin Abbott"
"But we need to make this work first.", "34:08", "34:12", 1, "Erin Abbott"
"Yes.", "34:12", "34:13", 0, "Mojo Solo"
"We need to do both of those things, right?", "34:13", "34:15", 0, "Mojo Solo"
"Yeah.", "34:15", "34:16", 1, "Erin Abbott"
"And one will complement the other.", "34:16", "34:19", 0, "Mojo Solo"
"So we break down all of this stuff into, hey, Mackenzie, here's eight things to design a and break them apart for Chris H.", "34:19", "34:28", 0, "Mojo Solo"
"To animate on Adobe animate.", "34:28", "34:31", 0, "Mojo Solo"
"Boom.", "34:31", "34:32", 0, "Mojo Solo"
"He does that, puts them in.", "34:32", "34:34", 0, "Mojo Solo"
"Then Nick and Ian take over, because now it's clicking and creating videos on mosaic and using these elements that the client has uploaded, or it's all, like, ready for them in a sense, to.", "34:34", "34:53", 0, "Mojo Solo"
"Are we, go ahead.", "34:54", "34:56", 1, "Erin Abbott"
"So what I'm saying is to create custom videos, because this is great.", "34:56", "35:01", 0, "Mojo Solo"
"This is boom, boom.", "35:01", "35:02", 0, "Mojo Solo"
"Order form.", "35:02", "35:03", 0, "Mojo Solo"
"Now think of custom videos, right?", "35:03", "35:07", 0, "Mojo Solo"
"Because what we have here, this stuff, we're going to get there hopefully by tomorrow in terms of connecting all of the different variables from the order form to the database.", "35:07", "35:21", 0, "Mojo Solo"
"I just have to talk to Zane.", "35:21", "35:22", 0, "Mojo Solo"
"And he's been going in and out of prayer all day.", "35:23", "35:26", 0, "Mojo Solo"

"Five times a day.", "35:27", "35:28", 0, "Mojo Solo"
"He has to do prayer because he's in Mecca and all that stuff.", "35:28", "35:32", 0, "Mojo Solo"
"So he's like, when he was leaving for ten days, he's like, I'm not going to bring my computer.", "35:32", "35:39", 0, "Mojo Solo"
"I'm like, oh, yes, you are.", "35:39", "35:41", 0, "Mojo Solo"
"I mean, ten days without Zayn.", "35:41", "35:43", 0, "Mojo Solo"
"Boom.", "35:43", "35:43", 0, "Mojo Solo"
"Like we've been saying.", "35:44", "35:47", 0, "Mojo Solo"
"We've been saying, get Zane on here.", "35:47", "35:49", 0, "Mojo Solo"
"Get Zane.", "35:49", "35:50", 0, "Mojo Solo"
"You know, like that.", "35:50", "35:51", 0, "Mojo Solo"
"And so this morning, too, I had a freaking, a 1 hour Zoom call with him at like, 06:00 a.m.", "35:51", "35:57", 0, "Mojo Solo"
"and we talked through, like, how he's built the database so I could build my own little robot that imitates Zane's, you know, thinking in terms of, here's everything I know about this database and how I built it.", "35:58", "36:17", 0, "Mojo Solo"
"And yada, yada, the AI can learn that structure, and now we can just talk to that AI about that structure.", "36:17", "36:26", 0, "Mojo Solo"
"And like, Chris H.", "36:26", "36:28", 0, "Mojo Solo"
"You know, he's had success.", "36:28", "36:31", 0, "Mojo Solo"
"And then Ian was even saying today on the call, did you hear him say that about the retool database thing that I made?", "36:31", "36:39", 0, "Mojo Solo"
"He goes, it's really smart, or it saves him.", "36:39", "36:42", 0, "Mojo Solo"
"What do you say?", "36:42", "36:42", 0, "Mojo Solo"
"Ten times?", "36:42", "36:43", 0, "Mojo Solo"
"Yeah, something like that.", "36:44", "36:46", 0, "Mojo Solo"
"That, like, super smart kids, they're all, I mean, what?", "36:46", "36:52", 0, "Mojo Solo"
"So he have super smart kids?", "36:52", "36:54", 1, "Erin Abbott"
"I mean, he is, and he can be challenged.", "36:56", "37:02", 0, "Mojo Solo"
"He can be very demure, know?", "37:02", "37:04", 0, "Mojo Solo"
"And so I think today he has been telling me, you know, trying to really adhere to 10:00 a.m.", "37:04", "37:12", 0, "Mojo Solo"
"to 06:00 p.m.", "37:12", "37:13", 0, "Mojo Solo"
"working time.", "37:13", "37:14", 0, "Mojo Solo"
"Right.", "37:15", "37:16", 0, "Mojo Solo"
"And tonight he's like, hey, I have to leave early because of going home.", "37:16", "37:19", 0, "Mojo Solo"
"My girlfriend's, whatever.", "37:19", "37:21", 0, "Mojo Solo"
"Parents night.", "37:21", "37:22", 0, "Mojo Solo"
"I need to iron my shirt, you know?", "37:22", "37:24", 0, "Mojo Solo"
"So, is he living at home?", "37:25", "37:28", 1, "Erin Abbott"
"No, he's at, some apartment with three buddies in one of those kind of factory apartments for you students.", "37:29", "37:39", 0, "Mojo Solo"
"Oh, like a loft?", "37:39", "37:41", 1, "Erin Abbott"

"Yeah, those things.", "37:41", "37:42", 0, "Mojo Solo"
"Got it.", "37:43", "37:44", 1, "Erin Abbott"
"Is his girlfriend going to the, ", "37:44", "37:46", 1, "Erin Abbott"
"She goes to ham one.", "37:47", "37:48", 0, "Mojo Solo"
"Oh, okay.", "37:48", "37:50", 1, "Erin Abbott"
"Going for law enforcement.", "37:50", "37:52", 0, "Mojo Solo"
"It's gonna be like a detective or I.", "37:52", "37:56", 0, "Mojo Solo"
"CIA or FBI or something like that.", "37:56", "38:00", 0, "Mojo Solo"
"My honor's dad's a detective.", "38:00", "38:01", 1, "Erin Abbott"
"Who is my dad?", "38:02", "38:04", 1, "Erin Abbott"
"The girl that's over with her dad.", "38:04", "38:07", 1, "Erin Abbott"
"White bear detective officer Brown, right?", "38:08", "38:13", 1, "Erin Abbott"
"Yeah.", "38:13", "38:14", 1, "Erin Abbott"
"Tell her that David says hi.", "38:17", "38:18", 0, "Mojo Solo"
"Yeah, and David says hi.", "38:20", "38:22", 1, "Erin Abbott"
"She's like Reese's emotional support person at school.", "38:24", "38:30", 1, "Erin Abbott"
"They've been in every class together since third grade.", "38:31", "38:34", 1, "Erin Abbott"
"Now they're going into 6th grade, and they have no classes together.", "38:34", "38:36", 1, "Erin Abbott"
"And they're like, it's been the two of them, like, since post Covid, which is like their whole education.", "38:36", "38:43", 1, "Erin Abbott"
"Oh.", "38:43", "38:44", 0, "Mojo Solo"
"Okay.", "38:47", "38:48", 1, "Erin Abbott"
"So, so everything.", "38:48", "38:51", 0, "Mojo Solo"
"Do we have Ian after school starts, or is he done, like, Friday?", "38:51", "38:55", 1, "Erin Abbott"
"So I need, I want you to, I want him to report to you, period.", "38:55", "39:01", 0, "Mojo Solo"
"You know, and I want you to ride him, please.", "39:01", "39:04", 0, "Mojo Solo"
"You know, I mean, not just to be a dick or whatever.", "39:05", "39:08", 0, "Mojo Solo"
"Just as if you were to work.", "39:08", "39:11", 0, "Mojo Solo"
"With any, like, make people in my house do chores without, like, but laughing.", "39:11", "39:16", 1, "Erin Abbott"
"So I'm not a dick ever?", "39:16", "39:18", 1, "Erin Abbott"
"No, you're not a dick, but you're like, Ian, what more do you need?", "39:18", "39:23", 0, "Mojo Solo"
"You know?", "39:23", "39:23", 0, "Mojo Solo"
"I mean, you can hold people accountable, right?", "39:23", "39:28", 0, "Mojo Solo"
"Or.", "39:28", "39:28", 0, "Mojo Solo"
"Yeah.", "39:28", "39:29", 1, "Erin Abbott"
"So him and I need to build this, the order form out in this visualization.", "39:29", "39:36", 1, "Erin Abbott"
"Yeah.", "39:37", "39:37", 0, "Mojo Solo"
"And so then we might as well enter, you know, integrate Chris and

