

Audio file

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Transcript

00:00:00 Amritha

Challenges that you faced and how we can so that we can find out how we can help you out in the platform so.

00:00:08 Amritha

Does that sound good?

00:00:12 Rachel Wang

Non profit.

00:00:18 Amritha

So we are not going for nonprofit right now.

00:00:22 Amritha

We want to actually create a tech.

00:00:26 Amritha

Business out of this?

00:00:28 Amritha

So that's that's.

00:00:29 Amritha

The idea reminded.

00:00:29

OK.

00:00:30 Amritha

So initially like we are trying to understand how we can monetize it or?

00:00:36 Amritha

You know, I I don't think right now we are.

00:00:37 Amritha

Looking into monetization aspect, we're trying to get as many interviews to see if this is a good fit for people or not.

00:00:47 Amritha

Yeah.

00:00:48 Amritha

And also understand what customers really need here.

00:00:52 Rachel Wang

So you have some like you're pretty new.

00:00:58 Amritha

Oh yeah, it is very new.

00:01:00 Amritha

Yeah.

00:01:02 Amritha

Yeah.

00:01:03 Rachel Wang

OK.

00:01:04 Rachel Wang

Yeah, you have some questions.

00:01:05 Amritha

Yeah.

00:01:06 Amritha

Yeah.

00:01:06 Amritha

So before I start, is it OK if I record the interview?

00:01:11 Amritha

Because I'll need to, you know.

00:01:14 Amritha

Get some transcripts and.

00:01:17 Amritha

Get it?

00:01:18 Amritha

OK.

00:01:19 Amritha

Yeah.

00:01:19 Amritha

Thanks.

00:01:20 Amritha

I'll just start the recording.

00:01:24 Amritha

Alright.

00:01:25 Amritha

So.

00:01:27 Amritha

Just like how long have you been in this small business?

00:01:32 Amritha

Uh, you know like.

00:01:34 Rachel Wang

The coffee shop last April.

00:01:37 Rachel Wang

Is like, yeah, 11 months.

00:01:41 Amritha

OK, that's pretty good.

00:01:42 Amritha

Like and.

00:01:44 Amritha

How did you like what was your biggest challenge in this?

00:01:48 Amritha

In this.

00:01:49 Amritha

Starting of the journey and you know, like during and even now like.

00:01:54 Amritha

I just want to understand like your current problems that you have and what are you doing about it right now?

00:01:59

Having.

00:02:03 Amritha

Yeah.

00:02:04 Rachel Wang

Yeah, I think so.

00:02:05 Rachel Wang

Biggest challenge is the labor labor cost is really high and the uh.

00:02:08

MHM.

00:02:14 Rachel Wang

The shift that the people.

00:02:16 Rachel Wang

That process, they change a lot, so we need to.

00:02:19

MHM.

00:02:24 Rachel Wang

Take a lot to.

00:02:25 Rachel Wang

New people over here.

00:02:28

Mm-hmm.

00:02:29 Rachel Wang

You're looking here?

00:02:30 Rachel Wang

And thanks everybody happy.

00:02:33 Rachel Wang

I think that's.

00:02:34 Rachel Wang

The biggest change?

00:02:36

OK.

00:02:36 Amritha

And what about when you were starting out?

00:02:43 Rachel Wang

Start.

00:02:44 Amritha

Yeah, when you opened your cafe.

00:02:47

Yeah.

00:02:47 Rachel Wang

I think the.

00:02:49 Rachel Wang

The hiring.

00:02:50

Yeah.

00:02:50 Rachel Wang

Related to the people, I think the people is the hardest thing.

00:02:55 Amritha

OK.

00:02:57 Rachel Wang

Like pretty, I think the the coffee industry is.

00:03:02 Rachel Wang

It's kind of a mature industry.

00:03:06 Rachel Wang

Here.

00:03:07 Amritha

OK.

00:03:08 Rachel Wang

Good community.

00:03:09 Rachel Wang

Roasters and coffee shops.

00:03:12 Rachel Wang

We help each other.

00:03:14 Amritha

OK, so how do you find your community right now?

00:03:19 Rachel Wang

Uh, yeah, we need a topic games, right? So.

00:03:22 Rachel Wang

I contact with several local coffee roasters.

