Red Light Therapy for Recovery, Pain, Skin Health & More with Penny Foskaris Transcript

(Transcripts are generated by AI and may contain errors)

Introduction to Red Light Therapy

The first question is always, does it work? Yeah. And it does work. Not all devices work, I would say. You know, there's, we've tested a lot. I was a skeptic, right?

It's probably been about nine years where I got first introduced to red light therapy, whole body, you know it's a whole system for, it was $20,000 I'll just share with you.

That's what it cost. And I just thought it was hocus pocus. This can't be real. In one session, I saw a difference on my body for body contouring. And, and I was like, wow, that I invested $28,000 in my first machine.

I would seen 20 to 25 clients a day for, oh my gosh, over six years with the red light therapy. There were patients for neuropathy in the office, right?

And that's where people would say, do you have something for home? I don't have anything. Let's try it. Welcome to Vitality Radio, the podcast that helps you make sense of natural supplements and thrive without pharma drugs.

I'm Jared St. Clair. Hello and welcome to Vitality Radio. I'm your host each and every week. My name is Jared St. Clair. And today I've got a topic that I get a lot of questions about.

and I would be telling you a lie if I told you I was an expert on the topic. That's why I brought an Expert on to the show. We're going to talk about red light therapy.

Lots of people asking me, does it work? Is it worth it? How do I know if i've Got a good brand? how do i use it, why should i Use it or is it just a passing fad?

And every question you can imagine in between. So I was introduced to my next guest, my mutual friend. She's been on this show, Melissa Vogel, the bomb mom from the Bomb Life podcast.

And she fell in love with a very specific brand of red lights from a friend of hers. I'm not quite sure we'll ask her in a second how she was. And she said, Jared, you got to know about these devices.

They're incredible. I can't believe how much faster I recovered from injury, from exercise and all this stuff. So I said okay, well, I trust Melissa and she's such a non BSer that this must be good.

so I decided to reach out to my next guest, Penny. And I'm going to ask you if I am getting your name right, Fiskeris? That's perfect. Yeah. Did I get it?

Okay. Welcome to Vitality Radio First. It's really good to have you, but I want to also let my listeners know I went ahead and bought a couple of your devices a while back and my wife and I absolutely love them.

We wanted to try them out first before we shared them with you in our audience. that absolutely love theirs as well. And so here you are to talk about red lights with us.

Let me tell my audience a little bit about you first. After helping thousands of clients at her wellness center, Penny noticed a recurring request. Her clients love their in-office red light therapy treatments and wanted a way to experience the same benefits at home.

However, she struggled to find an at-home device that offered the quality and performance of the professional

equipment she used in her wellness center.

How Red Light Therapy Works

And that went to her collaborating directly with engineers to develop professional quality red light therapy devices designed to meet her client's needs and that can be used at home and can used without mortgaging your house, which I really like as well.

So let's talk about redlight, Penny. First off, the first question is always, does it work? Yeah. And it does work. Not all devices work, I would say, you know, there's, we've tested a lot.

I mean, how to share with you, like I thought, mean I was a skeptic, right? And I'm trying to think now it's probably been about nine years where I got first introduced to red light therapy, whole body, a whole system for, it was like $20,000. So just share it with, that's what it costs for this pad system, face dome for helping neuropathy patients, pain relief and body contouring.

That can go into that later. And I just thought it was hocus pocus and I went with a friend of mine to look at the machine. I said, don't waste your money.

Oh my God, this can't be real. They're not getting that much fat off of someone. It was more of a body contouring. Anyways, he bought it. He went down to his office in Menifee, California, put it on my body and said holy cow.

In one session, I saw a difference on the body for body-contouring. And was like, wow, that I invested $28,000 in my first machine, okay. And I was helping, you know, I have 20, was seeing 20 to 25 clients a day for, oh my gosh, over six years with the red light therapy.

I had doctors send me, there were patients for neuropathy. So many different things happening that it was undeniable that redlight therapy works, and so in the office, right?

And that's where people would say, do you have something for home? I don't have anything, let's try it. We kept testing and we just couldn't find one that worked well.

And the reason why, let me share with you why red light, people just say it helps with memory, what? It helps hair regrowth. I don't wear glasses anymore because the red lights help my eyes.