Ab.", "39:37", "39:43", 0, "Mojo Solo"
"You know, Ab is our front end guy.", "39:43", "39:46", 0, "Mojo Solo"
"I don't even know who that is, but.", "39:46", "39:48", 1, "Erin Abbott"
"Okay.", "39:48", "39:49", 1, "Erin Abbott"
"And so anyways, the whole team has to, like, attack the request or whatever you call it in sprint.", "39:49", "40:00", 0, "Mojo Solo"
"So I'm the visionary and Klaus Winkler is going to be, the client.", "40:03", "40:11", 0, "Mojo Solo"
"And Klaus Winkler is going to go like this to you, Aaron.", "40:12", "40:16", 0, "Mojo Solo"
"You know, and you're then going to go, right.", "40:18", "40:22", 0, "Mojo Solo"
"We should probably go have a meeting with Klaus next year during Oktoberfest.", "40:22", "40:26", 1, "Erin Abbott"
"Then.", "40:26", "40:27", 1, "Erin Abbott"
"They have their, they have two and some way, one for sure.", "40:30", "40:34", 0, "Mojo Solo"
"It's called vine fest.", "40:34", "40:36", 0, "Mojo Solo"
"And then there's another one called, it's like.", "40:36", "40:39", 0, "Mojo Solo"
"And they go and tie it on for two, three nights.", "40:39", "40:42", 0, "Mojo Solo"
"I mean, that's what it is.", "40:42", "40:43", 0, "Mojo Solo"
"I know you're German.", "40:43", "40:44", 0, "Mojo Solo"
"I know.", "40:45", "40:45", 1, "Erin Abbott"
"I am part of the problem.", "40:45", "40:48", 1, "Erin Abbott"
"And.", "40:48", "40:49", 0, "Mojo Solo"
"Yeah, and Greek and, you know, like all the good ones.", "40:49", "40:52", 1, "Erin Abbott"
"Okay.", "40:55", "40:55", 1, "Erin Abbott"
"I know.", "40:55", "40:56", 1, "Erin Abbott"
"I'm super.", "40:56", "40:57", 1, "Erin Abbott"
"I like this because the whole order form, I mean, right.", "40:57", "41:01", 1, "Erin Abbott"
"I don't, I just don't do the technical side.", "41:02", "41:04", 1, "Erin Abbott"
"Like, it's just greek to me.", "41:04", "41:06", 1, "Erin Abbott"
"When you and Eric talk with the stuff, I just, I'll make it pretty and functionable like I can.", "41:06", "41:12", 1, "Erin Abbott"
"But, and that's why I worked well with Ian.", "41:12", "41:14", 1, "Erin Abbott"
"Like, I built out him.", "41:14", "41:15", 1, "Erin Abbott"
"I'm like, this is what I see in my head.", "41:15", "41:17", 1, "Erin Abbott"
"Can you make this work?", "41:18", "41:19", 1, "Erin Abbott"
"And he did, but I don't, to me, I don't, it doesn't look any different than the ClickUp form because I don't see the, like, what does it do?", "41:19", "41:28", 1, "Erin Abbott"
"But I also have to figure out, like, all of this credit card stuff still.", "41:29", "41:38", 1, "Erin Abbott"

"I mean, I have to get through this and, like what I have to.", "41:38", "41:45", 1, "Erin Abbott"

"I did not think it was gonna be as much stuff.", "41:45", "41:48", 1, "Erin Abbott"

"No, I know.", "41:48", "41:49", 0, "Mojo Solo"

"I think Zayn will be able to do all that of stuff.", "41:49", "41:54", 0, "Mojo Solo"

"I know, but, like, I, I don't know to what.", "41:54", "41:57", 1, "Erin Abbott"

"I mean, this is, we have to do all of our banking stuff.", "41:58", "42:00", 1, "Erin Abbott"

"So I don't know to what caliber you want, you know, to share this with other people.", "42:00", "42:07", 1, "Erin Abbott"

"Not that I don't trust Zane, and obviously Ian's Ian, if he decides to fuck you over, like, he's probably fucking himself over in the long run, so that wouldn't be smart.", "42:07", "42:16", 1, "Erin Abbott"

"But do you know what I'm saying?", "42:16", "42:18", 1, "Erin Abbott"

"Like, I don't.", "42:18", "42:18", 1, "Erin Abbott"

"There's this, is this banking thing, like, yeah, you know, I.", "42:18", "42:25", 1, "Erin Abbott"

"We figure out our self service payment portal.", "42:25", "42:28", 1, "Erin Abbott"

"I think they sent something to the office.", "42:28", "42:30", 1, "Erin Abbott"

"I gotta go down there tomorrow and look.", "42:31", "42:33", 1, "Erin Abbott"

"What do you think?", "42:37", "42:38", 1, "Erin Abbott"

"I called it.", "42:38", "42:39", 1, "Erin Abbott"

"Maggie's going in.", "42:39", "42:40", 0, "Mojo Solo"

"How much?", "42:40", "42:41", 0, "Mojo Solo"

"I'll ask her, you know, but then, like, I got one email.", "42:42", "42:47", 1, "Erin Abbott"

"This bitch, she's like, I've been trying to reach you.", "42:47", "42:49", 1, "Erin Abbott"

"I'm like, you have not.", "42:49", "42:50", 1, "Erin Abbott"

"You've never sent me an email and you've never called my phone, so you are a liar.", "42:50", "42:54", 1, "Erin Abbott"

"I was like, you know, it was just an email saying, like, you know, whatever, but there's a lot.", "42:55", "43:01", 1, "Erin Abbott"

"Okay, so you.", "43:01", "43:02", 1, "Erin Abbott"

"Did you finish this?", "43:03", "43:04", 1, "Erin Abbott"

"No, I can't do that right now.", "43:05", "43:07", 0, "Mojo Solo"

"We're doing it.", "43:07", "43:08", 0, "Mojo Solo"

"No, I know, but we can't.", "43:08", "43:10", 1, "Erin Abbott"

"But I'm just saying, like, this holds us up to the final.", "43:10", "43:13", 1, "Erin Abbott"

"Tomorrow morning.", "43:14", "43:14", 0, "Mojo Solo"

"We'll do it with Zane.", "43:14", "43:15", 0, "Mojo Solo"

"We'll have to schedule it with Zane.", "43:16", "43:18", 0, "Mojo Solo"

"Okay.", "43:18", "43:19", 1, "Erin Abbott"

"Because then we can't.", "43:19", "43:21", 1, "Erin Abbott"
"You ask, you set the time up, you ping him and me say, David wants a meeting to go through this payment stuff him and Ian, and you set the time up and let's do it tomorrow when it works for everyone.", "43:22", "43:37", 0, "Mojo Solo"
"Right?", "43:37", "43:38", 0, "Mojo Solo"
"Okay, so, yeah.", "43:38", "43:40", 1, "Erin Abbott"
"Oh, here it is.", "43:40", "43:41", 1, "Erin Abbott"
"Ashley Urie.", "43:41", "43:42", 1, "Erin Abbott"
"I've been trying to reach you personally.", "43:42", "43:44", 1, "Erin Abbott"
"No, you haven't.", "43:44", "43:45", 1, "Erin Abbott"
"You lie.", "43:45", "43:46", 1, "Erin Abbott"
"But to activate, we have to call converge payments platform.", "43:46", "43:51", 1, "Erin Abbott"
"But I know this isn't a phone call I can just make because I can be like, what's your us bank accounting number?", "43:51", "43:56", 1, "Erin Abbott"
"Blah, blah, blah.", "43:56", "43:57", 1, "Erin Abbott"
"So, like, you're going to really have to do some of this.", "43:57", "44:01", 1, "Erin Abbott"
"Or I can ask you to do it.", "44:01", "44:04", 1, "Erin Abbott"
"No, but no, no, we should do it.", "44:04", "44:07", 0, "Mojo Solo"
"And you should be getting all of these because I'm just a secondary email.", "44:07", "44:10", 1, "Erin Abbott"
"You're a primary.", "44:10", "44:11", 1, "Erin Abbott"
"All right.", "44:13", "44:13", 0, "Mojo Solo"
"Yeah, right here, I'll send this to you so that at least you see it from me and not Ashley Erie lying.", "44:13", "44:21", 1, "Erin Abbott"
"Dear David.", "44:23", "44:24", 1, "Erin Abbott"
"Cause, yeah.", "44:24", "44:27", 1, "Erin Abbott"
"When is that sunrise thing?", "44:28", "44:30", 0, "Mojo Solo"
"When?", "44:32", "44:33", 1, "Erin Abbott"
"Yeah, this?", "44:33", "44:34", 1, "Erin Abbott"
"Yeah.", "44:34", "44:34", 0, "Mojo Solo"
"Next week.", "44:34", "44:35", 1, "Erin Abbott"
"What day next week?", "44:35", "44:37", 0, "Mojo Solo"
"Wednesday, I think.", "44:39", "44:40", 1, "Erin Abbott"
"Who are the people in it?", "44:40", "44:41", 0, "Mojo Solo"
"Chelsea and super annoying.", "44:41", "44:45", 0, "Mojo Solo"
"It's nothing.", "44:46", "44:47", 1, "Erin Abbott"
"It's like literally super annoying.", "44:47", "44:49", 1, "Erin Abbott"
"Is it a screen share, though?", "44:53", "44:55", 0, "Mojo Solo"
"Yeah.", "44:55", "44:56", 0, "Mojo Solo"
"Is it a what?", "44:56", "44:57", 1, "Erin Abbott"
"I mean, it's on teams.", "44:57", "44:58", 0, "Mojo Solo"
"Yeah.", "44:59", "45:00", 1, "Erin Abbott"
"Because they want an hour because it's next Wednesday.", "45:00", "45:06", 1, "Erin Abbott"
"Yes.", "45:06", "45:07", 1, "Erin Abbott"