00:03:29 Rachel Wang

Talked about and try them.

00:03:32 Rachel Wang

Beings.

00:03:34 Rachel Wang

Yeah.

00:03:34 Rachel Wang

And they are very structured, happy to share, share it with us.

00:03:43 Rachel Wang

Business knowledges, OK?

00:03:45 Amritha

And like what about like marketing and?

00:03:49 Amritha

All of those was that a problem for you at all?

00:03:54 Rachel Wang

Ohh not say that I think the.

00:03:59 Rachel Wang

The the delivery, the coffee.

00:04:01 Rachel Wang

Your puppies, good or not, this thing is.

00:04:04 Rachel Wang

Determining the.

00:04:05 Rachel Wang

Determined your business.

00:04:09 Rachel Wang

We we didn't spend anybody for that partisans or marketing things.

00:04:17 Amritha

OK.

00:04:18 Amritha

And what about like accounting does?

00:04:23 Rachel Wang

We also asked our.

00:04:27 Rachel Wang

Yeah, I think they they did a good job.

00:04:30

Yeah.

00:04:31 Rachel Wang

Really happy with that.

00:04:33 Amritha

OK.

00:04:33 Amritha

And like when how did you find the accountants like?

00:04:38 Amritha

Was not.

00:04:40 Rachel Wang

It's not my first the.

00:04:41 Amritha

Oh, OK.

00:04:43 Rachel Wang

But.

00:04:44 Rachel Wang

Summer.

00:04:46 Amritha

OK, alright.

00:04:47 Amritha

So you're like an experienced person.

00:04:49 Amritha

Who knows how it most of the things goes on South?

00:04:53 Amritha

There's more like you're trying a new Ave. right?

00:04:58 Rachel Wang

Yeah, and still have a retail.

00:05:02 Rachel Wang

Experience.

00:05:05 Rachel Wang

You.

00:05:06 Rachel Wang

I I did a lot of business before different.

00:05:10 Amritha

OK all and so.

00:05:16 Amritha

So.

00:05:18 Amritha

Quick question like.

00:05:19 Amritha

Right now you said about like, how did you find your space?

00:05:23 Amritha

Was there any problem?

00:05:25 Amritha

Finding the location and.

00:05:30 Amritha

You know.

00:05:30 Amritha

Like finding the right leads negotiation.

00:05:35 Rachel Wang

Yeah, that's not easy I about this please.

00:05:40 Rachel Wang

And they're lucky. Mm-hmm.

00:05:41

MHM.

00:05:42 Rachel Wang

Just a hired agent to find the venue for us.

00:05:50 Rachel Wang

That didn't those go well.

00:05:53

Mm-hmm.

00:05:54 Rachel Wang

In the same file I have a friend.

00:05:58 Rachel Wang

In the hey text me.

00:06:00 Rachel Wang

Oh, there is a shop in Belleville.

00:06:02 Rachel Wang

They wanna sell.

00:06:03 Rachel Wang

Their shops.

00:06:06 Rachel Wang

Yeah.

00:06:06

Mm-hmm.

00:06:09 Rachel Wang

See the police and the.

00:06:11 Rachel Wang

Match the owners.

00:06:15 Rachel Wang

And then we.

00:06:17 Amritha

OK.

00:06:18 Amritha

So you want like a connection?

00:06:20 Amritha

That helped you find this place.

00:06:23 Rachel Wang

Yeah. OK.

00:06:24 Amritha

So was there any help required in the lease negotiation and all those things?

00:06:31 Rachel Wang

I have a.

00:06:33

Mm-hmm.

00:06:34 Rachel Wang

Yeah.

00:06:35 Rachel Wang

And that they help me to to the.

00:06:38 Rachel Wang

So is this like I like?

00:06:40 Rachel Wang

Bought a coffee shop.

00:06:42 Rachel Wang

So it's not new.

00:06:45 Rachel Wang

Acquisition.

00:06:47 Rachel Wang

Agreement.

00:06:49 Rachel Wang

Also, the negotiation with the landlord.

00:06:52 Rachel Wang

Boss, that these on this desk.

00:06:54 Rachel Wang

I think by now you're.

00:06:58 Rachel Wang

So those rule.