There are, I mean, God, thousands of studies on the National Institute of Health's website, What Light Therapy Does. The reason it does so many different things because you're like, how can something work for everything you know on all these different issues and it's because it is energizing the cells on the cellular level and what happens is and I can actually I have one really here so we have this like we've a torch light okay and so it got light coming on right it goes into the Cells and It helps this all of our cells have mitochondria which produce that's the power house the cell produces ATP adenosine triphosphate that the energy The light goes in there and it energizes the cells to allow them to do the work they need to for the body to heal itself.

That's what it's doing. It's helping with nitric oxide buildup. Its reducing inflammation. We get the same energy from the sun, but unfortunately we can't decipher and differentiate the rays from sun and go, I'm gonna stay out here for three hours, right, for free.

I'm gonna get burned because I can't get enough of the energy that I need from the right rays, from right nanometers to help me. So targeted therapy comes in to helps with that.

All right. And basically as often happens in this world, and I've certainly been through this myself, we start out as a skeptic, then we become a fan and then were like, why doesn't anybody making the thing I actually want?

Um, you know, I have my own supplement line and there's so many products that I felt need to be on the market that weren't on market. So we go to go work on that with red light.

You know, I mentioned earlier that one of the big questions is, is it just a fad? Is it a trend, you know? All that kind of thing. And it kind is right.

Like there's a million people talking about it. and because of that, then you end up with this influx of a billion products and a millions brands trying to sell people red light.

But as with everything else in this world, it's not all created equally. So how did it work when you were trying figure out, okay, how do I get these in people's homes?

What did you have to go through to figure that out? then actually deliver a legitimate product. Right. OK, so I was again, you know, for about three years using in the clinic, I were selling for a company I had private labeled because I thought this was amazing.

I need to talk about it more to more doctors and people. And I asked that company to create smaller devices for me, and they were not interested because they just sold their twenty thousand dollar machines and So I found another red light therapy company which had very weak devices and they still do make for other people weak Devices.

I'm just good. They were just because the market is like I want cheap I went fast people don't even know if it's working They're just buying it right, especially the face mask.

they just want to be sometimes on their you know on there Zoom calls, whatever. Hey, I got my therapy mask right the young girls But with me, what I did was I worked with the engineers.

I said, look, this is what i have in the clinic where we're working with bringing the LEDs closer together. The power, the safety, and the timing. And so I got really lucky because normally when you have to do research and development with a company, they make you buy like a hundred or a thousand at a time, right?

And then you by a product and it's not working. I was really lucky because this company was willing to work with me and I would have to buy 20 at a time.

Test, bring it back, nope, it didn't work. Nope, not powerful enough. And we finally, about the fifth or sixth rendition now, I can't even say it right now.

I'm like, ah, renditions, thank you. It was… perfect. We were testing him in doctor's offices as well. I was also testing a pickleball tournament. So at this particular time, I put on this lady's elbow.

She didn't even do the whole 15 minutes, 10 minutes. Went and played for two and a half hours and her husband goes, oh my God, her elbow's not hurting still.

And he's throwing money at us, right?

Developing Better Home Devices

And then another person, and then that same day was like, Thanks for the card. Thank you for letting me try it. I'll come back and buy it when my wife gets back from India." I go, okay.

Three hours later, I get a text message saying, are you open tomorrow? I'm like, why does he need it again? He came and I wasn't even open on Sundays, but I am curious.

He come in, and he said, Why did you need today? Not only did I play for two and a half hours in the tournament, he played for another hour and half at my club.

But I've never been able to do this. So I needed it, so I played today. And so it was like, I go, we have it right, because we kept trying, but it taking too long.

And I want them to be quickly, like we had 20 minutes or pain in 15 minutes, pain relief. So that's kind of where we're going back and forth with Zoom calls with engineers and making sure that they were right.

I was trying to make them as thin as possible, then I made them too thin so the wires were breaking. It was really having to, cause I'm flexible and as a kid, right?

So there was a lot of things that I wanted because, and I want people to have them at home. They also are 12 volt, the smaller ones have a outlet plug for your 12-volt in the car.

So you don't have to stop what you're doing. You know, I'll tell you, one of the driving factors was if I'm helping someone with their health and say go for a walk because it's good for their heart, but they can't walk cause their knee hurts or their ankle, then they cant even do what they want to do or need to be healthy.

right so if I could support them in that and that's really what my drive was I didn't plan on creating a company to just grow like I was just trying to help my clients and then I started having doctors ask me can we purchase them you know and another person was like hey my friend needs it hey this and I'm like We got something here, right?

