How The Identity You Lose Can Reveal Your Voice Transcript

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Podcast Intro and Guest Introduction

We want to duplicate the mindset because we can duplicate results. Then the skillset. You can't out mindset your skillsets. I think I can. Does not mean you can, you actually have to get better.

And in this entrepreneur space, so many people just, I just get 1% better every day and all this other stuff. It's like, yeah, but you got to sharpen that saw.

Welcome to the TBD Fit Podcast on Dr. Talks. I'm your host, Daniel Keeley, and I will be guiding you through this wellness journey in terms of optimizing health and longevity, where we unpack the science, the dos, dos and everything in between.

Come join us. Look forward to seeing you inside. Welcome back to another episode of the Tbd Fit podcast, we explore the intersection of health performance mindset and optimal living.

I'm your host, Daniel Keeley. I am a functional medicine practitioner. And today we are joined by a man whose story is both deeply human and profoundly transformational.

Daryl Stinson. Darryl is the co-founder of Seating Greatness, a movement dedicated to restoring humanity through storytelling leadership and healing centered communication.

A former D1 athlete. His journey is not just one of success, but of survival. And I'll allow him to share that message here soon enough as a two times TED speaker.

His work has earned him recognition as the top 100 athlete, award-winning higher education communicator, and one the leading voices in suicide awareness and personal transformation.

But what makes his voice so powerful is that was forced through pain. As you know, I say all the time, pain drives purpose. Today, we're definitely going to unpack that.

So, Daryl, welcome to the show. What up, what up. Love it. So I love opening every episode with allowing the guests to provide their origin story, which I know you've said probably quite a bit of times for now.

But so feel free to providing any spin, including the ages of your kids, as we found out online. Go ahead. What has led you to do what you're doing today?

At the core I'm a communicator who literally ran from my inner nudge to be a speaker because I wanted to hide behind high-performance athletics.

Darryl Stinson's Origin Story

And so, you know, I was born in Jackson, Michigan. My mother had me when she was a junior in high school. my father was actually a freshman in college.

He actually was playing at the school that I went to college to, Central Michigan University. It's a freaking nature, it's 6'2 safety. They ran a 4'3, 40 back in the day.

and so I, was definitely a monster. I would say, I was always a kid that really didn't fit in. I guess growing up I would tease for being a black kid I talked and act white. I was not really a tough guy.

So I often like bullied and kind of made fun of. And I didn' know how to dress when I'm poor. So I called sloppy. And

so I had a lot of insecurity growingup.

It was like this huge, I got to change who I am authentically to fit with other people was kindof the narrative that I operating by. And sports was really a mask to cover, hide that insecurity.

I saw that people, you know, wasn't making fun of me as much when I was playing against some of the best competition in the nation. The girls were asking me to hang out more when i was averaging certain points per game and so that started to the athletic success started to fuel, you know, my insecurity.

And so inevitably, I earned a full ride scholarship to play football at Central Mission University and was supposed to be one of the next best athletes to come out of that program.

I'll never forget when our coach looked across for me and Antonio Brown, and he's like, hey, it's not a matter of if. you guys are going to go to the league.

It's only a matter of when. And a couple, two years later, Antonio Brown entered the NFL draft early as a junior, became one of the top 10 receivers of all time, arguably, to play the game of football at the professional level.

A couple months later I was rushed to The Emergency Room to have back surgery on L4, L5. So I had the back-surgery. Coaches saw that, hey man, listen, we value your leadership.

We're still going to honor your scholarship. I was a true freshman and you'll come around football whenever you want to. So, hey man, free education and get to be around all the sports activities.

What more could you ask for? Well, I wanted to maintain that sense of security that I got from being an athlete and so I didn't want let it go. And so, sports wasn't just what I did, it was who I And so I begged them to allow me to come back to play the game of football.

I signed a liability waiver so that they would not be liable for my injury or death should it happen on the field. And I played and started for two years as a defensive end on a top 25 football program in the nation because of opioid pills.

So I was taking painkillers to numb my physical pain. to kill my pain signals shooting down my legs. I was doing acupuncture, physical therapy, seeing specialists, epidural shots, like anything I could do to try to numb the pain and, you know, get some mobility around L-405.

And I did that for about two years, and the opioids I taking was thinning my blood. And every time I made contact on the field, you know, during practice or games, my nose would bleed.

And the coaches saw that I was not having allergies and they kicked me off the team. That's when I no longer had that outlet of playing high performing sports to deal with my emotions.

I did not have a tool set or a skill set on how to communicate, express my emotion. Um, like I didn't, I told myself at that time I wasn't even an emotional person, but the truth is I had just learned how to bottle it all up.

And so, you know, imploded and started to make these multiple attempts to end my life. That was kind of what led me to a psychiatric unit in Detroit, Michigan.

I was there that, everything changed for me. Certainly a powerful story, one that I can resonate with only because again, on scholarship at a D1 school playing soccer, Northwestern at 16 was selected for the men's national team to represent our country, went to go play afterwards in Europe.

And then. Due to career ending injuries, that too was cut short. And then the question is then how do you move on to the next chapter? As you said, it's not only what you love, It's your identity.

When that's taken for you, the questions becomes who are you? What can you contribute? How do even live? What kind of wage can you earn? How do you transition?

So fast forward, you went to the psych ward, I assume that they armed you with specific tools or perhaps medicated you further. I don't know. You tell me.

But what was that transition looking like right after that? I said, yeah, it was a lot of therapy, a A lot of investing in myself, a lot solitude time, and a reflection.

Knowing you've been other versions of yourself for so long that you lose sight of your self. It was like trying to navigate my internal identity with no flashlight.

And so, you know, I had to get some flashlights, buy some assessments, some tools, look in the mirror, learn about You know, spirituality and purpose and consciousness, all these things to really help, you know.

Enlighten, awaken, clarify. And man, I just think just, it's like, we say this about you don't discover your purpose, You uncover it. I think I was just uncovering all of these false layers that I had put on myself, these paradigms that I thought that's who I needed to be or how I need it to in order to get ahead in life.

And it just peeling off one layer by layer until you get to the core essence of me. That's how, I essentially navigated that, you know, some of those early lots of therapy, lots reflection and lots, of, really seeing what resonated with my soul.

So you're amassing a new toolkit, but where does someone start? Obviously you look in the mirror, you acknowledge the new reality. All right. Much like I had to do.

How do you begin to decide? Where your purpose resides and he said you uncover your Purpose and pain drives that certainly but where like to give someone perspective What are the next tangible steps that someone can take in situations like us?