00:06:59 Rachel Wang

Is out of it.

00:07:00

It's.

00:07:02 Amritha

OK, so you've had this lawyer for a long time.

00:07:05 Amritha

Is it like?

00:07:06 Rachel Wang

Oh no, the lawyers.

00:07:10 Rachel Wang

Yeah.

00:07:12 Rachel Wang

Introduce divided by one of my friends.

00:07:16 Amritha

OK.

00:07:17 Amritha

And.

00:07:20 Amritha

So was it so it looks like you actually had.

00:07:23 Amritha

Like a good connection where you were able to easily find resources like lawyers, accountant.

00:07:30 Amritha

And all of that, like his, has it been always the same?

00:07:34 Amritha

Like when you run the previous businesses.

00:07:36 Amritha

Yeah.

00:07:38 Rachel Wang

Yeah.

00:07:42 Rachel Wang

Sure.

00:07:43 Rachel Wang

Wow.

00:07:45

MHM.

00:07:46 Amritha

OK and.

00:07:49 Amritha

Are you interested in like?

00:07:52 Amritha

Helping.

00:07:53 Amritha

New businesses or like, you know, upcoming businesses in.

00:07:58 Amritha

Discussing like, you know their challenges and you know, like help them with mentorship and all those things.

00:08:05 Rachel Wang

Yeah, I'm thinking two another function of the coffee.

00:08:11

Mm-hmm.

00:08:11 Rachel Wang

So that's it.

00:08:12 Rachel Wang

The main challenge is how to find the equation a retail business location is OK.

00:08:16

Mm-hmm.

00:08:20 Rachel Wang

So is that important to like the location?

00:08:24 Rachel Wang

That.

00:08:25 Rachel Wang

Is not easy.

00:08:26 Amritha

Yeah.

00:08:27 Amritha

So.

00:08:28 Rachel Wang

To start with.

00:08:30 Rachel Wang

Relate to the experience I.

00:08:33 Rachel Wang

Working with the agents before.

00:08:37 Rachel Wang

This one it's very difficult.

00:08:41

OK.

00:08:42 Amritha

When you found this place, right?

00:08:44 Amritha

Like, did you look up some like information like demographics?

00:08:49 Amritha

And what sort?

00:08:50 Amritha

Of foot traffic, you get to decide that, OK.

00:08:53 Amritha

This is a good place for me to buy like.

00:09:01 Rachel Wang

Is no.

00:09:03 Rachel Wang

I didn't know much discussion, but I.

00:09:07 Rachel Wang

I came here like every day, you know, a week.

00:09:12

Yes.

00:09:12 Rachel Wang

The traffic.

00:09:15 Rachel Wang

Yeah, I think that's it.

00:09:16 Rachel Wang

And The Walking around books around to see.

00:09:21 Rachel Wang

Hmm.

00:09:22 Rachel Wang

And the other shops, something like that.

00:09:25 Rachel Wang

But not like.

00:09:26 Rachel Wang

Statistically.

00:09:28 Rachel Wang

Research or something?

00:09:31 Amritha

OK.

00:09:33 Amritha

And like, did you have?

00:09:37 Amritha

So you work with an agent to get this like.

00:09:40 Amritha

Acquire this business right?

00:09:43 Amritha

Did like what was the expectation for the landlord to give you this business?

00:09:52 Amritha

Like was that?

00:09:54 Rachel Wang

Perfect.

00:09:56 Rachel Wang

While the.

00:09:57 Rachel Wang

Function from the place to someone.

00:10:01 Rachel Wang

With its pure.

00:10:02

Mm-hmm.

00:10:08 Rachel Wang

But I didn't have any experience in this.

00:10:12 Rachel Wang

Area.

00:10:12

Mm-hmm.

00:10:15 Rachel Wang

But the difference is I.

00:10:18 Rachel Wang

Hurt.

00:10:19 Rachel Wang

Purchase the the shop bother the other owner so that.

00:10:23 Rachel Wang

Owner.

00:10:24 Rachel Wang

Helped me.

00:10:25 Rachel Wang

To do the negotiate with another team.

00:10:28 Amritha

Got it.

00:10:29 Amritha

OK so.

00:10:31 Rachel Wang

If I wanna.