And it just grew organically. I haven't done any advertising at all. Yeah, that's amazing. We have vendors that sell to the Veterans Hospital. They buy them for their veterans because it helps with reduced pain inflammation and helps them with their neuropathy.

It's been an incredible journey, to be honest. I love it. And the devices themselves, I don't want to spend too much time on what else is out there, but it gets a little confusing, for the average person out, because you have these big wall units that you can hang on the wall or on You have little torches like what you showed, and then there's pads.

There's a whole bunch of different ways to do it. And some of these devices are very, yeah, hats, face domes, masks, gloves. Like there are a million different things out there, depending on what somebody's trying to.

But one of the big questions I get is, you know, how do I know if I've got a quality device? Because some of these things, especially the ones that you hear on, the, big podcasts out there are really expensive, thousands and thousands of dollars.

Yeah. And you mentioned the one that was in your, or probably still is in office, a $20,000 one. $20,000 system we don't have that I sell that same system just let you know the pad system to doctors for $10,00 because it's me and the manufacturer not a manufacturer the brand the Brand the salesperson right so but I did have an $80, 000 bed in my clinic Oh, wow.

And that got head to toe the body all at the same time. So that's hard to afford, obviously, right? That was I had it in the clinic. I have the clientele already.

We just kind of transition to that. But we make a red light blanket that has over 13,000 LEDs. which will work just like the bed. So instead of paying hundreds of thousand dollars, you're paying a few thousand to have a blanket.

And again, there's a lot of blankets on the market. Let me share one thing that's really important. If we look at this pad with the lights, I don't have it on right now because it's going to be hard to see it.

When I made the blanket, it's 27.5 inches wide by 71 inches long. Most companies there will have a big pad, same size or even bigger, and they sprinkle lights.

What I did was as many lights per square inch, as we had to make, no matter how big the device is, how small, the distance between the LEDs are exactly the same.

So if you need, this is like for a spine or for neck, right? So somebody needs a smaller, or we had one lead that had the arm and the shoulder. So it's easy to wrap both at the same time because this a really easy path.

We have for shoulder, neck. Whichever device you get, you're getting the the power, but they're configured for the area specific. Or if somebody wanted full body regeneration, I mean, I tell people, whether you're in pain or not, you should be doing red light therapy.

And I encourage people even when they do a rental for a month because we do rentals in the office, which they end up buying, because they're like, wow, I'm like use it not only where you hurt, but on your spine, put on you head.

It's good for your brain. We used to have a machine called Cognivue in a clinic that was FDA approved that could check for memory and cognition and we could see memory improving.

Each time somebody used red light therapy with the near-infrared, that's what we have, red and near infrared on the pads and the dome and hat and everything.

Very cool. So then basically in your line, you've got, of course, I'm familiar with it. I've looked, uh, a few of them, but also have looked through everything, although I think the one that you just showed is the, one you told me is brand new, the more narrow one.

That's one of our new ones. Yeah, which I think is great. That one makes a lot of sense to me. People can essentially pick based on what their use case is, right?

If they've got a very specific issue with, you know, a foot or a leg or hip or an elbow or whatever. And then, of course, they can go all the way up to full body.

Let's talk about kind of the the recovery and pain side of it. And then I want to talk about the, we'll just say beauty and body contouring side. So you talked about why it works, how it worked at the cellular level.

How is it used that way? What should people know in terms of how often, for how long? I've had a lot of people ask me, does it work through clothes? Does it need to be on bare skin?

Answer those questions. Yeah, it definitely needs to be on the bare skin because then you're forming a barrier. Just like when you get a tan right from the sun, wherever the clothing is, you don't get tan.

So same thing. The red light can't go through the clothes as well. People say they can feel the warmth, but it's not going to do anything on a cellular level.

to help we recommend about 15 minutes once a day i'll tell you i've seen like when i fractured my wrist i used it four times a Day because like i felt like it needed more and it wasn't getting hot so it was really interesting so i was doing i healed in a month i mean that was where the doctor was like this is amazing he was going to put a cast on and i begged him to Put a brace and you know and so he said in two weeks we'll check it again and since it Was healing properly properly he allowed me to continue without the nice Yeah, very cool.

