

N.Y.B.L. Podcast Ep 114 (Sharon Scott) M1 V1

[00:00:00] **Rebecca Zung:** Coming today on negotiate your best life with Rebecca Zung and so my husband kept giving them to him and I was like, no, no. So obviously it started causing issues with us because I just, I, I did not trust this guy, but I had to wait until my husband thought, so the big questions are these. How can we navigate and negotiate every situation in our lives, in our career, in our businesses, in our relationships, and even with ourselves for our own self-worth.

[00:00:30] In other words, what if you could win every time and have no losers? Let's face it. We're not negotiating just to buy a car or for a pay raise. We are negotiating for living in every aspect of our lives. How can we do that? Powerfully, successfully? And victoriously, those are the questions. And this podcast will give you the answers.

[00:00:52] My name is Rebecca song and welcome to the time where you negotiate your best life.[00:01:00]

[00:01:01] Welcome to another episode of negotiate your best life. I'm Rebecca Zang, and I'm super excited today to welcome Sharon Scott. I cannot wait to share her story. So inspirational. She has been to hell and back with a narcissist and in a business setting. And she came to me through my sleigh program and she's been, I mean, she was just telling me.

[00:01:35] And I was like, we got to share this, we got to share this. This is something that I think everybody who is listening will be able to understand, identify with whether you're dealing. A toxic personality and a family setting in a business setting, whatever it is you guys are going to [00:02:00] be able to identify with, be inspired by be empowered by and thank you, Sharon, for being willing to come on and share your story and welcome.

[00:02:11] **Sharon Scott:** Thank you. Thank you for this opportunity. I appreciate it. So tell us, take us back to when you first met this person and what was this person like at the beginning? Oh, okay. We have our own business, my husband and I, and he came, he worked as an employee for my husband for many years, and then he wanted to become a.

[00:02:37] Business partner. And so my husband said, okay. And so he, and so we knew them, they were friends, we thought they were wonderful people. And so he came on and my husband just loved him. Just thought he was just the greatest. And so farming charming. Wonderful. Oh, you guys are wonderful. He's 20 there and [00:03:00] him and his wife from like 20 years younger than us.

[00:03:01] So they were just like, acted like our kids treated us like their parents and just were just so just, just, yeah, just kind of, kind of people. Perfect and every way. Yeah. Boom. Then tell it, take us through the journey. What happened next? So then he became a partner and it wasn't long. It was probably three months into it that I just noticed, oh my goodness, this guy's asking for everything.

[00:03:30] He's promising stuff. He's not doing what he says, but my husband, he was his partner and my. I thought he was just the greatest and he just kept giving him it's okay. And giving him leeway and he'd asked for more money and asked for travel money and, and apartment money and, and car money.

[00:03:51] And so I arranged for this, that, and the other and, and all these extra benefits and stuff. My husband kept giving them to him. And I was like, [00:04:00] no, no. So obviously I started causing issues with us because I just, I, I did not trust this guy, but I had to wait until my husband saw it. And so he was, he was he would do things behind her back.

[00:04:13] He started another company behind her back and it was just kind of a pattern with him. So it was like every three months. So every three months there was a big blow out. And so. And so then it was just a big blow out crying sessions, temper training two from him, and then everything would calm down and he apologized and everything was nice for two weeks.

[00:04:32] And then everything was quiet and I just felt like, oh dear, something's happening. And you look back at H blow up the trouble that he was causing started the two weeks after. I said he was sorry. And he was already within two weeks after that causing trouble, that would cause issues with our company. And it was just, it was just crazy.

[00:04:52] He was doing illegal things. He was having our employees work for his company that he had [00:05:00] behind our back. And we were having to pay them. I mean, And then he would make it sound like my husband was the

one that had told, told them, forced with the litigation, hold on emails. He got our emails, we got his emails.

[00:05:13] And those emails were like, oh my goodness, are you trying to hang yourself? I mean, it was just like, he was telling us one thing and he was telling other people and other thing. And so we ended up able to get a lot of information on. Yeah. And I want to just go back because you said a lot of things right there.

[00:05:34] And I have talked about how I ended up in a business situation with a narcissist as well. And, the patterns are so similar and. And I've talked about like the passive aggression. And would you, would you, would you characterize this person as a covert narcissist?