00:10:32 Rachel Wang

Find something with you will be much easier.

00:10:35 Amritha

Uh.

00:10:38 Rachel Wang

Coffee shop.

00:10:39 Rachel Wang

Right.

00:10:40 Amritha

Yeah, that history actually helps, right?

00:10:42 Amritha

Like find that so.

00:10:46 Amritha

When you have to show that, OK, you have run this thing.

00:10:50 Amritha

What sort of documentation would they ask?

00:10:54 Amritha

The reason why we are asking is like.

00:10:57 Amritha

I'm just trying to understand what.

00:10:59 Amritha

Is the process like.

00:11:00 Amritha

Is there a way streamline process in this either yeah.

00:11:06 Rachel Wang

Yeah, I don't think it's the the typical.

00:11:09 Rachel Wang

Case because the.

00:11:13 Rachel Wang

Yeah.

00:11:15 Rachel Wang

Cannot the police with the former owner, so they didn't ask any like documentation from me.

00:11:17

Mm-hmm.

00:11:24

Hmm.

00:11:25 Rachel Wang

The only thing they want they collect.

00:11:27 Rachel Wang

The insurance.

00:11:28 Amritha

OK.

00:11:30 Rachel Wang

I think that's it.

00:11:32

OK.

00:11:32 Amritha

Alright, that's that's.

00:11:36 Amritha

That's actually really nice.

00:11:37 Amritha

I was actually checking your cafe out.

00:11:40 Amritha

It was, you know, it looked really beautiful, yeah.

00:11:44 Amritha

I.

00:11:47 Amritha

I am actually in Snohomish.

00:11:51 Amritha

So it's yeah, it's just right down near the Mill Creek border.

00:11:57 Amritha

Yeah.

00:11:57 Amritha

So like, I really love the way you have decorated the place like.

00:12:03 Amritha

Was that already there in the location or did you have to get some designer or architect to change it according?

00:12:12 Amritha

To your vision.

00:12:13 Rachel Wang

We we didn't do.

00:12:17 Rachel Wang

Change and then.

00:12:18 Amritha

OK.

00:12:20 Rachel Wang

Just the small things.

00:12:22 Rachel Wang

Those.

00:12:25 Amritha

Yeah, that is very challenging.

00:12:27 Amritha

Like I've heard construction getting somebody to design redesign.

00:12:32 Amritha

Can be hard.

00:12:33

Yeah.

00:12:34 Amritha

Did you have to work with permitting and all of that?

00:12:36 Amritha

Because it was there any additional permitting required?

00:12:41

Sorry.

00:12:42 Rachel Wang

Do.

00:12:43 Amritha

Yeah.

00:12:43 Amritha

So I was asking like, did you have any problems with?

00:12:47 Amritha

Permitting and all permits for your location.

00:12:51 Amritha

You know, for your coffee shop.

00:12:54 Amritha

Permit.

00:12:55 Amritha

Permit.

00:12:57 Amritha

BER MIT.

00:13:00 Rachel Wang

DER.

00:13:02 Amritha

MIT and.

00:13:05 Rachel Wang

Eyes German.

00:13:09 Amritha

So like you know.

00:13:11 Amritha

For having a kitchen, you need.

00:13:14 Amritha

Some sort of permit to say that you.

00:13:17 Amritha

From the government saying that you are allowed to have a functioning kitchen.

00:13:21 Amritha

You know things like that, those are things.

00:13:25 Rachel Wang

Like.

00:13:27 Rachel Wang

That's.

00:13:28 Rachel Wang

It's just the.

00:13:30 Rachel Wang

The end of the.

00:13:31 Rachel Wang

Pastries.

00:13:31 Rachel Wang

So it's very easy.

00:13:32

Yeah.

00:13:34

OK.

00:13:35 Amritha

Yes, that sounds great like.

00:13:39 Amritha

Yeah, I think I am almost like I'm.

00:13:42 Amritha

I'm almost done with my questions.

00:13:44 Amritha

I just wanted to ask you if.

00:13:48 Amritha

Like, if you're interested in like when we have a prototype.

00:13:53 Amritha

To, you know, like participate in the testing.

00:13:57 Amritha

Is it OK?

00:13:58 Amritha

If we reach out to you again when we have, like some prototypes or you know.