Well, first of all to people who usually fall into two camps when they do that first part of the leg usually camp one is I found clarity. I know I have a direction.

Okay. Like I, you know, even if it's not like a career that I'm sold out for, maybe like an itch I want to scratch, this thing I wanna try. It's this community I wanted to serve.

This idea I maybe wanna launch. And so they have like some idea that's using one camp of people. The other camp of people, it's like, they feel like they really don't get anything.

They're like. Yeah, you know, okay. It's, like the end people. And what I say to those people is like follow the smallest nudge you got. Cause they, what usually happens is they're, yeah, I only got nothing.

I'm the, this doesn't really matter. Just like helping out people but there's just this one thing. That thing. That one thing, you know? And so I say that because I know that there's gonna be people that are like, I don't know about that.

And it's like no, follow the little nudges. The little things. It's not always the big thing And then once you do that, I usually run a play called Rising to Greatness as one of my keynotes.

And this is what I've said has helped me to be successful as a high, high level athlete. That's how I became top 100 in the world. It helped to win number one, number three in higher education for internal, external communications with the help of a team.

Uh, it helped be to do a Ted Talk that did 2 million views in a year and a half. Thank you. It helped me to become successful as a speaker in the faith-based industry.

And it's helped to me become a successful, as high-ticket coach in an entrepreneur space. That's helping me be successful at a TEDx specialist coach, a license holder.

So where every time we host an event, we get a speak or two, that's the top ten every single year. So I say that because at the core of each of those things, they sound different, but there's one primary operating system running.

It's what I call our system of success. At the moment where you feel like you have that direction of your purpose. At that moment is when you run the rising to greatness play.

Okay. Which is I am going to study the mindset, this duplicate the skillset, and then get around the network of the best in the industry. So if, if I say I want to be a canoe artist, I don't know what that is.

I just made that up. Then I would go, okay, what is the mindset? What is this skill set? what does the network of the number one, uh, canoe artists in the world?

I knew I wanted to be a speaker. I'd say, Okay, What does mindset, the skill, set the, network. If I know I want to, be, a good writer. What, does, mindset the skillset of network?

If, I, knew, wanted, to. Be a, good, graphic designer. what, is, that mindset to skill-set the. Network. Okay. mindset. Mindset is not how high one thinks typically in traditional personal development.

That's the first place people go. Okay, hey, 10x, 100x. 100X, think higher, be better, bigger. That's not how you become the best. You become best by learning how the the see, see about their craft.

What is their mindset about there craft? And I'll give you a hint. Most experts, matter of fact, I would say all experts view the fundamentals of their crafts way different than average people view the fundamentals of their graph.

You know, so I'll give you an example in sports.

Recovery, Purpose, and Finding Direction

It was typically like, when we talked about in football, your stance that you were in when you started, When we talked about who has leverage in terms of your hip mobility and who as leverage, in term of, you know, your thrust in a head-to-head collision.

These are fundamental things that learning how the best in the world thought about them helped me to become one of the Best in The World. And for all of our industries, career paths, there are, There's a way that the experts think about the fundamentals that people who are average do not.

Okay, so our mindset, we want to duplicate the mindset because we can duplicate results. Then the skillset. I always tell people you can't out mindset your skills set.

You just can. Just because you're like, I think I can, does not mean you cant. you actually have to get better. And in this entrepreneur space, So many people just, one person better every day and all this other stuff.

It's like yeah, but you got to sharpen that. So you gotta know the exact skill set and there's typically two industry specific skills. and task specific skills.

In order to be the best in my industry, there's something that everyone always knows. Okay, in order to be the best at my task, sending the email, running the drill, selling the book, like whatever that is, I have to sharpen that specific skill set.

Okay. And there's a process of development by which to do that, which is essentially review, see what's not working and fix what is not. Working. Most people do not review enough.

When I was in sports, we watched our practices and made sure that we got better. I went in corporate. We met once a week. Once a week? We work eight hour days.

We practice once a weak for two to four hours and we watch film every day. So the first thing is like, tell me who would be a more efficient, effective organization?

The ones that review and ask how they can improve their processes, their procedure, they're team every single week or the one that does it every singe day?

Which one? It's not rocket science. The speed of my review determines the speed my awareness about what I need to correct, which determines my speed in my corrections.

And so the more I review, the I see that I can correct. But most people are just, next day, Next day. Next Day. Okay, let's talk and meet and plan and not review what's working and then do a quarterly or an annual review.

Can you imagine what type of culture a football team would have if they only watch film every quarter? While every other team is watching it every game, they would lose.

So your mindset, your skillset, and the last one is your network. And network is twofold. Yes, it's about who you know. But it is also about, who knows you.

Okay. And what I learned is that most people play the networking game of who do I know? You're the average of the five people you surround yourself. So all they're trying to do is get them in as many rooms as possible.

That's a great way to start. But who knows you is not about you being in the room. It's about other you serving people so well that other people talk about when you not in a room, so that's how you get leverage with your time.

Okay? So your mindset, your skillset network. So I would say if they're starting out and they got that direction, now run mindset skills, that network in that and then they'll be highly successful.

I love the passion and the conviction there. The first, let's dissect the trifecta. so the mindset going into public speaking, which that's what you're doing, right?

You become an exceptional communicator. Yes. No one to my knowledge is born out the womb as in, as a public speaker. And in fact, there's a stigma, a fear.

How do you suggest someone to, to overcome that? Obviously the, the skillset to me, it's, is big on reps, right? Just like exercise, body response to reps.

But in terms of the mental or the mindset and through the lens of public speaking, which is your forte, how does someone navigate that? Number one, it's like the paradigm is that like, hey, we are actually more natural communicators than we give ourselves credit for.

We learn how to be unnatural. Okay, because somebody tells us, Hey, that's not how you're supposed to talk. You're not supposed say it that way. And then we start editing our natural expression.

So like a lot of what I'm doing is like helping people to stop self editing themselves so much. It's like just be you because here's what I know is that when you talk to your friend, you don't stutter.

You don' t have things to say. you Don't be like, hold on. How do I explain this? But you're just talking and you do a great job connecting and communicating.

It is when get a microphone and lights in your face, You think you got to be somebody you are not. And you start using greetings and all this other stuff.

It's like when we send emails, we think we got to write sincerely at the bottom. And it's, like, no, you don't. Who told you you have to right sincerely?

At the. Nobody told. We got a bunch of people who are speaking, trying to say sincerely in their speeches. Why do we start with, hey, I want to thank everybody here for bringing me in.