[00:05:54] Absolutely. Yeah. And so like the passive aggression where
[00:06:00] they say they're going to do something and then they just don't do it. Right. And then you go and ask them about it. And you always someone else's fault. Right. And then, and, but then, because your husband, would you characterize your husband as like an empathic person?

[00:06:17] Yes. And very much, very, a lot of confidence and people look up to him as a leader. And so that was, that was intimidating to the sky and he wanted to be the leader and he wanted people to look up to him. And so he, there was a lot of jealousy there. Right, but, and then you, so, there's the pattern again?

[00:06:36] So this guy attached himself to your husband again, and a lot of the things that I've said, they don't attach themselves to people because they have so little value there. And selves to you because you have so much. So, a lot of people look up to your husband. So there he is, he's attaching himself to him because he has so much value, but then, and he looks so perfect and he presents
[00:07:00] himself like, look at all the things I'm going to be able to do and all the value I'm going to be able to bring to the company and all of that.

[00:07:05] Right. And all these things I'm going to do. Promises, promises, promises. And then as soon as he gets in. I'm going to do these things, do these things, do these things, and then falls flat. He's not doing them, but then, now your husband is put in this position of, policing. Hey, where's the thing you said, you're going to do.

[00:07:26] Why aren't you doing it? And that now your husband's like. Cause I remember myself being put in that position, like, do I say something? How

often do I say something? Should I ask again? What's going on? I mean, and, and it's, it's a, it's a very uncomfortable position to be in when you're talking to your quote unquote partner, it's not supposed to be your employee necessarily.

[00:07:53] Even if it is your employee, how often are you supposed to ask? How often are you supposed to police? I mean, it's, it's a very [00:08:00] uncomfortable situation. So passive aggression and then the gaslighting. Oh, we talked about that. Don't you remember? Oh, the stuff when he would say, oh, I didn't agree to that.

[00:08:13] And it's like, well, here's the contract, you signed it. But I didn't agree to that. Here's the meeting you were in, you were asked if you had any, any comments you said? No, but I didn't agree to. I mean, it was just like, I mean, I was like wanting to pull my hair out when you didn't agree to it, when everything shows that you did agree to it.

[00:08:35] Yeah. Yeah. I mean, it was so similar and then you, you, you like, you start to think you're going crazy. Right. And then lining up the flying monkeys. Here's another situation, right? Absolutely. He got so many people to call my husband and yell at him and ball him out and tell him he was a horrible, when he started, when he started suing us.

[00:08:58] And it was like, I [00:09:00] just wish those people would, we, we respected the gang order and so we didn't say anything and we don't, and he, when he was backing up, And so they were yelling and screaming at us telling us that, we were wrong, we were horrible people. And I just wished they would have, realized.

[00:09:15] We just kept saying, just realize there's two sides, but I wish once it was over that they would have come and asked for our side. Only one person that had called us up came and asked, okay, what is your side of the story? But I want to point something out though. 'cause you said when the litigation started, but I want to point something out that is actually, maybe.

[00:09:37] And maybe you want to check me on this because I believe that he started lining up the flying monkeys even long before that. Excellent. They actually start planting seeds with the flying monkeys long before the discard phase. Absolutely. They start actually planting seeds. Like they [00:10:00] just drop little bombs, little things like, oh, You know that he said this or they they're, they're not always, they don't always have your back, like you think they might, or they just might say little things like that, that That just might

make people start to question, so when things start to happen, they go see, I told you remember I mentioned that. Yeah. Oh, he did that all the time. He did that all the time. No. Yeah. When one story that is jumping out at me, as you're saying that is or financial assistance or financial. Consultant. He was talking always with the partner because the partner did not understand the finance as well in the company.

[00:10:50] And so we had this finance, the financial financial consultant, talk to him and explained to him, okay, this is what it means. You don't understand business well, [00:11:00] so you have somebody here to bounce things off of. And so he would just complain the whole time. He would never ask about the finances or the business or anything.

[00:11:07] He knew nothing about it. So one day we said to the financial guy, we said, did you say X, Y, and Z? And he says, no, I didn't. And, and so, we, he says, where'd you get that from? I said, well, the partner said that this is what you said. And so he says, no, I didn't, well, I am going to go. And I'm going to clear that up with him.

[00:11:26] I says, okay, you do that. And he was very professional. He never shared with us their conversations or anything. We said, Hey, what did. Privacy, you give him his privacy and it's very professional. I said, just do me a favor. When you talked to him, when the conversation is over, could you please ask him to summarize your conversation?