"So if you look at next Wednesday, there's the other one.", "45:07", "45:12", 0, "Mojo Solo"
"Yep.", "45:12", "45:13", 0, "Mojo Solo"
"The big one is 105.", "45:13", "45:15", 0, "Mojo Solo"
"Yeah.", "45:16", "45:17", 1, "Erin Abbott"
"And what we are creating for 105 is what we've been working on.", "45:17", "45:23", 0, "Mojo Solo"
"In ten go.", "45:23", "45:24", 0, "Mojo Solo"
"The mojo.", "45:24", "45:26", 0, "Mojo Solo"
"What was that I just heard breathing?", "45:29", "45:32", 0, "Mojo Solo"
"It's Kona.", "45:32", "45:34", 1, "Erin Abbott"
"Oh, Kona, baby.", "45:34", "45:36", 0, "Mojo Solo"
"What I'm saying is that the hormel video, like today and the call are like, hey, Nick, make a Hormel video.", "45:37", "45:43", 0, "Mojo Solo"
"Right.", "45:43", "45:44", 0, "Mojo Solo"
"We should be able to.", "45:44", "45:45", 0, "Mojo Solo"
"That video, if you go to normal stress less, however you get there, ask Eriche.", "45:45", "45:51", 0, "Mojo Solo"
"You get there.", "45:51", "45:51", 0, "Mojo Solo"
"And that video in the middle of our platform should be in that video frame for next Wednesday.", "45:52", "46:00", 0, "Mojo Solo"
"Right.", "46:01", "46:02", 0, "Mojo Solo"
"I want to say, hey, so we figured out how to make videos for you and look at boom, boom, boom.", "46:02", "46:08", 0, "Mojo Solo"
"I mean, and be able to show them in real time the translation.", "46:08", "46:13", 0, "Mojo Solo"
"Their heads will just look, you know, because they haven't been able to do that.", "46:14", "46:20", 0, "Mojo Solo"
"It'll be on screen text, it will be the script in their language.", "46:20", "46:24", 0, "Mojo Solo"
"It will be a tone of a voice, you know?", "46:24", "46:28", 0, "Mojo Solo"
"So if you think of that and on top of it, you can put your personal information in there in terms of, hey, you know, hey, Aaron, yadda, you know, and that you hit play in the video and it's like, Aaron did it.", "46:28", "46:45", 0, "Mojo Solo"
"You know, doesn't seem like that cool, but we don't have that currently.", "46:45", "46:51", 0, "Mojo Solo"
"You know what I mean?", "46:51", "46:52", 0, "Mojo Solo"
"Right.", "46:52", "46:52", 1, "Erin Abbott"
"So, yeah.", "46:52", "46:54", 0, "Mojo Solo"
"yeah, sometimes it's just going to be, it's going to be annoying.", "46:55", "46:58", 1, "Erin Abbott"
"It's.", "46:58", "46:59", 1, "Erin Abbott"
"Somebody new is taking over benefits.", "46:59", "47:01", 1, "Erin Abbott"
"So somebody said, oh, we work with mojo solo to do our benefits video.", "47:01", "47:06", 1, "Erin Abbott"
"So they literally like, oh, we need to have a meeting today, talk about this.", "47:06", "47:09", 1, "Erin Abbott"

"And they invited four brown and brown people who are 100% not going to accept.", "47:09", "47:14", 1, "Erin Abbott"

"And then they're just, they just need to know the process.", "47:14", "47:17", 1, "Erin Abbott"

"I mean, because they like, literally, hi, Erin.", "47:17", "47:19", 1, "Erin Abbott"

"It's nice to virtually meet you.", "47:19", "47:20", 1, "Erin Abbott"

"I'm the new blah blah.", "47:20", "47:21", 1, "Erin Abbott"

"And I'm just like, oh, my God.", "47:21", "47:23", 1, "Erin Abbott"

"Okay, this is like a \$2,000 video update that you're making me go to a big meeting for.", "47:23", "47:29", 1, "Erin Abbott"

"Is it, though?", "47:29", "47:30", 0, "Mojo Solo"

"Because I have to show you what Brian sent to me.", "47:30", "47:35", 0, "Mojo Solo"

"What's this?", "47:35", "47:36", 0, "Mojo Solo"

"You know what else I thought about?", "47:38", "47:39", 1, "Erin Abbott"

"Did you see Christine?", "47:39", "47:41", 1, "Erin Abbott"

"You're right here.", "47:42", "47:42", 0, "Mojo Solo"

"I thought about the previous relationship with Christine.", "47:42", "47:45", 1, "Erin Abbott"

"Right.", "47:46", "47:46", 1, "Erin Abbott"

"How and, like, her email today, like, don't ever have a USB person.", "47:46", "47:51", 1, "Erin Abbott"

"Do we transfer?", "47:51", "47:52", 1, "Erin Abbott"

"Like, could have totally been whatever and ignored.", "47:52", "47:54", 1, "Erin Abbott"

"And, like, I responded, he's like, oh, my God, I'm sorry.", "47:54", "47:58", 1, "Erin Abbott"

"Like, my apologies.", "47:58", "47:59", 1, "Erin Abbott"

"Oh, my gosh.", "48:00", "48:00", 1, "Erin Abbott"

"No big deal.", "48:00", "48:01", 1, "Erin Abbott"

"Lol.", "48:01", "48:02", 1, "Erin Abbott"

"I just wanted to give you the heads up, but like, how literally the perception was that, you know, oh, she's pissed off and you pissed off Christine making her do we transfer.", "48:02", "48:12", 1, "Erin Abbott"

"And that was it.", "48:12", "48:13", 1, "Erin Abbott"

"That's just like that, right?", "48:13", "48:14", 1, "Erin Abbott"

"That was done.", "48:14", "48:15", 1, "Erin Abbott"

"And now she totally was like, oh, my gosh.", "48:16", "48:18", 1, "Erin Abbott"

"No big deal.", "48:18", "48:18", 1, "Erin Abbott"

"I just wanted to give you a heads up.", "48:18", "48:21", 1, "Erin Abbott"

"Just kind of made me anyways, okay.", "48:21", "48:25", 1, "Erin Abbott"

"It's, that's the difference between night and day, right?", "48:25", "48:30", 0, "Mojo Solo"

"Yeah.", "48:30", "48:30", 1, "Erin Abbott"

"And so that's fine.", "48:31", "48:32", 0, "Mojo Solo"

"I'll get.", "48:32", "48:33", 1, "Erin Abbott"

"Okay, good.", "48:33", "48:33", 1, "Erin Abbott"