Oh, my God. That's not how you started speech. You do not start a speech with thanking everybody, just like you. Don't start. A movie with a commercial.

It's like, gee, start the speech. Let the show begin. I love it. So I'm just trying to help people to realize that, hey, actually, it's not as hard as I think that it is.

What I should pay attention to more than what I need to rep, that's very important. But what you need focus on is how do I get more comfortable? What's making me not comfortable.

When I would watch my film in the early days, literally what would I look for, I wouldn't be like how I say that better. I would be like, man, why are you so uncomfortable?

What, what was going through my head? Why do I look like I want to get off the stage? And then I wouldn't know. Oh man. I didn't want be there or my zipper or in my pants or like.

All that part where I got to go through the research, I'm actually scared because it's like… I really don't what the resources is. So how about I just take the resource out so I don' feel weird and look weird when I am trying to say it.

You know, and I would just help myself stop being awkward. And I literally sometimes will look at myself on like a coaching call or look in my, listen to my phone call and listen the contrast between that and my podcast or my stage and be like, how do I sound more like I sounded in relationship naturally?

Okay. So that's where I was start with people. Okay, is there a specific. maybe tool or toxic isn't the right word but some something self-talk because I agree with you when you said the self editing I called self sabotage but is there a specific something that gets you into the zone or the superhuman state the fluidity of that or something Couple of things, number one, focus on the other person way more than I focus.

I mean, I know everyone says that in theory, but you got to do it in practice. Okay. Meaning you have to, uh, the moment you think about a speech, instead of worrying about what to say, think who to listen to.

Okay. Instead of learning, thinking about what to say, think about who to listen to. And so it's like, oh, what do I say? It was like why don't you go ask some questions about people are struggling with?

And then they start telling you about they're struggling and then you'll know exactly what they say. Okay? So the best speakers are the listeners. We have two ears and one mouth for a reason.

So a big part of my practice is really listening so that I can actually be informed of what I'm going to Talk less, listen more. Absolutely. Yes. So understanding who that avatar is, what you're trying to communicate, they will dictate that with problem they're tying to solve.

You're. Trying to, I guess, direct toward what they are interested in or meet their need, right? Yeah. Because I get into service and not into performance, man.

It's so hard when you like, especially, you know, when, know you can do a good job, it's like hard not to just make it about that. And it's like, well, how do you make a knot about that?

You make it not about, that you've make about somebody else by literally just get out. Like I'm in my head. I try to think about how I am going to land it.

Oh, this is so good. Rehearsing it and I like no, man, let me talk to some real people. Cause it doesn't matter how good I say what I. If what say doesn' land.

Okay. People only retain a fraction of the information they hear. And so we think it's more about saying it well, when really it is about, is it being received well?

And most people aren't paying attention to how it has been received. They're just not paying. That's because we're the center of our own universe. And then it goes back to the self-criticism, right?

They didn't do something right or wrong. How can you sharpen that blade even further? So I know when you go back, to film, case in point, same with us.

I mean, we were training every single day, three times a day. It's reps, and then when good time to showing up, you've already done it a hundred times.

The Rising to Greatness Framework

What can someone do to, because it's hard if you're trying to speak to specific avatar, but if don't have that avatar beforehand, how do you get prepared in the moment?

Totally. You can't interview them. I would interview him heavily. And then now let's say you put together a speech. Okay. So now every speech is about leadership.

The world has enough speakers. What it needs is more leaders who are willing to speak. Speaking isn't about transferring information, it's about leading people into transformative change.

And so we're leading them on the journey from where they are to where do they want to go. So that's literally how I would start constructing a speech.

It's like, hey, can I write on this side on a piece of paper where are they at right now with their current pain, struggles, aspirations, all this stuff, where did they wanna go?

Okay. And then the gap in between that is my steps, my principles, and my best stories. That's how I construct my speech. I put it together in an intro body and conclusion so that there's like some type of structure.

Then I practice some core speaking skills. importance of storytelling, which is essentially that, you know, stories help people to get lessons and information far more effectively than just straight information does.

And so Les Brown used to always teach us, hey, never make a point without telling a story, and then never tell a And so if you want to start practicing, practice telling stories and emphasizing a clear, concise point at the end.

And then flip it. Start with saying a clean, precise point and then telling a story to emphasize the meaning of that point. If you can get real good at, can I tell a point, and you'll realize how much of all of great speeches are really just points and stories.

And it'll help you to grow in that same way you grow and music by learning the core scale. Okay. So point to story, story to point. That's obviously critical.

We always say facts tell story sell. But that's the reality because people want to see themselves in the person's shoes. When you're taking them on a journey and you are trying to elicit change.

Yeah. Which maybe is at the climax or however you have it structured. If you're trying to, you know, sell your school or, or program or just someone in general, usually it's unfortunate in this day and age, we're getting bombarded with marketing, right?

People always want to sell us something and I. I reluctantly say that. I mean, in my line as a practitioner is I help people heal and ultimately it's, there's a sales component to that, right?

Cause they can go see someone else naturally. And I always invite people to do their research and who they resonate best with and what's their track record.

But ultimately it is that journey, the tool is a change and to have someone, to genuinely help someone. But when you're trying to get someone to take that next step, is there a key phrase, word, logic, like that drive up to that, that you found like, bang?

I think for me, The real thing I'm gauging is are they getting it? Like you can tell if somebody's listening to you or not. And if they really are getting what you're saying, you know, just like in number one, and number two, endpoint number three, And always remember that, stay in there, have courage, be just saying stuff.

But if you actually like, no, are they getting in their life where they need courage or no? In my opinion, if actually are with W-I-T-H, with the audience, You can lead them anywhere.

You can be like, hey, listen to this quote. Hey, sign up for this program. Think about this and do this when you get home because they're with you. They're listening.

You're not just talking over their head. And so what I'm really gauging is like do I got their attention or not? And are they with me? Then if I do that, then the way that I lead them is just like I said, I just showed you, I wait till I have their attention and I lead them to the next step, just like I would if I was a tour guide at the zoo.

Yeah, that makes sense. Ultimately, I guess, because certain people, you know, they're ready to take action, but it's going full circle. Those other people when you said, find that itch that would poise you to action.

It's some of those people need a lot more encouragement, support, or those are the people that usually are struggling the most, but they don't know where to start.

And those were the ones you really want to elicit some degree of change with, right? Cause they've been stuck for so long. So that's why I was curious in terms of speaking to that avatar, those people that just need that motivation that they don't have or the discipline because motivation is fleeting that, they certainly haven't found to be able to take it to the next step.