So 15 minutes just once a day if you're trying to heal from an injury. Yeah. Okay. I have to assume 15 Minutes twice a Day wouldn't be a problem. We haven't seen as a problem.

I have someone like even my look I tell people this if it's if I had a gentleman who has spinal stenosis Okay, he has pain he was barely moving out of bed and By you he uses the pad religiously every three hours for him He has 15 minutes.

Recovery, Pain Relief, and Usage

He sits down his pain goes completely away He does whatever he wants he goes back again so to tell him use it once a day because that's what a certain study showed he doesn't get to live his life.

It's definitely not harming him. So we have to look at what are we trying to accomplish? And each device is

different, right? Each device has configured differently.

I tell people, if you're wanting to regrow your hair, by using it more than once a day, you are not going to speed up how fast a cell can work. And so we're looking at that.

But we had people who use it before they play a sport and they use after. and it helps them or they just use it in the morning. So there's nothing bad about using it more than once a day, but the recommended usage is once again, if someone just wants it for benefits per se, If you use again a second time, you're just using the device a 2nd time and you want to last years.

We've had people have them for 5 years! You know, so they have like 10,000 hours of usage, you know. So if it's healing an injury and they want to use it, let's say the doctor recommends as well, like three or four times a day, then it is worth it to do that while you're healing something if that's what the doctors recommends.

All right. And you're talking about healing things. What about chronic conditions, like let's say somebody's got knee arthritis or something like that?

What are you seeing with those types of issues? We're seeing once a day is very helpful, definitely. Okay. Do you believe that you are getting two? In my mind, and you know a lot more about this than I do, You're kind of getting a dual benefit because you're getting the reduction in inflammation and pain, but you are probably also helping with any type of regeneration that's any capacity for regeneration depending on, you know, the area of the body and what's going on there.

You are supporting the to regenerate itself. That's what we're doing, right? So reducing inflammation, and also giving the the energy it needs to be able to heal itself Awesome.

Okay. Let's talk about the contouring thing because that's the one I think most people think that too good to be true. I tell you, it is so much fun. So I can tell that my clients when they would come in, they will lose two pounds of fat.

And actually let me grab one of my. That blob's right here. This is a one pound fat blob, okay? So in the office, we luckily would come in, but they would lose about two of these within three to four days.

Or if they came once a week later, it'd be still the two pounds. Because what happens is, and it seems crazy, that's why I didn't believe it, because I've been helping people with weight loss for so many years and I'm like, nah, can't help, But it does.

There are protocols and and to go with it, but I can share with you the reason why I Can tell you that two pounds of fat loss. We've seen three and four and five sometimes We have an in-body 570 in the clinic which calculates water muscle and fat it separates it so I see also Somebody there's protocols that go.

With it. There's you got to wear compression for two days a low carb diet So there is not just red light, so People say, well, that sounds like it's because they're on a diet.

But a lot of people, I would say 90% that came to me were eating too little in the first place, were actually adding food to their diet and red light and compression and a little bit of exercise.

They are losing weight faster. We would lose about eight pounds of fat per month they were losing. I had a lady who lost in seven months 105 pounds Okay, almost all of it was fat.

She came back two months later, I asked her to come in, she still lost another 15 pounds on her own because her body was functioning normally again, because the red light helped the body.

So what's the mechanism of action when it comes to fat loss specifically then? Because we're not talking about repair anymore. So it opens up a fat cell.

So basically, the fat cells then opens its pores. The fat takes 20 minutes on a session. That fat is going to go through the lymphatic system and process through liver just like a fatty meal.

Okay. And then we're going to burn it off. But if you don't eat enough calories, the body, even if your manipulate cells open, is still going hold on to it because you need to make sure that you have enough food to support your organs.

So there's a process. When we sell a body contouring system, I teach the process I also recommend they have an in-body to actually show the results and actually to know how many calories somebody specifically needs.

The beautiful thing is we can actually now send a kit home to someone. They don't need to buy the full $10,000 system. they could buy a couple pads if it's their arms or their abdomen and then follow the protocols to go with it to get the support.

It also helps produce collagen. So when my clients lost weight, They did not have the hanging skin that we see with just dieting alone or with the injectables.