"I'm glad you said because I will.", "48:33", "48:36", 1, "Erin Abbott"
"I want to, I want to call you out on your perception that we're going to meet about a \$2,000 video.", "48:36", "48:43", 0, "Mojo Solo"
"Right?", "48:43", "48:43", 0, "Mojo Solo"
"Yeah, this is Brian Valenti.", "48:43", "48:45", 0, "Mojo Solo"
"Hey.", "48:45", "48:46", 0, "Mojo Solo"
"Wondering if they reach out to Aaron.", "48:47", "48:50", 0, "Mojo Solo"
"I said, yeah, have them cc me too.", "48:51", "48:53", 0, "Mojo Solo"
"Sunrise.", "48:53", "48:54", 0, "Mojo Solo"
"And he says they have a wellness credit they need to use before switching carriers.", "48:54", "48:58", 0, "Mojo Solo"
"So they were hoping they could invoice you in advance.", "48:58", "49:00", 0, "Mojo Solo"
"Okay.", "49:01", "49:01", 1, "Erin Abbott"
"Just wanted to give you the heads up.", "49:01", "49:03", 0, "Mojo Solo"
"And I'll say, do you have an idea of the amount?", "49:03", "49:09", 0, "Mojo Solo"
"Because we.", "49:10", "49:12", 0, "Mojo Solo"
"\$10,000.", "49:12", "49:13", 1, "Erin Abbott"
"I'm going to get home something that's.", "49:13", "49:15", 1, "Erin Abbott"
"8999 we could potentially do.", "49:15", "49:20", 0, "Mojo Solo"
"We could.", "49:22", "49:23", 0, "Mojo Solo"
"Do you have an idea that because, so I want to say we could show Hormel as a, because he knows Hormel is, they all know Hormel's 50.", "49:25", "49:35", 0, "Mojo Solo"
"I don't think they're going to have money like Hormel because they're like a retirement.", "49:36", "49:41", 1, "Erin Abbott"
"But they might have.", "49:41", "49:42", 0, "Mojo Solo"
"No, no.", "49:42", "49:43", 0, "Mojo Solo"
"What it is how many people do they have in their job or, you know, how many employees.", "49:43", "49:49", 0, "Mojo Solo"
"So it makes a big difference if there's 100 employees or if there's 2000 employees, but one number is bigger than the other one.", "49:50", "49:59", 0, "Mojo Solo"
"So especially if they have to burn money.", "49:59", "50:03", 0, "Mojo Solo"
"Right?", "50:03", "50:04", 0, "Mojo Solo"
"You are so good at math.", "50:04", "50:06", 1, "Erin Abbott"
"What do you mean?", "50:06", "50:07", 0, "Mojo Solo"
"You just did.", "50:08", "50:09", 1, "Erin Abbott"
"100 is less than 2000.", "50:09", "50:11", 1, "Erin Abbott"
"Just like that.", "50:11", "50:13", 1, "Erin Abbott"
"No, what I'm saying, instead of going into the meeting thinking one thing, just like you did to Christine, you know.", "50:15", "50:24", 0, "Mojo Solo"
"So like, yeah, they spent 5200 last year.", "50:24", "50:28", 1, "Erin Abbott"
"She, yeah.", "50:28", "50:29", 0, "Mojo Solo"
"So I bet you they have ten grand or she has

5200.", "50:29", "50:33", 0, "Mojo Solo"
"Right.", "50:33", "50:34", 0, "Mojo Solo"
"And what we could do is upsell them say, oh, you guys have a big hispanic population, blah, blah.", "50:34", "50:40", 0, "Mojo Solo"
"Look at this.", "50:40", "50:41", 0, "Mojo Solo"
"You know, oh, and by the way, we could turn this into an open enrollment thing for the rest of the year and new benefits.", "50:42", "50:48", 0, "Mojo Solo"
"Let me show you what we're doing for her mail, we're doing posters, we're doing this, we're doing emails, we're doing videos, we're doing, you know, that's what we're doing.", "50:48", "50:57", 0, "Mojo Solo"
"And that's what we can do for you for 20,000 a year.", "50:57", "51:00", 0, "Mojo Solo"
"Right?", "51:00", "51:01", 0, "Mojo Solo"
"Sure.", "51:01", "51:01", 1, "Erin Abbott"
"Okay.", "51:01", "51:02", 1, "Erin Abbott"
"Yep.", "51:02", "51:02", 1, "Erin Abbott"
"Nope, that's good.", "51:02", "51:03", 1, "Erin Abbott"
"Thanks to ClickUp that.", "51:04", "51:05", 1, "Erin Abbott"
"I can see that invoice so quick.", "51:05", "51:07", 1, "Erin Abbott"
"Huh?", "51:07", "51:08", 1, "Erin Abbott"
"What did you say?", "51:09", "51:10", 0, "Mojo Solo"
"Oh, I said thanks to ClickUp that I could find there last year.", "51:10", "51:13", 1, "Erin Abbott"
"What they paid like.", "51:13", "51:14", 1, "Erin Abbott"
"Oh, correct.", "51:14", "51:15", 1, "Erin Abbott"
"One step forward.", "51:18", "51:19", 0, "Mojo Solo"
"No, I'd say it's two, three steps forward, one step back with you.", "51:20", "51:24", 0, "Mojo Solo"
"Right.", "51:24", "51:25", 0, "Mojo Solo"
"Can't be perfect.", "51:25", "51:26", 0, "Mojo Solo"
"Maybe.", "51:26", "51:27", 1, "Erin Abbott"
"No.", "51:27", "51:28", 0, "Mojo Solo"
"How about this?", "51:29", "51:31", 0, "Mojo Solo"
"Where I want to get to a mojo is I want weeks off at.", "51:31", "51:36", 0, "Mojo Solo"
"A time that would be fun.", "51:36", "51:38", 1, "Erin Abbott"
"Like December, summer.", "51:39", "51:41", 1, "Erin Abbott"
"Just say, hey, we shut down mid December and we're back, you know, halfway.", "51:41", "51:48", 0, "Mojo Solo"
"Through, you know, j term.", "51:48", "51:50", 1, "Erin Abbott"
"Yeah.", "51:50", "51:51", 0, "Mojo Solo"
"I mean, just something like, I want people to bring their all, you know?", "51:51", "51:58", 0, "Mojo Solo"
"Yeah.", "51:58", "51:59", 1, "Erin Abbott"
"And just.", "51:59", "51:59", 0, "Mojo Solo"
"Don't you feel like they do, though?", "51:59", "52:01", 1, "Erin Abbott"
"Even Nick?", "52:01", "52:01", 1, "Erin Abbott"
"I mean, Nick has had nothing fun or stimulating for a good while.", "52:01", "52:07", 1, "Erin Abbott"

"And he still shows up and does.", "52:07", "52:10", 1, "Erin Abbott"
"He's off tomorrow.", "52:10", "52:12", 1, "Erin Abbott"
"Oh, yeah.", "52:12", "52:13", 0, "Mojo Solo"
"But he's even funny.", "52:13", "52:14", 1, "Erin Abbott"
"He takes off and then he's like, but I'm
available.", "52:14", "52:16", 1, "Erin Abbott"
"Like, I.", "52:16", "52:16", 1, "Erin Abbott"
"If you need me.", "52:16", "52:17", 1, "Erin Abbott"
"I'm like, he's like, I'm not going to, like, be
gone.", "52:17", "52:19", 1, "Erin Abbott"
"I'm like, nick, go enjoy your day.", "52:19", "52:21", 1, "Erin Abbott"
"Like, you're good.", "52:23", "52:24", 1, "Erin Abbott"
"Enjoy your day.", "52:24", "52:25", 1, "Erin Abbott"
"Because he really is solid.", "52:25", "52:27", 1, "Erin Abbott"
"Here we go.", "52:29", "52:30", 0, "Mojo Solo"
"Aaron.", "52:30", "52:30", 0, "Mojo Solo"
"Ready?", "52:30", "52:31", 0, "Mojo Solo"
"so, yeah, ask him.", "52:31", "52:34", 1, "Erin Abbott"
"So what?", "52:34", "52:35", 0, "Mojo Solo"
"No, no.", "52:35", "52:35", 0, "Mojo Solo"
"What I want to do is I want to provide the video link in
here.", "52:35", "52:40", 0, "Mojo Solo"
"From last year?", "52:42", "52:43", 1, "Erin Abbott"
"No, from our current one.", "52:43", "52:46", 0, "Mojo Solo"
"So what I want to do is to ask Nick to go into and
Ian.", "52:46", "52:52", 0, "Mojo Solo"
"Right.", "52:52", "52:52", 0, "Mojo Solo"
"That's why I asked Eric to make the video on how to do
stuff.", "52:52", "52:57", 0, "Mojo Solo"
"So Nick and Ian watch this video.", "52:57", "52:59", 0, "Mojo Solo"
"This is your task.", "53:00", "53:01", 0, "Mojo Solo"
"Watch this video inside and out of 15 times
each.", "53:01", "53:05", 0, "Mojo Solo"
"Right.", "53:05", "53:06", 0, "Mojo Solo"
"And so then they understand what, how to make multiple videos and
stuff like that.", "53:06", "53:14", 0, "Mojo Solo"
"Right.", "53:14", "53:15", 0, "Mojo Solo"
"And so if they both know I don't have to do it, Eric doesn't have to
do it.", "53:17", "53:22", 0, "Mojo Solo"
"And now it turns more into a video editor, a designer, you know, like
a.", "53:22", "53:28", 0, "Mojo Solo"
"Make it more of, like, less about it being a database and more of it,
like, visually rich and interesting, even for mojo
people.", "53:28", "53:37", 0, "Mojo Solo"
"And so, like, this is so mechanical to me.", "53:38", "53:41", 0, "Mojo
Solo"
"Just like, my brain just.", "53:41", "53:43", 0, "Mojo Solo"
"Right.", "53:44", "53:45", 0, "Mojo Solo"
"Like what you're seeing on the screen there now, all of the buttons
and stuff, I don't want any human to go suffer through that kind of