Oh, I go straight to story. Straight to the story that they can relate to them most because people don't care how much you know till they know how you care.

And so it's like, hey, you now, and I used to say this to people, don´t move unless they're moved emotionally. So it´s like hey. You know, nobody changes their diet just because you tell them that you should eat better food.

They all change it because they heard a story about somebody who got cancer because he didn't eat food and then died prematurely. And so with your story at the end of the speech, that they're really having a hard time rallying or taking action.

I go straight to story. Can I tell a story that can connect with them emotionally at a place where they are at so that, they can move from that place.

Okay. And that's really what the challenge becomes as a speaker is that you actually have to go there emotionally within yourself, or else it sounds like you're talking over the person instead of talking right where the, person is at.

and so when I was doing. you know, a lot of mental health stuff. I would hate having to bring myself back to that time where I was, you now, in suicidal ideations, because I'd have to go back that moment.

But when I try to just be like, and I'm depressed and it was a hard time, I'll try and talk over it. It was like the people

who were actually struggling in active depression were like this guy can't relate, this is some big speaker who thinks he knows it all.

At the moment I had so much pain. I went from 275 pounds to 219 pounds in four weeks. In the moment I did that, they were like, dude, this dude gets it.

He's like us. So he's right there. We feel that way today. And so I was way more relatable so that I could be a more effective leader. That's a big thing of what we're doing to incentivize people to take action is can I connect with them through emotion using story?

Because people don't move unless they're moved emotionally. In terms of your story and your success, how critical was reliving that or walking through the fire versus walking around the man, walking around the fire just avoids what you need to learn.

So I always try to walk through it, not around it. Even if I'm tiptoeing through, you know, but man that's been my life. I've always just said, the cave you fear to enter holds the treasure that you seek.

And so a lot of times it is that thing that scares us, that frightens us that we're often supposed to lean into. When you get to that cave, you reach the treasure.

You're like, damn, I got to go find a new cave now. There's another treasure, there's a gold post. One of my mentors used to say, your reward for conquering your current level is the next level.

It's like the video game, You Unlock the Next Level. So in terms of evolution of you, your progress, being able to get on stage, how did you get from, obviously you have the trifecta, right?

You developed the, the mind's got the skillset and then you were trying to grow your network. Obviously it sounds like to be able get onto TED stage. How did, you how, what timeline was that?

What were the hurdles that you had to go through? How'd you got to TED? Ted is an interesting story. I won a speaking competition. Submitted a four minute video amongst a thousand other applicants and the best video got the TEDx stage.

So that's how I've won that. You know, trying to think what's in there for people. I mean, I think what my mind goes is like some key lessons that I've learned along the way that i wish I would have learned earlier.

Like one being I wish i would've spent far less time trying to come up with like this perfect brand statement to describe what I did. And I wish I would have been fine with doing multiple things and being okay with people trusting me as the brain and thought leader.

So like trusting Dero more than like mental health expert. You know, so that way I didn't feel confined to a topic or subject matter, but rather felt like I was always leading people to be, you know passionate about the next thing I'm passionate.

So I wish I would have did that a lot sooner because I was, I, was struggling for a long time, trying to be inside of a box. And that was terrible. I.

Wish I had known how taxing it is to serve people who. don't really want you to coach them, you know? I wish I would have had way more, this is the type of people that I work coaching well with.

I think I was just like, oh, do you want to get on the stages? You got a story, I can help anybody. And it was like nah, everybody don' want be helped.

You know, everyone doesn't want coached. Everybody doesn' wanna be coach like a high performer. Some people just want watch the course and take 12 years, and that's okay.

They're not wrong, then you're now wrong. And so that took some time for me to learn. I think there's so much of our community who really only see speaking through a very limited paradigm.

They only think like keynote speaker, big stage, 20,000, thousands of people. they do not see that speaking is everywhere you are, everywhere, you go, microphone or not.

And the more effective you get at communicating, the most effective at creating your world, your life. The best salespeople are the best communicators, and the leaders are best.

And so I feel like if people paid attention to the bigger picture of communication and stopped like pressurizing the stage and idolizing. The stage, and they realized that everywhere they go is the state.

It would open up streams of revenue to them. It would help them to see how today, when I open my mouth as a rep, not tomorrow when i have a microphone.

And I think that would just help him to grow their business, lead their life more effectively through that paradigm. So I wish more people saw the full picture of communication instead of limiting it to keynotes at a conference.

You have five kids, young kids. I have three young. Uh huh. We can align in terms of, to me, the two biggest skill sets. The first is communication. How much of that did you learn in school?

It's like, I learned everything not to do in. There was a couple of things I did learn at school. Cause I, in college, my degree was in integrated public relations, which is a combination of broadcast journalism PR and.

I took a class on PR writing that has definitely helped me as a communicator verbally because I had to sit there and number one, write a 350 word article about something big that happened.

So the process of listening to a lot of information and distilling it into a small amount of the information is a skillset that all great communicators have.

Public Speaking Mindset and Communication Skills

The best communicates make the fewest words go the furthest. And so that get me a lot of practice at making a few words go further than a lotta words and condensing and distilling.

Okay, because there's a difference between shortening words in distiling words. One makes it shorter, the other makes more potent. And you want it to have a potency, a resonance to it.

as well by a lot of people like quotes because they're loaded words. They contain a lots of depth and a lof of meaning. And so I was thinking about that.

I just lost my train of thought. Now you gotta bring me back. Well, brevity is beauty, but ultimately it's if someone doesn't pursue higher education where they're learning that skill, like you did, right?

You did the PR for me and my background. Yeah. Well I wanted to get people the skill because I talked to you about writing in that way. There's also a book, Bird by Bird, by Anne Lamont.

Have you read that? Yes. Really good book. That has helped me a lot as a communicator. Another one, William, I think Zinsser on writing well. Okay, again, we're talking about writing, but these are communication books, so you can see it in the writing just like you could see in your speaking.

And sometimes it's easier to see your words on paper. So you're going to be like, I'm actually confusing, not keeping. Yeah. I just wanted to get that in there.

No, ultimately it is your background in terms of, at least in higher education, you had a course that was able to kind

of shift the paradigm, provide some skillset.

I don't want to say lower education, but in terms of our younger years, right, school, this is what I see all the time is how does it prepare us to become good communicators?

It doesn't teach us, to think it teaches us. To fill out a test. And when it comes time to actually spit out that information, To demonstrate the, um, the knowledge that was retained or more still to communicate that people are lost.