And when I talk about the weight loss, where that client in nine months lost 120 pounds of weight and almost all of it was fat, it wasn't, she did take a GLP, and I'm not against those, some people need them.

But there are alternatives and that was where, actually I'll share with you real fast. We had 80 people on GLPs three years ago when I partnered with the doctor and within two and a half months, 77 people got off of it because they saw they lost more water and muscle than fat and they stayed with red light.

So just to share that. Not against them at all because some people do need them. It's a process that needs for the body. So what about for beauty purposes?

You have one that goes on the, you can essentially use on your face. Talk about that for a minute. Yep. So we have a dome that go over the face, the beautiful part is actually opens up so you could use it on a body as well.

It's a flexible pad so that way you're not just buying one device. You can actually take the acrylic panel out. But it's helping produce collagen because again it is working on those cells.

We have it above the face because just like you see here, right? Here's the cell right here and I'm only getting that dot.

Body Contouring and Weight Loss

So a lot of the facetests on the market have one light, so it's getting in that area, that With ours, because they are more powerful, we pull it away and now it's covering everywhere on the face to get better results faster because the whole surface is getting regeneration because we pulled away about an inch away.

They don't need to be on-the-face. Well, it is important what you just said. I think that's really cool because I have that device and it a multi-tool, right?

You can put it in the little, I don' t know what to call it, but the to figure like a dome. I was trying to pull it out. And use it that way. Yeah. Or that entire pad comes out of the dome and you can use as a flat that you lay on, that put on top of you, wrap around your legs or arms and things like that.

It's got a lot of agility. You can also do this. If you want to help support the brain. This is what we do with my sister. We have a YouTube video you'll see in 25 days.

You should. Oh my gosh. It's so good for your brain. Like I can't imagine. I tell people this all the time. You can imagine myself looking better with hair.

So I don't know about that, but you wouldn't be doing it with you for it. Look, hair is, is a like side effect that happens if it's going to happen. Right.

But to, to help support the brain cells, my sister had a stroke. No, I really do love the idea for brain that that makes a lot of sense. And I've not done it that way yet.

Yeah, it's so good. I know it helped my sister after two and a half years of having a stroke. She was struggling with her speech and within one month she improved 80%. The videos on my, on, my YouTube channel on how she very cool.

We'll, we'll share your YouTube in the show description as well. Um, so you do, your devices have multiple settings. Uh, there there's a timer on there and there're also different levels of intensity, I guess would be the way to put it with the lights.

Why, why would you use a lower setting versus a higher setting? Sure. When you are against the pad because it's neoprene, you're going closer to the LED, so it is going to get hot faster.

So if it under the body, we recommend level 3. If it on top of the bottom, it will be a little bit farther away. Level 5 is the same intensity. Again, if you have an elderly person that doesn't have much tissue on them, their skin and bones, level 5 will feel really warm on that.

We would back it down to level 2 or 3 to be able to have the regeneration time. Okay, so it's mostly a comfort thing then? Yes. Okay. All right. I wasn't sure.

Yeah. Uh, I never asked you that about mine. So I've kind of just experimented with different settings. And as far as the body contouring or the beauty purposes, is that a daily 20 minute thing?

Is that what you said? Or how long are we using it for those purposes? So for this skin regeneration, we're having it again away from the face, right?

So it's level five, 20 minutes because it is farther away. The body contouring, you don't have to do it every day. People came in my clinic once a week or twice a day, so you can decide.

But here's the thing is, if you're just putting it on your body, your helping, supporting your organs. So I look at it as like you could even just do every to support your organ.

Or as often, even once a week is still better than not doing it. So it depends on your time schedule. But any part where you use a relight therapy, you're helping your body to get more energy to those cells.

It's a mitochondria function, right? Mitochondrial function. And so you are supporting that because that is the life of our whole body is cells that have mitochondrion.

and it's the natural progression of aging for you to slow down, for your cells to Do people find that they get a little more energy because of the enhanced mitochondrial and ATP production?

When they do full body or even just their abdomen area, they feel a difference. Just generally? Yeah. Yeah, yeah. It's interesting. The biggest thing I've used it for, and I'll be the first to admit that I probably not optimized my system.

I never used on my brain, which I think I could definitely use, but I primarily used for recovery and for pain if I have something going on. So I'm not a regular daily user.