stuff.", "53:45", "53:56", 0, "Mojo Solo"
"Right.", "53:56", "53:57", 0, "Mojo Solo"
"So, at minimum, what we need to do is take these designs and make them.", "53:57", "54:05", 0, "Mojo Solo"
"And this is a great sprint.", "54:06", "54:08", 0, "Mojo Solo"
"Take this whole design of it being around designs for a video, designs for a web page, snippet of.", "54:08", "54:22", 0, "Mojo Solo"
"You know.", "54:22", "54:22", 0, "Mojo Solo"
"And you know what I'm talking about, because all of this can be used as a.", "54:23", "54:28", 0, "Mojo Solo"
"As a document, a PDF, a flipbook.", "54:28", "54:32", 0, "Mojo Solo"
"Right.", "54:32", "54:32", 0, "Mojo Solo"
"Because if you think about what you.", "54:32", "54:34", 0, "Mojo Solo"
"This is all we're doing.", "54:34", "54:36", 0, "Mojo Solo"
"Hey.", "54:36", "54:36", 0, "Mojo Solo"
"And we're populating stuff, and this stuff is already active, so.", "54:36", "54:42", 0, "Mojo Solo"
"I like this design.", "54:42", "54:44", 0, "Mojo Solo"
"Don't you?", "54:44", "54:45", 0, "Mojo Solo"
"Yeah.", "54:45", "54:46", 1, "Erin Abbott"
"So what you can do with Chris's color stuff is put in two colors.", "54:46", "54:51", 0, "Mojo Solo"
"Boom, boom.", "54:51", "54:52", 0, "Mojo Solo"
"And it will make it, like, in your sunrise colors.", "54:52", "54:58", 0, "Mojo Solo"
"Right.", "54:58", "54:58", 0, "Mojo Solo"
"And all of a sudden, you feel like you kind of have a brand and stuff, you know, and you're not just some boring little.", "54:59", "55:05", 0, "Mojo Solo"
"You know.", "55:05", "55:05", 0, "Mojo Solo"
"Have you seen those videos playing and stuff, like, where we're testing?", "55:05", "55:09", 0, "Mojo Solo"
"Open it.", "55:09", "55:10", 1, "Erin Abbott"
"Yeah.", "55:10", "55:11", 1, "Erin Abbott"
"No, the ones that.", "55:11", "55:12", 0, "Mojo Solo"
"The stuff and.", "55:12", "55:13", 0, "Mojo Solo"
"And the hormel one.", "55:14", "55:16", 0, "Mojo Solo"
"Oh.", "55:17", "55:17", 1, "Erin Abbott"
"Yeah.", "55:19", "55:20", 0, "Mojo Solo"
"That's what I'm talking about.", "55:20", "55:21", 0, "Mojo Solo"
"With.", "55:21", "55:21", 0, "Mojo Solo"
"On our call, were you watching any of the.", "55:23", "55:26", 0, "Mojo Solo"
"Any of the videos?", "55:27", "55:28", 0, "Mojo Solo"
"No.", "55:29", "55:29", 1, "Erin Abbott"
"All right, while we're past our time, I have to go take my bedtime.", "55:31", "55:34", 0, "Mojo Solo"
"I watched some of the videos, but I was invoicing and working.", "55:34", "55:38", 1, "Erin Abbott"
"That's good.", "55:38", "55:38", 0, "Mojo Solo"

"And, no, I'm.", "55:39", "55:39", 0, "Mojo Solo"
"Oh, I'm.", "55:39", "55:40", 0, "Mojo Solo"
"I know you're doing stuff, but I want to relate.", "55:40", "55:42", 0, "Mojo Solo"
"But I listen, too, because I multitask.", "55:42", "55:45", 1, "Erin Abbott"
"I laughed the other day when Eric was like, sorry, I can't talk when someone else.", "55:45", "55:49", 1, "Erin Abbott"
"Or he's like, I can't talk and think when someone else is talking in the background.", "55:50", "55:53", 1, "Erin Abbott"
"I was like, you make a terrible mom.", "55:53", "55:55", 1, "Erin Abbott"
"Because, like, I listen.", "55:56", "55:58", 1, "Erin Abbott"
"I like doing something on the whole meeting.", "55:58", "56:00", 1, "Erin Abbott"
"And then you're like, erin, what's this?", "56:00", "56:01", 1, "Erin Abbott"
"And I'm like, blah, blah.", "56:01", "56:03", 1, "Erin Abbott"
"So sometimes I'm like, I don't know.", "56:05", "56:07", 1, "Erin Abbott"
"I wasn't listening.", "56:07", "56:08", 1, "Erin Abbott"
"But for the most part, I am.", "56:08", "56:10", 1, "Erin Abbott"
"I am.", "56:10", "56:10", 1, "Erin Abbott"
"But Amy said, we're not breaking mountains over this video.", "56:12", "56:17", 1, "Erin Abbott"
"I invoiced them.", "56:17", "56:18", 1, "Erin Abbott"
"Cathy already put it through to a reba, and Amy said, they'll get us the stuff next week.", "56:18", "56:23", 1, "Erin Abbott"
"And I sent her voice over to choose, so there will be no rush.", "56:23", "56:27", 1, "Erin Abbott"
"And they're still paying ten grand.", "56:27", "56:29", 1, "Erin Abbott"
"So now Christine figure out the invoicing with her.", "56:31", "56:39", 0, "Mojo Solo"
"I sent her a \$10,000 invoice for the two mobile video updates, and Caitlin just sent the folder with all the screens.", "56:39", "56:47", 1, "Erin Abbott"
"Nice.", "56:47", "56:48", 0, "Mojo Solo"
"So I am setting that up for Nick next week.", "56:48", "56:51", 1, "Erin Abbott"
"How long?", "56:54", "56:55", 0, "Mojo Solo"
"Three and a half years.", "56:57", "56:58", 1, "Erin Abbott"
"Yeah.", "57:02", "57:02", 1, "Erin Abbott"
"Is that crazy?", "57:03", "57:05", 1, "Erin Abbott"
"You.", "57:08", "57:08", 0, "Mojo Solo"
"You just have it.", "57:08", "57:09", 0, "Mojo Solo"
"It looks like your head's just floating now.", "57:09", "57:12", 0, "Mojo Solo"
"Nobody.", "57:15", "57:16", 1, "Erin Abbott"
"So, yeah, we'll be good.", "57:18", "57:19", 1, "Erin Abbott"
"I go plan Disney again tonight.", "57:21", "57:23", 1, "Erin Abbott"
"Wait, what?", "57:24", "57:25", 0, "Mojo Solo"
"When?", "57:25", "57:25", 0, "Mojo Solo"

"Mid October.", "57:27", "57:28", 1, "Erin Abbott"
"I thought were going to Puerto Rico.", "57:28", "57:30", 0, "Mojo Solo"
"We were never going to Puerto Rico over mea.", "57:31", "57:33", 1, "Erin Abbott"
"So.", "57:33", "57:34", 1, "Erin Abbott"
"Oh.", "57:34", "57:35", 0, "Mojo Solo"
"Oh.", "57:35", "57:35", 0, "Mojo Solo"
"Is it.", "57:37", "57:37", 0, "Mojo Solo"
"Is that fun to go be busy as effing hell or no.", "57:37", "57:42", 0, "Mojo Solo"
"Does it matter?", "57:42", "57:43", 0, "Mojo Solo"
"You just play.", "57:44", "57:44", 0, "Mojo Solo"
"I mean, I don't think it could ever be busier than it was on Thanksgiving.", "57:44", "57:48", 1, "Erin Abbott"
"That was hell.", "57:48", "57:50", 1, "Erin Abbott"
"And we are going for my stepdad's 60th birthday.", "57:50", "57:55", 1, "Erin Abbott"
"My grandma's taking us, so he loves Disney, and he's never taken the kids.", "57:55", "58:01", 1, "Erin Abbott"
"She has taken everyone to Disney.", "58:02", "58:05", 1, "Erin Abbott"
"She used to take everyone every three years from 2000.", "58:05", "58:09", 1, "Erin Abbott"
"Well, like, he went growing up, and then 2000, when they started having all the babies, they went every three years, like, on the dot.", "58:09", "58:16", 1, "Erin Abbott"
"Like, Ryan went when my mom was pregnant, went when he was three, went when he was six, all the way to graduation, and then my grandpa got sick, and it all kind of stopped.", "58:16", "58:25", 1, "Erin Abbott"
"My place in life never really worked for us to go on those Disney trips, like, the year they did the Disney cruise.", "58:25", "58:33", 1, "Erin Abbott"
"Cole was, like, an infant or toddler, and, like, I'm not going on a cruise and chasing around it like, this sounds horrible.", "58:33", "58:39", 1, "Erin Abbott"
"Like, he was a busy toddler, so there was no way I was going on a Disney cruise and, like, chasing around a two year old.", "58:39", "58:46", 1, "Erin Abbott"
"And I was pregnant with Reese.", "58:46", "58:47", 1, "Erin Abbott"
"Like, it's just not.", "58:47", "58:48", 1, "Erin Abbott"
"And so, like, the timing just never worked out.", "58:50", "58:52", 1, "Erin Abbott"
"And now I talked to her, like, her and I are very, like, I talked to her, like, three ish weeks ago, and I was like, I've got to figure out Rob's 60th birthday.", "58:52", "59:01", 1, "Erin Abbott"
"I've done a big party for all of my parents 60th.", "59:02", "59:04", 1, "Erin Abbott"
"Like, they were all individual.", "59:05", "59:06", 1, "Erin Abbott"
"My dad had a big gangster themed party, like, big tent party, and it was all mobster thing.", "59:06", "59:12", 1, "Erin Abbott"
"I mean, I had the people that didn't come, I went on all their