So I look at my cousins in Italy, there is a oral part of every test, Here there's only the Scantron and you can hide in behind your peers and no one wants to get on stage in fear of what the other might think.

And so there are many kinds of flavors to that, but ultimately the premise is one is we lack the ability from a young age to learn how to speak or to become better communicators or even the willingness to communicate and stand up for what we believe in.

It's suppression. We're being suppressed. How much of that have you seen, felt? Because I'm thinking now in terms of our younger generation, right? How can we, especially in the world of AI, how can set them up for success?

What tools from a younger age can install or impart? The best thing to give somebody is awareness. I remember when my mentor said, what you leave to your children is important, but what's you live in your child is even more important.

So awareness is one of those things we can give our children. And I'm not recommending this particular awareness tool, I use it as a story to emphasize a point that, you know, when I went to college and there was a distinct difference between how I utilized alcohol and how many other people who were sheltered utilize alcohol.

So the shelter folks were always told, don't drink, Don't do this. Don' go around it. don' touch it and then when they got into college, they didn't have any awareness around what happened when alcohol was used and they went crazy.

They were the most irresponsible drinkers on campus. Where when I grew up, my dad would bring me around every once in a while, him and his guys were drinking, and he would be like, hey, watch this.

Watch how this guy said he's only going to have two drinks tonight, but he has four. Hey, see how nice that person is? Watch when they get to drink three or four, how crazy they start to act out of character.

And so then when I got into college and I saw people starting to act out of character, I was like, "I don't wanna act on a character. I don' wanna be the for a drink person." And, so the awareness helped me to make a smarter choice and decision.

And I think for people, if you help them to be aware of real love, of conversation, real relationships, a real connection, they'll always be able to spot counterfeit relationships.

Counterfeit connections, counterfeits experiences. They'll have a level of awareness. so that they can be more empowered to make choices based upon what we put in them as children in the next generation, not just what live to them financially.

Love it. In terms of the third trifecta, so network, is the goal just getting yourself out there more? Having people hear your name, hopefully then that resonates telling your story and…

Well, remember I gave you two things. So one was like, yes, you got to be in the right rooms. And one of first fundamental mistakes people make is they're just like…

They're not strategic with the rooms they are in. Like be around the room where your ideal clients are and period. You got people who want speakers and they around a bunch of entrepreneur events and it's like.

Why are you not at event planners? Why aren't you at MPI, Meeting Professionals International, where like everyone you rub shoulders with probably has like 30 conferences?

Like why aren''t you have HR events? like why are over there hanging out with people who don't run nothing but one conference a year? Go get around some people have 60 events a and I think there probably will be a good chance that you'll get 60, you know, like one of those events.

You know you're just fishing in a better pond. So there's that, but then there is the side of networking that's your network networking for you, okay?

Remember, it's not just who knows, is not who you know, its who know you. And you want to get to the point where people are learning about you while you're not in the room.

So this is how do you empower other people to be ambassadors of you? And so when we think about networking, most people think, what rooms do I need to When I think about empowering people to be ambassadors, I thing about, what do I need to give them to better advocates of me in the rooms that they are in?

And that, to me, is where I would focus. It's like, how can I do both? The latter part, when you say what to give them, right? Someone's unique value proposition or shower cake or fill in the blank.

What, what, What is the. what are you giving them? What do you suggest? I know, it depends on who. So let's just go full throttle. Yes. If they could have an exact way to describe you, here's how to.

Describe it as I talk a little block, you know. Swipe copy, little statement. Here's, how you introduce my book, my brand, and my speaking. Okay. Link.

Make it easy. Where's the number one place they can go? Is it your website? If you say your web site, can I contact you within one click? You know what I mean?

Like is it easy or am I in a sea of confusion? Okay. If it's your Instagram, do I know the clear next step or do get confused by too many brand messages?

Okay, so you got to think through the actions that someone's going to take by what they're given, not just what their given. So if you've got a nice business card, but you didn't look at where the business car goes to in the system that's following up with the car, you're not thinking thoroughly enough.

Okay. So I'm thinking through that. And you know, that's a good one. I like palm cards. People like to pass out palm card. It's good if it's in good shape.

One that I don't think people use enough is like, you now how you pass up like pins or squeeze balls or stress balls? People give that and they don' t think about the other part that i said to you, which is the follow through.

Like what happened if you put a QR code on a squeeze ball? One of my friends, Angus, just launched his book, number one bestseller on Amazon, sold a lot of copies.

Literally, I was going to pull up a picture, but he has a t-shirt on, has the QR code. What did that t shirt say? something like I'm scan this to get access to you know my book or or you don't like me or something.

Like it was just like a funny like thing that he put on his t-shirt and dude was selling it everybody in the conference haha that's hilarious scan scan, scan.

So hey my friend just launched a book today scan qr code help support You see, oh, bam, we just empowered

people, right? And so there's so many ways if you just really think of like, what's fun?

What's creative? How can I make it exciting to empower me? how can, how could I, make the people who are promoting me look good? Okay. So when I say, Hey man, you want to, send them to my masterclass.

I got a free master class once a month. Now they're like man. Thank you so much for telling me about that master. It was so amazing. Like I'm helping other people get compliments.

Okay. So I really want to think about not just like, hell, what's going to work for me, but what is going help them be a rock star in that environment.

And then I find that like sort of like where that Venn diagram overlaps. Like where it's best for them and it is best me is where is it best us. The impact of the Rickle effect.

What excites you right now? What are you doing? And what are working on? The number one thing exciting me right now is my Extracting Genius Retreat. We host once a year.

It's coming up here in June, June 4th through the 7th in the Gallatin, Tennessee, about 30 minutes outside of Nashville. And we are helping people to extract their genius, what makes them one of one, which is basically their highest position of a message or keynote.

We're connecting them directly to a bureau who is going to tell them where the market opportunity is for their particular skillset, message, story, expertise.

Then we're having a private networking experience of just eight other people who are going come join the other eight people, who went through the retreat.

And the new eight, people are, going, to ask the people. Who went, through, the experience. Hey, how can we actually support your dream? How can, we help?

to elevate it, to get it out there. So we call it extracting genius, multiplying impact retreat because we're going to extract the genius and then multiply the impact.

And so I'm really excited about that. We'll have eight spaces. I know the first two seats are already taken from previous year's guests. so we've got six spaces to fill.

i want to give about 20 or so applicants and choose like the right people to be in the room. and i'm excited for that experience because it's like one of the deepest containers to serve people in.