Every other day my wife the same after having this conversation. I think we got to get it into our regular routine, which we've not done We'll definitely do that.

But one thing I will say is we have a another red light unit that I found prior to meeting you and And I think it's a good quality unit as far as I can tell.

I like the guy that developed it. He seems like a no-nonsense kind of guy. And it is more of a stand and more expensive, more difficult to use really because you're going to have to sort of sit in front of it as opposed to these are much more portable.

We found that the convenience of yours and the effect of your's I thinks is better than anything that we've used before. And as I said, Melissa and I are friends.

She's been on my show a couple of times. I've been her show. A couple times she's met my trainer. So when I talked to her and when she reached out to me, just kind of, you know, unsolicited will say, and just said you got to know about these devices.

They're amazing. That's when my ears perked up.

Beauty, Brain Support, and Settings

And I'm convinced I love what you guys are doing. Actually just bought one for a birthday present for friend of mine who has some, has an injury that he's dealing with.

Okay. So then for people that are interested, it's red light pro devices. Okay, that's what I thought. And we do have a special for you for this show.

Specifically, we're up in the discount a little bit. We're going to give you 15% off anything that you want on the site with the code vitality 15. But that's only going to be for 30 days after this show airs.

So hopefully you listen to the show during the first 30. Days after aired, there will be a 10% discount ongoing though. Vitality 10 will. Be that discount.

Both of those will, be in the. Show description, so check the date of the, show and you'll get a little extra. If you listened early and want to give it a whirl, I want.

To also mention this. I think this is really important. You and I had this conversation before we got young on the your warranty and how you handle things that way.

Because the biggest concern, I think, outside of does it work, which hopefully we've addressed that, is what if it breaks? Am I out this money? All that kind of thing.

How do you hand things like that? You know, we have a one year warranty from when it gets delivered to them. And I like, if I hear something like today we had an issue with FedEx and the person was like I waited home and even with that, I'll just share with you, even Fedex, not like we took care of it.

He wants it set without a signature. I took here today. This happened today, and I handled it today We have one-year warranty. Somebody, you know like We had a bunny that chewed on somebody's controller, okay?

Each device comes with two controllers because things like this happen. But within the one year, even if something happens, we still send you another controller, right?

Like if the lights go out, like we're going to send your new pad, you're gonna send it back. We have a one-year warranty because we stand behind our products.

I know that somebody bought the device because they need it. This is not like you buy it and you were like, if I need or not, it's because you need, and should be using it anyways.

So I want people to use it, encourage them to us it daily. and go, oh my God, what happened? What'd you do? If there's lights out, we're gonna send you a new pad.

You're going to send it back and you're to get a brand new one. It's just the way that it is, because you bought something that you should have that works.

Love it. Yeah. At Vitality, we stand behind everything and we like to work with companies who also stand their stuff, especially something like this where it is, there's a bit of an investment here.

So it's redlightprodevices.com. There is a link in the show description that you can grab and the codes, the Vitalty 10 and Vitaly 15 will be there as well.

Remember, if you catch it in first 30 days after this show airs, you'll get the 15% off. of anything that you buy on there. I am a big believer in these devices. I've believed in red light for a long time.

This is my favorite that I've had so far. After this conversation, I guess I'm just going to be using it more than I already was. So Penny, I sure appreciate your time, your expertise and for putting something together that really works.

Warranty, Discounts, and Wrap-Up

that people can use at home or even in the car and that is what I consider to be just a really reasonable price for what you're offering because there's so much stuff out there that's either just really cheap crappy stuff or crazy expensive stuff.

And people are like, I don't know what to buy. I like red light, but what do I do? I think we've found that answer for people. So thank you so for joining me today.

And for everybody listening, thank you for joining. I hope this has been helpful for you. So many people ask me about red light stuff all the time. And I'm really excited to have delivered this for ya and to actually have a relationship with a brand that I trust.

If you have any questions about anything you heard on the show as usual, call us 801-292-6662 or jump on our website. Everything else that we've talked about is in the description with links and discount codes as well.

Thanks for listening to me. I'm Jared St. Clair. This has been Vitality Radio. Thanks Hello, everyone. I hope you enjoyed this week's episode of Vitality Radio.

Just a reminder that this podcast is for educational purposes only. This podcast has not been evaluated by the FDA. Thank you.