facebook and printed pictures, and I was swimming with the fishes, and I, like, had posters of all the people that were swimming with the fishes.", "59:12", "59:23", 1, "Erin Abbott"
"And I had, like, a.", "59:23", "59:24", 1, "Erin Abbott"
"I mean, it was a cool party.", "59:24", "59:25", 1, "Erin Abbott"
"My mom likes to go to the Dubliner.", "59:26", "59:28", 1, "Erin Abbott"
"She's got all her friends, like your brother in law.", "59:28", "59:31", 1, "Erin Abbott"
"So I told everyone.", "59:31", "59:33", 1, "Erin Abbott"
"So went there.", "59:33", "59:34", 1, "Erin Abbott"
"My brother and I went there with her that night, and then just people stopped by all night.", "59:34", "59:39", 1, "Erin Abbott"
"Like, all, everyone she's ever known, she stopped by all night throughout the night.", "59:39", "59:42", 1, "Erin Abbott"
"And then my stepmom.", "59:42", "59:44", 1, "Erin Abbott"
"How old is she?", "59:45", "59:46", 0, "Mojo Solo"
"My mom?", "59:46", "59:47", 1, "Erin Abbott"
"Yeah.", "59:48", "59:48", 0, "Mojo Solo"
"66.", "59:49", "59:49", 1, "Erin Abbott"
"66.", "59:50", "59:52", 1, "Erin Abbott"
"Why?", "59:55", "59:56", 1, "Erin Abbott"
"Oh, I just wondered.", "59:57", "59:59", 0, "Mojo Solo"
"Oh, and then.", "59:59", "01:00:01", 1, "Erin Abbott"
"And your stepmom?", "01:00:02", "01:00:03", 0, "Mojo Solo"
"I planned, like, just a big dinner party at Tria with, like, their cruise friends.", "01:00:04", "01:00:09", 1, "Erin Abbott"
"Their friends that they go on all their vacations with.", "01:00:09", "01:00:11", 1, "Erin Abbott"
"Yeah.", "01:00:11", "01:00:12", 0, "Mojo Solo"
"And, like, and us.", "01:00:12", "01:00:13", 1, "Erin Abbott"
"So my stepdad's the youngest.", "01:00:13", "01:00:15", 1, "Erin Abbott"
"He's, you know, I'm like, God, but his family's all over the eastern seaboard.", "01:00:16", "01:00:20", 1, "Erin Abbott"
"Or, like, we're the only ones here.", "01:00:20", "01:00:22", 1, "Erin Abbott"
"His friends are all over the country.", "01:00:22", "01:00:24", 1, "Erin Abbott"
"Like, a party is just not talking to her.", "01:00:24", "01:00:27", 1, "Erin Abbott"
"Like, I was thinking I should try and do something over me when the kids are out of school.", "01:00:27", "01:00:32", 1, "Erin Abbott"
"And she's like, let's go to Disney.", "01:00:32", "01:00:34", 1, "Erin Abbott"
"And I was like, okay, sure.", "01:00:34", "01:00:36", 1, "Erin Abbott"
"She's like, what week?", "01:00:36", "01:00:37", 1, "Erin Abbott"
"And I told her, like, she's like, okay, I'll call you back.", "01:00:37", "01:00:39", 1, "Erin Abbott"
"I'm driving.", "01:00:39", "01:00:39", 1, "Erin Abbott"
"Like, okay.", "01:00:40", "01:00:40", 1, "Erin Abbott"
"She literally calls it.", "01:00:40", "01:00:41", 1, "Erin Abbott"

"Okay.", "01:00:41", "01:00:42", 1, "Erin Abbott"
"So I booked us at Saratoga Springs from the 14th to the 18th.", "01:00:42", "01:00:47", 1, "Erin Abbott"
"It's only five days and four nights at Disney.", "01:00:47", "01:00:49", 1, "Erin Abbott"
"Is that enough?", "01:00:49", "01:00:50", 1, "Erin Abbott"
"And I'm like, yeah.", "01:00:50", "01:00:53", 1, "Erin Abbott"
"She's like, we need.", "01:00:53", "01:00:54", 1, "Erin Abbott"
"We need dinner reservations.", "01:00:54", "01:00:56", 1, "Erin Abbott"
"We're really behind the ball here.", "01:00:56", "01:00:57", 1, "Erin Abbott"
"Can you make dinner reservations for.", "01:00:57", "01:00:59", 1, "Erin Abbott"
"I'm like, yeah.", "01:01:00", "01:01:01", 1, "Erin Abbott"
"Wait, when is this over?", "01:01:01", "01:01:04", 0, "Mojo Solo"
"Yeah.", "01:01:04", "01:01:05", 1, "Erin Abbott"
"October 14.", "01:01:05", "01:01:06", 1, "Erin Abbott"
"Ten.", "01:01:06", "01:01:07", 0, "Mojo Solo"
"What?", "01:01:07", "01:01:08", 0, "Mojo Solo"
"No, eight weeks?", "01:01:08", "01:01:09", 0, "Mojo Solo"
"Seven.", "01:01:09", "01:01:10", 0, "Mojo Solo"
"Yeah.", "01:01:11", "01:01:11", 1, "Erin Abbott"
"So it's cute.", "01:01:12", "01:01:12", 1, "Erin Abbott"
"So now he's super excited to do Disney with his granny.", "01:01:12", "01:01:16", 1, "Erin Abbott"
"So Disney, my subject.", "01:01:16", "01:01:18", 1, "Erin Abbott"
"Like, he loves Disney.", "01:01:18", "01:01:19", 1, "Erin Abbott"
"They were after him for years.", "01:01:19", "01:01:21", 1, "Erin Abbott"
"They wanted him to run all the trains at Disney because he's, like, the most sought after, like, steam engineer in the country.", "01:01:21", "01:01:30", 1, "Erin Abbott"
"He never took it because he didn't want Ryan to, like, go to Florida schools.", "01:01:30", "01:01:34", 1, "Erin Abbott"
"So it's, like, fun for him to go back.", "01:01:35", "01:01:39", 1, "Erin Abbott"
"Actually.", "01:01:39", "01:01:40", 1, "Erin Abbott"
"Willie Nelson working.", "01:01:40", "01:01:41", 1, "Erin Abbott"
"Willie Nelson next Friday.", "01:01:41", "01:01:42", 1, "Erin Abbott"
"He ran Willie Nelson's train a few years ago for a tour down south.", "01:01:42", "01:01:46", 1, "Erin Abbott"
"Has he ever run the train into, like, the.", "01:01:49", "01:01:53", 0, "Mojo Solo"
"The Santa train now?", "01:01:53", "01:01:54", 0, "Mojo Solo"
"Have you got.", "01:01:55", "01:01:55", 0, "Mojo Solo"
"What?", "01:01:55", "01:01:56", 1, "Erin Abbott"
"Have you gone to the thing downtown, St.", "01:01:56", "01:01:58", 0, "Mojo Solo"
"Paul, up on the Union depot?", "01:01:58", "01:02:02", 0, "Mojo Solo"
"The Polar Express?", "01:02:02", "01:02:03", 1, "Erin Abbott"
"No.", "01:02:03", "01:02:04", 0, "Mojo Solo"