I love doing work during retreats because of the creativity that's unlocked. I loved creating business ideas from a grounded place. Um, and then obviously it's nothing like it on the planet where you get direct access to a bureau, direct hands on help with me.

It's just nothing. Like, like that on planet. So I'm really excited about that event. And then probably our, our in-person networking that we've been doing, call it seating rate and socials, which are larger events, usually 150, 300 people.

entrepreneurs, business professionals and creatives is kind of the biggest draws that we have. And we just network, you know, and mix personal development and networking and let the magic happen.

I've been loving that event. So I think those two things are the most top of mind for me right now and everything that I'm doing. Have you put on retreats previously or is this first?

No, no, I put it on for treats before. Yep. I've done tons of events. So obviously we see now beyond just, uh, events specific, a lot of wellness retreat.

Right. People that are looking to unplug, detox, recharge, disconnect to reconnect, fill in the blank to solve whatever problem or just kind of experience a new location with new people.

Uh, obviously there's a ton of magic to retreat how does one, if we wanted to start putting on a retreat, Where, what's the recipe, where do we start?

How do, we, how do get from A to Z? A-Z. What's, the outcome again? So we, a lot of people now want to, to run a retreat. Okay. Yes. Yeah. Some of them are very structured in the case of like, let's say plant medicine, whether it's ayahuasca or psilocybin.

I mean, fill in a blank. Others are just as simple, like you go eat clean or fasting or whatever the. But needless to say, if people are looking to put on a, much like the success you've had, where does someone, how do you start?

Storytelling, Audience Connection, and Influence

I would start with the outcome, just like I will with a speech. What's the out come of the retreat. That way you can be intentional about the design. Okay.

So a lot of people put together, Oh, I want to do this. I wanna make sure I have the yoga. Let me try to get this organ. And they're like putting together like something that's cool, but it's not intentional and strategic.

Okay. And then let's say the outcome is, oh, I want them to have greater levels of freedom. Okay, what are the practices that I've done that have brought me the greatest levels freedom in my life?

And those can start to be some of your core anchor activities that you will facilitate people through. One thing that don't think is enough in retreats is like people don' t think about the debrief process that happens.

So they'll have a lot of programming, but not enough margin to debrieve. Okay. The brain needs that. That's the power of retreat is that you don't cram a bunch of information.

Okay, you actually allow the brain to reset so that it can come from a higher place of creativity. And so if, if you, don' overly program it, pick your core transformational practices, center it around that, and then, uh, put powerful debrief time in.

Make sure you have time for people to connect with each other and as a large group. Solitude time is great at retreats. You want to think about resistance.

Most people, you know, programming wise, it's not just the information. It's like, where does the person get into the most resistance? So, so, I'm doing a men's retreat.

My outcome is I wanted a greater level of freedom and healing for men. What's my greatest activity that I've done to achieve that outcome? An exercise called God Made Me.

And it's how God made me. It's everything about the people and the experiences that have shaped my skill set and my expertise. When I looked at that, I saw the educations, the experience that helped me, and I see the ones that hurt me but still helped me and it was very healing for me.

And so I'm going to center our day around that singular exercise. It's going take about two hours to go through it and then I am going make sure that there's enough time to debrief.

So some of it's logistical. Like if I have eight people doing this exercise and each person is going have 10, 20 minutes to share, that's how I start to get the hour by hour from my agenda.

Okay, so it's the core exercise knowing that I need debrief and then I started to think about people and time to share and I orchestrate my agenda that way.

So I think of most people to start with intentional outcome, journey, most powerful practice, making sure I got time for debrieve. That's a great kind of standard place to star without getting like super workshoppy right now.

What in your life, however vulnerable you're open to be, what is your biggest struggle right Hmm, this might be a struggle. Oh, there's a couple. One is like, asking for help.

Like, I'm always helping people. And I just, it's like I don't ask for health. I like legit, and I am like good. What do you need, what do need? What you mean, we need.

We need it. It's just like what you do. Well, you know, actually, like you Like I just did it to this morning. I was like sitting here for two weeks about this.

Uh, I wasn't going to worship night and I'm like, ah, got to follow up with this venue. Okay. And I got places I can host it. Yeah. It was, like I don't want to think about.

This no more. Like, sent the voice down. Hey man, you know, what's your mind? I've got this event. Can we host this at your space? And it's like yeah, here you go.

Talk to my person a second. and it was done. So I sat in this thing for 2 weeks, man. You know? It's, dude, let people help you. Ask for help, Daryl. You know, and I talked about that second realm of letting people be your ambassadors.

I'm so used to word of mouth and people just coming to me. And now we're scaling our company. So it's like, dude, just let people promote you. Like ask them like hey, have I made an impact in your life?

Would you mind making an intro? And they'll be like yeah, like you don't have to like come up with a complicated scale plan. Just, so that's been really difficult for me lately.

It's just like okay, I need to ask for help. Um, and then the second one is like, because I had so much insecurity for so long. And not just insecurity, I legit wasn't great.

I was not good. And I wasn' not as effective at communicating as I am right now. There's still a level of cognitive dissonance when I think about people who are my peers.

Like to this day I don't text Eric Thomas that much because I'm like, it's Eric Tomas. He's the one that gave me his phone number, you know what I mean?

And why am I trying to create separation when there's not separation? You know, he wasn't like, hey, everybody, here's my phone. He was like hey bro, that was dope.

Take my fall, let's do something. In my mind, I'm like but I've been watching you for years and like I still gotta get better. And I like the Ted Talk for two million views wasn' enough.

The fact that you shared the stage with Magic Johnson and Seth Godin wasn"t enough, the fact you, you know it's like still, still I ain't getting it.

So that part's been hard for me to be like no, no. I"m a peer. And so I think that part is hard. And I thinks it's hard for a lot of people. That's why that Marianne Williamson quote resonates so much.

Our deepest fear is not that we are inadequate, but that are powerful beyond measure. I know as much as I'm insecure, that what I really am struggling with is that I am afraid to own how good I can be and am.

Again, goes back to that self-sabotage, but certainly self doubt at a minimum, right? That we are incomplete or unworthy in God's eyes, it's just, I see that all too often.

But a lot of the reality comes from the work, the discipline, and the preparation. the grind that no one sees behind the scenes of what you're doing to create this level of greatness.

And I think that's what separates us ultimately is going back to that middle portion of your trifecta, the skillset, it's reps and reps, and failure. I'm curious, like what has been your biggest failures?

Oh, lots of failures. Not recognizing what's in me, being naive, you know, getting, I had a situation I wrote about two days ago, but this happened years ago.