00:14:01 Amritha

Designs that might.

00:14:06 Rachel Wang

Have.

00:14:07 Amritha

Mobile app.

00:14:08 Amritha

So we are trying to build.

00:14:09 Amritha

Something like a mobile app where you know like where we try to create.

00:14:15 Amritha

Let me share.

00:14:17

Small.

00:14:20 Amritha

Just a SEC.

00:14:38 Amritha

Yeah, sorry.

00:14:41

Yes.

00:14:47 Amritha

Yeah.

00:14:48 Amritha

So what we were trying to do is like, you know.

00:14:51 Amritha

Create for a small business like create.

00:14:54 Amritha

A workflow where you know they can actually help.

00:14:58 Amritha

Find the resource they're looking for.

00:15:00 Amritha

Let me know if you can see my screen.

00:15:03 Rachel Wang

Yeah.

00:15:03 Rachel Wang

Yeah, I can see.

00:15:04 Amritha

OK, so one of the things that we have noticed is like finding a space is hard.

00:15:09 Amritha

Like finding local resources who can help you with your.

00:15:13 Amritha

You know like.

00:15:15 Amritha

A brick and mortar small business or any other.

00:15:18 Amritha

Like creating a business plan or things like that.

00:15:21 Amritha

So we wanna create workflows where it's easy for.

00:15:25 Amritha

Small business to, you know like expand or you know continue working you know?

00:15:32 Amritha

Finding these places.

00:15:35 Amritha

To make it simpler, so one of the workflow is to you know like.

00:15:40 Amritha

When a business is starting off and then they want to actually work on their business.

00:15:45 Amritha

Sun and create a financial projections are create a brand so it's usually done with pop-ups so.

00:15:51 Amritha

We actually want to have that workflow where they can find.

00:15:57 Amritha

Places for pop ups and you know, like once they find that they can actually see.

00:16:05 Amritha

Like for example if I want.

00:16:06 Amritha

To.

00:16:07 Amritha

Host a pop up on an OSS like.

00:16:10 Amritha

Existing business and they, you know, I can see what is the history behind it and what are the IT does this business match the kind of audience that I.

00:16:22 Amritha

Want to go for?

00:16:23 Amritha

So you know, you can actually get those information from the mobile and then post the.

00:16:30 Amritha

Web host that pop up there so you know like that's that's kind of one of the workflow that we have.

00:16:38 Amritha

And there's also another workflow where we we are trying to.

00:16:43 Amritha

Help you connect with.

00:16:45 Amritha

A local resource or, you know, find a broker that meets your.

00:16:50 Amritha

Specification.

00:16:53 Amritha

You know, this is the local resource bit where you know you have a issue with the.

00:16:59 Amritha

With your cafe that you want to get some help with and you know you can directly chat with them so things like that.

00:17:06 Amritha

So this is one of the workflows that we have and I was wondering if you are interested in participating.

00:17:13 Amritha

In this it.

00:17:15 Amritha

You know, like testing.

00:17:18 Amritha

And also.

00:17:19 Amritha

You know, signing up and see how it progresses.

00:17:26 Rachel Wang

So you're.

00:17:27

Mm-hmm. Yeah.

00:17:29

Yeah.

00:17:29 Rachel Wang

So we.

00:17:30 Rachel Wang

Application is the platform.

00:17:34

Yes.

00:17:35 Rachel Wang

So.

00:17:36 Rachel Wang

Hi.

00:17:37 Rachel Wang

Under the.

00:17:39 Amritha

Yeah.

00:17:39 Amritha

So before like John me, there are two more people who are.

00:17:45 Amritha

The founders, yeah.

00:17:48 Amritha

Yeah.

00:17:48 Rachel Wang

So you you you have the like.

00:17:54 Amritha

No, we are actually just running on our investment right now.

00:17:58 Amritha

We are.

00:17:59 Amritha

We'll only go join.

00:18:03 Amritha

Probably like by Combinator and all those things.

00:18:05 Amritha

Once we have a solid foundation, so that's why we are trying to create a.

00:18:10 Amritha

Foundation, where we know that this is the app that people like right now.

00:18:15 Amritha

We're trying to build a B.

00:18:16 Amritha

2B business, right?