"Yeah, there's the Christmas train that comes in.", "01:02:04", "01:02:06", 0, "Mojo Solo"
"He runs it.", "01:02:06", "01:02:07", 1, "Erin Abbott"
"He used to bring here's kid on it every year.", "01:02:07", "01:02:10", 1, "Erin Abbott"
"He drives it at the.", "01:02:10", "01:02:12", 0, "Mojo Solo"
"Yeah, at the union people.", "01:02:13", "01:02:14", 1, "Erin Abbott"
"He was there this last year.", "01:02:14", "01:02:16", 0, "Mojo Solo"
"Will he be there this year?", "01:02:17", "01:02:17", 0, "Mojo Solo"
"Yeah, she.", "01:02:17", "01:02:18", 1, "Erin Abbott"
"She bailed on him.", "01:02:18", "01:02:19", 1, "Erin Abbott"
"He has gotten her free tickets every year.", "01:02:19", "01:02:22", 1, "Erin Abbott"
"Kira.", "01:02:23", "01:02:24", 1, "Erin Abbott"
"Wait.", "01:02:26", "01:02:27", 0, "Mojo Solo"
"Tell me.", "01:02:27", "01:02:28", 0, "Mojo Solo"
"He would get tickets for her in Ashton every year like, his own grandkids don't even go on it.", "01:02:29", "01:02:35", 1, "Erin Abbott"
"And he would bring.", "01:02:35", "01:02:36", 1, "Erin Abbott"
"Get Kieran Ashton every year when it was.", "01:02:36", "01:02:38", 1, "Erin Abbott"
"Because it sells out in, like, 40 minutes.", "01:02:39", "01:02:41", 1, "Erin Abbott"
"And he would get her on every year, and she bailed on him last year.", "01:02:41", "01:02:46", 1, "Erin Abbott"
"Like, she didn't even have to have a ticket.", "01:02:46", "01:02:48", 1, "Erin Abbott"
"Like, she would go to Union Depot and park, and he would meet her and walk her, like, through the crew to the train.", "01:02:48", "01:02:55", 1, "Erin Abbott"
"Like, Ashton was, like, vip.", "01:02:55", "01:02:57", 1, "Erin Abbott"
"And that was after she left Mojo.", "01:02:59", "01:03:02", 0, "Mojo Solo"
"Yeah, it was this year, but she bailed on him last minute.", "01:03:03", "01:03:06", 1, "Erin Abbott"
"Did she bail on last year?", "01:03:06", "01:03:08", 0, "Mojo Solo"
"Mm.", "01:03:09", "01:03:10", 1, "Erin Abbott"
"She did?", "01:03:10", "01:03:11", 0, "Mojo Solo"
"Mm.", "01:03:11", "01:03:12", 1, "Erin Abbott"
"She's got charisma, uniqueness, nerve, and talent.", "01:03:13", "01:03:16", 0, "Mojo Solo"
"So, I mean, my kids used to go when they were little, but on grandpa's train at Christmas.", "01:03:18", "01:03:25", 1, "Erin Abbott"
"Oh, see, it's, like, funny because most kids are so, like, crazy.", "01:03:26", "01:03:30", 1, "Erin Abbott"
"Like, you know, they'll be like, your grandpa drives a train, and they're just like, oh, they could really.", "01:03:30", "01:03:37", 1, "Erin Abbott"
"Cole goes and works on the trains with him, and, like, he'll clean windows or whatever, and grandpa pays

them.", "01:03:37", "01:03:44", 1, "Erin Abbott"
"Oh, really?", "01:03:45", "01:03:46", 0, "Mojo Solo"
"Yeah, down by cancan wonderland.", "01:03:46", "01:03:49", 1, "Erin Abbott"
"You know, where they have the trains down there.", "01:03:49", "01:03:51", 1, "Erin Abbott"
"He's working on those cars down there on west.", "01:03:51", "01:03:54", 1, "Erin Abbott"
"Is it west 7th, I think.", "01:03:54", "01:03:57", 1, "Erin Abbott"
"What the hell?", "01:03:59", "01:04:00", 0, "Mojo Solo"
"I never knew any of this.", "01:04:00", "01:04:01", 0, "Mojo Solo"
"He's on trains all over the country.", "01:04:02", "01:04:05", 1, "Erin Abbott"
"He drove.", "01:04:07", "01:04:08", 1, "Erin Abbott"
"He was president Clinton's engineer for the 96 campaign.", "01:04:08", "01:04:12", 1, "Erin Abbott"
"What?", "01:04:13", "01:04:14", 0, "Mojo Solo"
"He.", "01:04:14", "01:04:14", 1, "Erin Abbott"
"He drove my mom.", "01:04:15", "01:04:17", 1, "Erin Abbott"
"My mom restored Roosevelt's car for this, like, millionaire in California, and then Clinton used it for his campaign trail.", "01:04:17", "01:04:25", 1, "Erin Abbott"
"And my stepdad was the engineer for the Clinton campaign.", "01:04:25", "01:04:32", 1, "Erin Abbott"
"Our yacht captain, maybe.", "01:04:37", "01:04:40", 0, "Mojo Solo"
"Ryan might be.", "01:04:41", "01:04:42", 1, "Erin Abbott"
"If we get.", "01:04:42", "01:04:43", 0, "Mojo Solo"
"He's a train engineer.", "01:04:44", "01:04:45", 1, "Erin Abbott"
"Ryan's, like, boat captain.", "01:04:45", "01:04:47", 1, "Erin Abbott"
"Yeah.", "01:04:47", "01:04:48", 0, "Mojo Solo"
"Oh.", "01:04:48", "01:04:48", 0, "Mojo Solo"
"But to have both of them on a 75 foot would be nice.", "01:04:49", "01:04:54", 0, "Mojo Solo"
"I mean, he knows boats.", "01:04:55", "01:04:56", 1, "Erin Abbott"
"That's why Ryan be taken care of.", "01:04:56", "01:04:58", 0, "Mojo Solo"
"Yeah.", "01:04:58", "01:04:59", 1, "Erin Abbott"
"And we would trust these people?", "01:04:59", "01:05:00", 0, "Mojo Solo"
"Like, there's no.", "01:05:00", "01:05:02", 0, "Mojo Solo"
"He's taught Ryan everything he knows.", "01:05:02", "01:05:04", 1, "Erin Abbott"
"Ryan's just the one that's the licensed boat captain.", "01:05:04", "01:05:07", 1, "Erin Abbott"
"Because I want to ship the boat over to Europe.", "01:05:08", "01:05:11", 0, "Mojo Solo"
"Right, because you were talking about when and the Hamptons.", "01:05:12", "01:05:17", 0, "Mojo Solo"
"Yeah.", "01:05:18", "01:05:19", 1, "Erin Abbott"
"Let's just pretend now.", "01:05:19", "01:05:21", 0, "Mojo Solo"
"Pretend this is the last five minutes of our call, because I have to

go take a nap, and my brain is crazy right
now.", "01:05:22", "01:05:29", 0, "Mojo Solo"
"Let's pretend we have a 75 foot karma shimmer
Hummer.", "01:05:30", "01:05:34", 0, "Mojo Solo"
"Hummer, right.", "01:05:34", "01:05:35", 0, "Mojo Solo"
"And the back of it is called, you know, like, I send you those
things.", "01:05:36", "01:05:40", 0, "Mojo Solo"
"I'm like, this looks like a cool one.", "01:05:40", "01:05:42", 0, "Mojo
Solo"
"I mean, you think about the ones that have, like,
the.", "01:05:42", "01:05:45", 0, "Mojo Solo"
"I want a garage door, one with that spits out jet skis or
something.", "01:05:45", "01:05:49", 0, "Mojo Solo"
"Right?", "01:05:49", "01:05:50", 0, "Mojo Solo"
"Yeah.", "01:05:50", "01:05:51", 1, "Erin Abbott"
"Helicopter, I guess that'd be too
much.", "01:05:52", "01:05:54", 0, "Mojo Solo"
"Does your dad know how to fly
helicopter.", "01:05:54", "01:05:57", 0, "Mojo Solo"
"Nope.", "01:05:57", "01:05:58", 1, "Erin Abbott"
"It's the only thing we don't have as a
pilot.", "01:05:58", "01:06:00", 1, "Erin Abbott"
"But Brian's brother is a pilot, so we could get a
pilot.", "01:06:00", "01:06:03", 1, "Erin Abbott"
"He could do a helicopter.", "01:06:03", "01:06:05", 0, "Mojo Solo"
"Sure.", "01:06:05", "01:06:06", 1, "Erin Abbott"
"All right, welcome.", "01:06:06", "01:06:07", 0, "Mojo Solo"
"Let's pretend that we have the stuff now,
right?", "01:06:09", "01:06:14", 0, "Mojo Solo"
"So you think of your vision board,
right?", "01:06:14", "01:06:17", 0, "Mojo Solo"
"You think of that.", "01:06:18", "01:06:19", 0, "Mojo Solo"
"And now we tell this vision into, you know,
we.", "01:06:19", "01:06:25", 0, "Mojo Solo"
"We translate the thoughts in our heads through words, and out comes
data.", "01:06:25", "01:06:30", 0, "Mojo Solo"
"And who's listening right now, Aaron, three years from
now.", "01:06:30", "01:06:36", 0, "Mojo Solo"
"So now when you want to start working towards all of
Kona.", "01:06:38", "01:06:45", 0, "Mojo Solo"
"Shut up.", "01:06:45", "01:06:46", 0, "Mojo Solo"
"If you start thinking about.", "01:06:47", "01:06:48", 0, "Mojo Solo"
"Does she hear me?", "01:06:48", "01:06:49", 0, "Mojo Solo"
"If you start thinking about getting all of this done and bringing
everyone along, you know, the best way to get to something is a plan,
right?", "01:06:50", "01:07:04", 0, "Mojo Solo"
"Wow.", "01:07:04", "01:07:05", 1, "Erin Abbott"
"Listen to you.", "01:07:05", "01:07:06", 1, "Erin Abbott"
"I know, right?", "01:07:06", "01:07:08", 0, "Mojo Solo"
"So now to go add one more whoosh of a curveball at