You know, guy built his whole seven-figure plus company off the back of my intellectual property and connections. And I thought I was getting them nice payday and I got an invoice.

I said, an Invoice, hold on. An invoice for my name. Hold on a second, I'm paying me for me. Huh. Where's that at? And then I read down at the bottom.

So, you know, I made mistakes like that. We're not knowing that, people are after what they see in you. And now, being a little naive in business, not reading the fine print of that hurt.

I learned how costly it is to delegate your power to other people. Like you should be coached from your powerful, not coach from a lack thereof. And there's too many coaches I've hired in the past where it was like, like save me.

They did. I paid for it. The ones that were the best were ones I was, help me, I'm awesome. It's like we'll help you. Those were always great relationships.

I think I do a good job at this, but I still think, you know, I can do better at more conscious present time with my kids. So sometimes how much I'm thinking about work has been a failure of mine.

so yeah, those are kind of top three that come to mind. I think that's not the last one, perhaps one of the hardest as being a father, I empathize because we are consumed in our ambitions, right?

So much so that often our partners give up what they do to fulfill ours. Right. And ultimately it's a hard pill to swallow. How can you be present equally across all?

And you can't, can be a, a Father, mentor, husband, friend, teacher, fill in the blank, business owner. It's very, very difficult. what routines or disciplines in your day to day that you have created that have allowed you to at least develop some degree of compartmentalizing that or discipline within that.

What choices are you making daily to try to find that? I don't believe in balance, but certainly in your priorities. There's a running mentality that Bishop Jakes used to say all the time to us.

He was just like, Hey man, you're going to lose at something every single day. Just don' t lose. At the same thing. You know, and so there's always sort of this thing of like okay, if the kids lost today, kids can't lose three days in a row.

Networking, Retreats, and Building Community

If, okay, if the follow-ups didn't happen a day, the follows can't not happen for three days in a row, you know? And so there's always like this managing of like, I can drop the same ball every day.

I got to drop different balls. Okay. So that's a big part of that really has helped me in terms of navigating flow and work-life balance. The other thing is actually to be intentional about when I'm not in balance, so what I mean by that is like I'll tell my wife all the time, like i'm to sit down, have dinner, five o'clock every single day as a family.

I've never been that guy. But I'll do a picnic at noon, I go pick the kids up early and go do something at nine a.m. and let them play hooky until lunch.

So it's actually making sure that I do that. So I had missed the daddy daughter dance when I was speaking because the school, you know, told us three weeks before and I already had a speaking gig in California.

Now I look like a terrible dad for not being at the Daddy Daughter dance. And they're like, of course, your dad's the speaker. He's gone all the time, Annie.

I'm like no, I am not going all of the times. My first gig and like two and a half months. It's like you told three week ago, And so anyways, like my kids still crushed and now, oh my God, all the pictures, so I'm like, I'll make it up to you.

So I have to actually do that. Does that make sense? Because if I don't, then it's like, well, what you're saying, you are balancing, and you aren't balancing.

You're just ignoring. Okay. So I think balancing has a lot to do with following through on promises more than it does just like splitting, evenly dividing your time.

Quality is important. I try to make sure I have a quality, quality point of connection, if not daily, every other day. A quality pointed connection. I said something that I felt mattered.

Like we connected on a level that we'll never forget. Moments is a good thing because moments weigh more than memories. And what I mean by that is you always remember your most emotional moments with people.

So I'm always looking for moments. Yeah, I think that's lots of tips. Pause there. Other daily habits or just in general, when you think about priorities, like if you were to align Top three priorities in your life.

Number one, I spend time listening to God every single day. That's important. For me, it's listening God to the divine gives direction. It's a big part of, because in that time, that's where I know if I need the course correct.

I'll feel I'm like, dang, I dropped that ball two times this week. Let me not drop it today. So that's number one. Number two, spend time communicating.

I listen, but I also communicate. Whatever you don't express, you suppress. so I spent time talking out loud, expressing my heart, my mind, and my soul.

People think I am crazy sometimes. Walking my dog, talking loud all the time. 3. Spend time focusing on gratitude. Make a gratitude list either in the morning or before I go to bed at night.

If you want to pull your life out of like mundane-ness, start with making sure you write 10 things that you're grateful for every single day when you wake up and 10 thing you are grateful before you go to bed.

It'll start to change your lives immediately. So I spend time focused on gratitude. First, I listen to God. Second, communicate to god or out loud. Third, spend my time focusing on Gratitude.

Fourth, leave space in my mornings for creative time. I'm a creative at heart. Usually don't take a business meeting before 11 a.m. Okay, number five, I review my calendar.

Okay. I learned this, most people are living accidentally, not intentionally. Okay. So you're only as powerful as you are aware of your daily list. And so it's like, I make a list almost every single day.

Sometimes I'm remaking the list to remake the lists, you know? And, so I stay on top of my priorities and things. Um, and I try to look ahead in my calendar, not just on today's list, but to at the upcoming date so, uh, be ahead of the curve.

I want to work on things today that I do tomorrow. Okay? So I leave space in my mornings. I review my calendar. Number six, I give my best effort. And I think this is a big thing.

One of the most painful things is to live with the pain and regret. Okay? And so when I say I gave my effort, man, like, when not with my kids, try to be with them.

When I'm on this podcast, trying to give it my full presence, my heart, energy, everything. Not perfect, please I am not perfect. but I wanna be present, okay?

So I give my best effort, whatever you do, do wholeheartedly as unto the Lord. And then I review my day, I told you that, so I tell all executives to do this, at the end of your day look at your calendar, pull it open, Okay?

I don't care if your days stopped at 5pm, 7pm 9pm 11pm. Look at you calendar and go, what did I do today? And talk about and express how you felt about what you did that day.

Okay. That way you're getting IQ and EQ at the same time. You're working your mind and your emotions. And so I review the day. Remember what I told you, the organization that reviews every day will always outperform the ones that review every quarter.

So I reviewed my day every single day and make adjustments and improvements. Number eight, I set my mind before I close my eyes to sleep. Okay, so my tomorrow starts today.

Before I go to bed, I prime my brain with what I want and desire to experience tomorrow. Okay? Number nine, eat healthy nutrition. You are what you eat.

Number 10, move my body every single day for at least 30 minutes a day. Okay, many times it's more than that. And I say move my body so that I don't feel the pressure to do a high level exercise.

Okay. If you move your body 30 minutes every day. Number 11, I write every. I think the practice of writing by hand physically does so much for mental clarity.