00:18:17 Amritha

So we want to make sure that the customers who are in our platform really like this.

00:18:24 Amritha

App and they want to come back.

00:18:25 Amritha

So we want.

00:18:26 Amritha

To make sure that we have that.

00:18:28 Amritha

Story well designed.

00:18:31 Amritha

Yeah.

00:18:33 Rachel Wang

How long have you worked?

00:18:37 Amritha

So I think.

00:18:39 Amritha

I think from from last year.

00:18:44 Amritha

Yeah.

00:18:46

Yes.

00:18:48

Hi.

00:18:50 Rachel Wang

Yeah.

00:18:51 Rachel Wang

I.

00:18:54 Rachel Wang

Need to start up in China?

00:18:56 Rachel Wang

Like couple years ago.

00:18:58 Amritha

OK.

00:18:59 Rachel Wang

Yeah, to a vacation. Uh-huh.

00:19:03

Yeah.

00:19:05 Rachel Wang

So so that to.

00:19:10 Amritha

Nice.

00:19:11 Rachel Wang

2019.

00:19:12 Amritha

That's amazing.

00:19:13 Rachel Wang

And the after that.

00:19:16 Amritha

OK.

00:19:17 Amritha

That's really good.

00:19:18 Amritha

Like what was the app?

00:19:20 Amritha

Would I know anything about it?

00:19:23 Rachel Wang

It's it's a app for the college students.

00:19:26 Amritha

Oh.

00:19:26

Should.

00:19:27 Rachel Wang

Do their schedule and also.

00:19:28

Are you?

00:19:30

Uh.

00:19:31 Rachel Wang

Is it cut collective schedule?

00:19:34

OK.

00:19:36 Rachel Wang

Score paper.

00:19:38 Amritha

Yeah, that's actually good for.

00:19:42 Rachel Wang

Users with.

00:19:46 Amritha

Yeah, that.

00:19:48 Amritha

That is the hardest part, right?

00:19:50 Amritha

Like that.

00:19:51 Amritha

That's why we so since it's a marketplace, it becomes a chicken and egg problem.

00:19:56 Amritha

Like, do we get the?

00:19:57 Rachel Wang

Yeah.

00:19:59 Amritha

Yeah.

00:20:00 Amritha

And so we initially made a mistake of, you know.

00:20:04 Amritha

I won't say like completely a mistake, but we were not focused initially on customers.

00:20:09 Amritha

We were like, we had this idea.

00:20:11 Amritha

We spoke to a couple of people.

00:20:12 Amritha

And we were like, OK.

00:20:13 Amritha

You know what we think this.

00:20:14 Amritha

Will solve that problem.

00:20:16 Amritha

So we build the app so that's why like we last year.

00:20:20 Amritha

We focused on building the app.

00:20:21 Amritha

We have an app right now.

00:20:24 Amritha

But you know, like we don't know if that actually.

00:20:28 Amritha

Will get people on board, so that's why we are like doing these.

00:20:33 Amritha

Interviews.

00:20:34 Amritha

And seeing how it can help us out.

00:20:38 Amritha

If what is the point where we can get you back on the platform and start creating transactions and you know from that?

00:20:48 Amritha

How?

00:20:48 Amritha

Do we monetize?

00:20:49 Amritha

So initially it will be like a free model and then how do we get more transactions in to show that?

00:20:56 Amritha

This is a successful place.

00:20:58 Amritha

Yeah, yeah.

00:20:59 Amritha

So that's the challenging bit.

00:21:03 Amritha

Yeah.

00:21:04 Rachel Wang

What?

00:21:04 Rachel Wang

What is that?

00:21:05 Rachel Wang

You when you kept some information you can apply for the the YC.

00:21:10 Rachel Wang

You can apply for YC now.

00:21:13 Amritha

Yeah, we were actually debating about that.

00:21:17 Amritha

So The thing is why?

00:21:18 Amritha

See, we have to.

00:21:20 Amritha

Like, I mean, we were planning to apply for it.

00:21:24 Amritha

But we felt like we still have a lot.

00:21:28 Amritha

Of holes in our.

00:21:29 Amritha

Idea.

00:21:31 Amritha

And that's why we are like.

00:21:32 Amritha

OK, we need to.