you.", "01:07:08", "01:07:14", 0, "Mojo Solo"
"In order to get the right answers, you have to ask the right questions politely.", "01:07:15", "01:07:28", 0, "Mojo Solo"
"Reducing load, cognitive load.", "01:07:29", "01:07:33", 0, "Mojo Solo"
"How can we make everyone's lives easier?", "01:07:34", "01:07:38", 0, "Mojo Solo"
"So instead of thinking about from where we took what were just talking about with ian's form, and then you showed your ClickUp form, and then we had the idea, oh, it'd be great if they could just edit the things right here and then taking it that one step farther in where everyone's kind of contributing their ideas to reducing load.", "01:07:39", "01:08:03", 0, "Mojo Solo"
"Right.", "01:08:03", "01:08:04", 0, "Mojo Solo"
"Yours is, I'm going to make this ClickUp form and look at how great it is.", "01:08:05", "01:08:08", 0, "Mojo Solo"
"And it works.", "01:08:09", "01:08:09", 0, "Mojo Solo"
"And it just.", "01:08:09", "01:08:10", 0, "Mojo Solo"
"It works.", "01:08:10", "01:08:11", 0, "Mojo Solo"
"So why are we recreating it then?", "01:08:11", "01:08:14", 0, "Mojo Solo"
"I look at that ClickUp form, and I look at ian's, and I kind of, you know, shudder.", "01:08:14", "01:08:19", 0, "Mojo Solo"
"I look at yours, I'm like, that's better.", "01:08:19", "01:08:20", 0, "Mojo Solo"
"I know aaron's doing it, right?", "01:08:20", "01:08:22", 0, "Mojo Solo"
"Yeah.", "01:08:23", "01:08:24", 1, "Erin Abbott"
"Then what I'm saying is, how could we even make it, you know, almost a game, you know, where, hey, in 1 minute or less, you will have your video ready.", "01:08:24", "01:08:38", 0, "Mojo Solo"
"And what we need to do is to prime them, which is part of this, you know, I got one more minute.", "01:08:42", "01:08:50", 0, "Mojo Solo"
"Psychology kind of robot that's listening to us right now.", "01:08:50", "01:08:53", 0, "Mojo Solo"
"Yeah.", "01:08:54", "01:08:55", 1, "Erin Abbott"
"You give him the problem, andrea will say, 1 minute, I get the video in 1 minute.", "01:08:55", "01:09:01", 0, "Mojo Solo"
"Oh, my God.", "01:09:01", "01:09:01", 0, "Mojo Solo"
"Why am I paying you a thousand or \$650 for that?", "01:09:02", "01:09:05", 0, "Mojo Solo"
"In 1 minute, I get a 600.", "01:09:05", "01:09:07", 0, "Mojo Solo"
"Why am I paying you 600?", "01:09:07", "01:09:08", 0, "Mojo Solo"
"You know, and so it's like, what?", "01:09:08", "01:09:12", 0, "Mojo Solo"
"Or do you want to pay \$650 and get what we're giving, you know, what we give them now?", "01:09:15", "01:09:22", 0, "Mojo Solo"
"Like, does it matter if it's 1 minute or 72 hours?", "01:09:22", "01:09:26", 0, "Mojo Solo"
"That psychology we have to test out of.", "01:09:27", "01:09:30", 0, "Mojo Solo"
"Because, like I said, it's done almost before you let go of the

button.", "01:09:31", "01:09:37", 0, "Mojo Solo"
"The video is done.", "01:09:37", "01:09:38", 0, "Mojo Solo"
"Yeah.", "01:09:38", "01:09:38", 1, "Erin Abbott"
"But there is a huge piece of the psychology that we have to find the balance.", "01:09:39", "01:09:43", 1, "Erin Abbott"
"And so that is, like, where I want you and I to kind of talk through things with our friend being very demure, very mindful, and those terms will be picked up so that our future selves the best version of our future self.", "01:09:43", "01:10:02", 0, "Mojo Solo"
"Right.", "01:10:02", "01:10:03", 0, "Mojo Solo"
"I have goals three years from now.", "01:10:03", "01:10:06", 0, "Mojo Solo"
"My goals are to be healthy.", "01:10:06", "01:10:09", 0, "Mojo Solo"
"Right.", "01:10:09", "01:10:09", 0, "Mojo Solo"
"Because if I'm not.", "01:10:09", "01:10:10", 0, "Mojo Solo"
"If I'm not healthy, I'm done.", "01:10:11", "01:10:13", 0, "Mojo Solo"
"Right?", "01:10:14", "01:10:14", 0, "Mojo Solo"
"Yeah, yeah.", "01:10:14", "01:10:15", 1, "Erin Abbott"
"Brain, body, mind, spirit, you know,
Mahdi.", "01:10:16", "01:10:20", 0, "Mojo Solo"
"Mahdi.", "01:10:20", "01:10:21", 0, "Mojo Solo"
"Body, mind, spirit.", "01:10:22", "01:10:24", 0, "Mojo Solo"
"Those are the three things that I'm working towards three years from now.", "01:10:24", "01:10:29", 0, "Mojo Solo"
"And if I put that out there into the universe, what happens?", "01:10:30", "01:10:34", 0, "Mojo Solo"
"Right now, I'm getting this.", "01:10:35", "01:10:38", 0, "Mojo Solo"
"This is where I'm going.", "01:10:38", "01:10:39", 0, "Mojo Solo"
"This is what I'm doing.", "01:10:39", "01:10:40", 0, "Mojo Solo"
"And I cannot follow rules to save my life, but my friend Cosmos can.", "01:10:40", "01:10:47", 0, "Mojo Solo"
"And so when I interact with him as myself, three years from now, who has already achieved success.", "01:10:47", "01:10:55", 0, "Mojo Solo"
"Right.", "01:10:56", "01:10:56", 0, "Mojo Solo"
"Three years from now, this.", "01:10:57", "01:10:59", 0, "Mojo Solo"
"If I get 80% of where I want to go, I mean, 10%, but no, 80%.", "01:10:59", "01:11:04", 0, "Mojo Solo"
"I'd be like, I want to create that.", "01:11:05", "01:11:09", 0, "Mojo Solo"
"That future, David.", "01:11:10", "01:11:11", 0, "Mojo Solo"
"I want to have the yacht.", "01:11:11", "01:11:13", 0, "Mojo Solo"
"I want to have your uncle, all your family there, everyone that you can trust.", "01:11:13", "01:11:18", 0, "Mojo Solo"
"And.", "01:11:18", "01:11:18", 0, "Mojo Solo"
"But be careful that we don't get sued, you know, drinking or whatever and stuff, but make it having a good old time, right?", "01:11:18", "01:11:26", 0, "Mojo Solo"
"Buying the.", "01:11:26", "01:11:27", 0, "Mojo Solo"
"Shipping it over to Mediterranean for.", "01:11:27", "01:11:30", 0, "Mojo Solo"

"Oh, yeah, we're gonna have it there for the, you know, the winter months or something.", "01:11:30", "01:11:35", 0, "Mojo Solo"
"Right.", "01:11:35", "01:11:35", 0, "Mojo Solo"
"Instead of the Caribbean.", "01:11:35", "01:11:37", 0, "Mojo Solo"
"That'd be so fun.", "01:11:37", "01:11:38", 0, "Mojo Solo"
"Yeah.", "01:11:39", "01:11:40", 1, "Erin Abbott"
"Yeah.", "01:11:40", "01:11:40", 1, "Erin Abbott"
"Greece.", "01:11:40", "01:11:41", 1, "Erin Abbott"
"So, huh.", "01:11:41", "01:11:42", 0, "Mojo Solo"
"We should be off Greece like the al Qaeda.", "01:11:43", "01:11:46", 1, "Erin Abbott"
"At a minimum.", "01:11:46", "01:11:47", 0, "Mojo Solo"
"Just fly over there at least, and spend, like, three weeks at, like, villas, you know, and that's like our mojo.", "01:11:47", "01:11:55", 0, "Mojo Solo"
"Three week, you know, trifecta hour or week vacation.", "01:11:55", "01:12:01", 0, "Mojo Solo"
"All right, I'm gonna let you go.", "01:12:02", "01:12:03", 0, "Mojo Solo"
"All right, I'll see you in the morning.", "01:12:04", "01:12:06", 1, "Erin Abbott"
"Bye.", "01:12:06", "01:12:07", 0, "Mojo Solo"