All high level leaders should do it, especially if you're using AI, large language models. Man, how I'm combating the pace of AI is by making sure I put time and space for handwriting.

Okay? Something that's not a machine working with me. Number 12, organize and clean my space. I learned this from Marie Diamond from the movie The Secret.

Your home is a vision board, okay? A chaotic home, is often an indicator of a chaotic life. So I organize it clean every day. And then the last one is I ask myself, how can I help others better their life every single day?

I got this one from John Maxwell. John Maxwell, when I was getting mentored by him, he would always say, it wasn't just me directly, was a group obviously.

But it was like, hey, every single day, write five people you can add value to and go add to five to people every day. Okay. And that literally for like three years straight, that's all I did.

Woke up, here's five people I can write value to, let me go add value them today. Okay, next tomorrow, Next day, and if I add values exactly, if you have enough people get what they want, they'll eventually help you to get, what you want.

But I believe the spirit is actually to give detached because you always reap what, you sow. You don't always read where you saw it. So I like sowing things and get nothing back from the person who I gave it to.

Cause I believed I'll get it back, from wherever it's going to come from. Okay. So that's it, man. That's 13 daily habits that I do. I spend time listening to God, communicating to god, focusing on gratitude, leaving space in my morning, review my calendar, give my best effort, reviewing my day, set my mind before I go to sleep, eat healthy, move my body for 30 minutes, write every day usually for about five to 15, organizing, clean, you know, thank God my nanny helps with a lot of that.

And then I ask myself how I can help others get better every single day. Literally make an intentional list of somebody that can add value to. For everyone listening to kind of summarize today's conversation, what's the kind biggest takeaway that you want to impart?

Know yourself, be intentional and go make an impact way bigger than what you think. That's what I would say. Know your self, Be intentional, and Go make a impact far bigger.

Then you'd think that would be my summary from what, I feel this episode. I think the awareness part is really one that needs to be underscored. We are all bigger than we think.

And the act of birth is a miracle. I mean, the odds for us to not only thrive, but let alone be alive is remarkable. and I take too often, we take that for granted.

Going back to your number five in the review of your calendar, it's almost like if I feel I have an opening in my calendar. It's like, Oh no, how can I keep myself busy?

I need to busy. But yet I don't then take time for myself because being busy means I am helping everybody else, which is great. Much like you, I love what I do.

I relish waking my eyes every morning to be able to affect change and improve someone else's outcome to give, to help restore health.

Daily Habits, Fatherhood, and Closing Reflections

But ultimately that comes at a cost if we don't find that balance or more subtle, that priority where we, as you said, you eat clean, move, do things for you daily, the mental clarity portion, gratitude.

I think all that is critical to achieve that higher awareness. Yes. I absolutely love it. Thank you so much for your time. Before we wrap up, where can people reach out, find you if they want to participate in your retreat?

Cause I definitely, I, after you said that I was like, man, come on. I like this guy. Want to sign up. Here's the, here's my reality. Going back to being a father, literally this was a couple of days ago, just booked Yellowstone.

So I'm trying to be more of a Father. Can't change that for Yellowstone. Yellow Stone's better. Those dates, I'm literally flying out to Montana and going around there and YellowStone and never been.

It's funny, people make fun of me because my version is camping is going out into the woods but sleeping in my car. No bugs, no bugs. I'm different. So otherwise I'd love to, but how can people reach out and participate?

Yeah, totally, man. Just go to my Instagram, Stinson Speaks. You know, my website's dyrostinson.com. My speaking stuff's there, My coaching stuff is there.

dryostenson. com slash events has events there You'll get notified on all our events. We got a community seeding greatness. you can sign up to be a part of our community for a dollar a month.

It's a most collaborative community on the planet. We meet in Tennessee once a month. And so if you want to get in person around the crowd of business professionals, creatives and entrepreneurs that are collaborative and supportive, like in real life, then just come out once month, tickets are usually like only 20, 50 bucks.

I try to keep it real affordable for people. Um, and then we do tons of other, you know, high end stuff, but that's like our general community networking event.

Listen, if you need any thought leaders in terms of health, wellness, I'll be the first one to collaborate and participate. I'm curious when you said seeking greatness, who's came first?

You or Lewis Howes in term of his school of greatness? Lewis House had the school of greatness before, seeding greatness is a little bit different. School of Greatness is all about like professional development growth.

Seeding greatness all around giving eternally. Okay, so it's different, one's growth, ones give. Yeah, yeah. That is a, that's what we do is give, give give.

Sometimes it's important to give back. So attending something like what you're putting on, I'm sure is, is giving a lot back, but also to ourselves. That's incredible.

Last question I end every episode with, if you can have one superpower, what would it be? To help, like if there was a. If there was a way that I could help people get it, like I was just like, I would love that to be my superpowers.

Like, you know, we always say like we love when the light bulb comes on for people. Like if I could have the superpower to flip the light bulb on, I would love that, you know what I mean?

Like the moment somebody gets up there and they're just talking and then nobody, they don't understand that nobody's listening. I just wish I can flip it on.

You know, the moments somebody's like, do you think I'd be a speaker? I want to just flip on it. And I feel like if we do that, then our light would just shine so bright.

Our problems wouldn't be so insurmountable, but we would have true human connection and true thriving unity and collaboration. So that's my superpower.

I hope that I can one day get hit by a radioactive comment and be able to, you know, flip the light on for people. I think sometimes it takes time. We have to go through the hard part.

If your story is case in point, you know, the reminder that even our darkest hour, The struggles, there's still potential and through pain, we derive purpose.

And we don't recognize that until in retrospect, right? That we had to through that to achieve that light bulb switch. Right? So I empathize with, with your story.

I mean, so much of that in myself too, when you said, you know, for it to resonate, it hits hard, but that's the truth is people need to understand is allowing you yourself to go through that pain, to walk through, that fire I think is critical in terms of health.

It's, I never want to hear anyone in pain. But the, sometimes that, either it's like the victim or the victor story, right? Which one, how do you, come out?

Right? How insurmountable it is. Um, so this has been absolutely a pure joy. You are definitely extraordinary. And, uh, one way or another, I definitely look forward to continue this conversation better still collaborate in person.

We're, we're running retreats. I would love to have you participate in our ecosystem. So this is, this's been awesome. Uh, appreciate you. Well, appreciates you brother.

Virtual hugs and kisses. There we go. For everyone tuning in, please share this with someone who you feel can benefit. Obviously from what Daryl's doing, I see it's next level.

So I encourage you guys to check out his stuff and until next time, stay healthy, Stay wealthy my friends.