00:21:34 Amritha

You know, fill that holes.

00:21:36 Amritha

We still have time, by the way, like April.

00:21:39 Amritha

Is the deadline where for this year.

00:21:42 Amritha

For this summer and we will decide by end of March that if it's a good.

00:21:48 Amritha

Place.

00:21:49 Amritha

To you know.

00:21:50 Amritha

Start applying and the other thing is tech stars.

00:21:55 Amritha

In Seattle that we are planning, those are the two places that we want to apply for initially.

00:22:00

Yeah.

00:22:04

Yeah.

00:22:06

Yeah.

00:22:07 Amritha

Yeah.

00:22:08 Amritha

Thank you so much.

00:22:09 Amritha

I I just wanted to say, like I really love your cafe.

00:22:13 Amritha

So it's.

00:22:15 Amritha

Congratulations and.

00:22:17 Amritha

Oh, yeah, yeah, definitely, definitely.

00:22:21 Amritha

I really didn't know if it was a.

00:22:25 Amritha

Physical meeting and if.

00:22:27 Amritha

If I had known, I would have definitely, you know.

00:22:30 Amritha

Come there.

00:22:31 Amritha

Yeah, that was my mistake.

00:22:32 Amritha

But next time, I'm definitely coming.

00:22:37 Rachel Wang

Like I am.

00:22:39 Rachel Wang

Will be this time and this side.

00:22:45 Amritha

Yeah.

00:22:46 Amritha

Yeah, that was.

00:22:47 Amritha

Yeah, I John was off last week, so I I couldn't actually speak to him.

00:22:53 Amritha

So that's why like I was like, OK, this is an online meeting and that's that's.

00:22:57

That.

00:22:58 Amritha

But next time we are definitely coming.

00:22:59 Rachel Wang

In and I'll I'll say.

00:23:02 Rachel Wang

Yeah.

00:23:03 Rachel Wang

And then my also let's see.

00:23:06 Rachel Wang

Entrepreneurs.

00:23:07 Amritha

OK.

00:23:08 Rachel Wang

And he is a white combination alumni.

00:23:12 Amritha

Oh, that's amazing.

00:23:14 Amritha

Like if he is interested, we would love to talk to him like.

00:23:19 Amritha

You know, get his feedback.

00:23:21 Amritha

At this point, we want to talk to as many people as possible to help us.

00:23:26 Amritha

You know, build the saying if if he's interested.

00:23:29 Amritha

I would love to.

00:23:30 Amritha

Chat with him and you know.

00:23:32 Amritha

We'll get.

00:23:34 Amritha

All our friends, you know, I mean all the.

00:23:37 Rachel Wang

One was giving you already.

00:23:39 Amritha

Yeah, yeah, yeah.

00:23:42 Amritha

Awesome.

00:23:45 Amritha

OK.

00:23:45 Amritha

That's great.

00:23:48 Amritha

Thanks Rachel.

00:23:49 Amritha

Really appreciate your time.

00:23:50 Amritha

Like, you know, spending time on this, uh, we really appreciate your insights and this is really important for us.

00:23:59 Rachel Wang

Yeah.

00:23:59 Rachel Wang

Thank you.

00:24:00 Amritha

Thank you.

00:24:02

MHM.

00:24:03 Rachel Wang

Really.

00:24:05 Rachel Wang

One of the this work.

00:24:06 Rachel Wang

Yeah, I think.

00:24:09 Rachel Wang

There is like like for like this.

00:24:12 Rachel Wang

Will be very helpful.

00:24:14 Rachel Wang

Yes, let me.

00:24:16 Rachel Wang

But while they expand but another.

00:24:19

Mm-hmm.

00:24:20 Amritha

Yeah. OK.

00:24:24 Amritha

Yeah, fingers crossed.

00:24:27 Rachel Wang

OK.

00:24:27 Rachel Wang

Yeah.

00:24:28 Amritha

Nice to meet you too.

00:24:30 Rachel Wang

See. Yeah.

00:24:31 Amritha

Yeah.

00:24:32 Amritha

Thank you.

00:24:32 Rachel Wang

Goodbye. Bye.

Subject: 🐝 Join Urbanhive: Connect, Thrive, Succeed!

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