[00:11:47] And he goes, okay. So the next day he calls up and he goes, oh my goodness, you won't believe what happened. So we talked, we had this wonderful conversation. I cleared up the issue that he had said [00:12:00] to you guys. We, we, we, we had this great conversation. I thought everything was on track and we were on the same page.

[00:12:05] And so then I thought, okay, I'll ask him what Sharon said. So I said, can you summarize this conversation? And his summary was, well, you agreed with me on this and you told me my next step was this and financial. That was, I did not say any of those things. He goes, that's what I heard. And he said, we ended up in a great big fight.

[00:12:26] I can't talk to the guy again. And he had been talking with him for two years, trying to help him with the finances, but he always thought that that they'd had a good conversation. And I said, Well now, you know how we feel?

That's the conversations we have with them. Yeah. I mean, and so it's that, that flying monkey thing that they start long before the discard phase.

[00:12:49] Cause they want to start planning that those seeds of manipulation long before, long before. Yeah. Yeah. [00:13:00] So, And, and the money thing too. I don't know if you saw anything with money, the financial piece as well. Oh yes. Oh yeah. The financials. He is always like, I need more money. I should get paid more and it's, and So we're like, why should you get paid more?

[00:13:16] Well, everybody agrees. I should get paid more. Well who's everybody. Well, the banker, we asked the banker, he doesn't think you should get paid more. The contract says that both owners should be paid the same. Well, well then a finance guy, he said that we should, that I should get paid more. No, we asked him, he thinks you get paid way too much.

[00:13:36] They can't. Oh, well then I guess he, accountants, accountant says it. So who else is saying that you should be paid more? Well, I think it makes more sense. And that's what it comes down to when you're pushing and pushing and pushing it's like, but he would always say, oh, everybody thinks I should be paid more.

[00:13:54] Yeah. Yeah. Well, and then the, the lying and all of that sort [00:14:00] of thing. Right. So, oh yeah. So, so then you enter into this discard phase and at some point you, you said that you started to go into this litigation. Yes. So then we went into litigation and so he sued the company and then he sued my husband and then he did the lowest of the low.

[00:14:24] He sued me because I could have talked my husband into giving him half of the company. And I chose not to, that was what he sued me on. And he put me through hell all the discovery, all the claims of things that, I mean, it was absolutely ridiculous. And you weren't even a partner in the country. I'm not a partner.

[00:14:43] I'm on the board board of directors, but I'm not a partner. And I do work in the company, but no, but no. So he, so he, so, and he just put me through, he just put me through hell,

[00:14:58] coming up more on [00:15:00] negotiate your best life with Rebecca zone. And so I asked you what, what if you don't have any leverage? I don't have any documentation, but my problem was in my mind, I thought the

documentation I needed. All the earliest. He was doing all the stuff back and forth and all the changing of his mind.

[00:15:16] And no, I didn't do this. And, and all the catching him and all the all the stuff he was doing behind the scenes, that didn't make sense when it comes to the safety of a child and a divorce case involving alcohol abuse. There is no compromise. Take back power. The strength and truth from the narcissist in your life with documented proof of sobriety, sober links, alcohol monitoring system is the most convenient, reliable, and reasonable way for a parent to provide evidence that they're not drinking when a child's safety is at risk.

[00:15:58] So Burling's [00:16:00] real-time alerts make it easy to negotiate with any party judges. Rest assured that the child is safe. Attorneys get courted. Miscible evidence of sobriety, and both parents have empowerment and peace of mind. I created this community to provide support for divorced moms like me, which is why I partnered with Soberlink to create.

[00:16:25] The resource tips for negotiating with a narcissist to download the guide and get \$50 off your Soberlink device. Visit www.soberlink.com. Forward slash negotiate. Are you struggling with how to negotiate and win? Maybe you're dealing with a personality that's particularly challenging, like a narcissist or other high conflict personality, and you're feeling powerless.

[00:16:58] Make sure to [00:17:00] download my free when my negotiation cheat sheet at WW. When my negotiation.com

[00:17:12] Take a listen to our archive where you can listen to more episodes that show you the path to how to negotiate your best life. I know my game inside now. But I've never encountered anything like this in a professional sense. And then Hit me in the fives from day one, after we got married, then controlled the manipulation, the the, all the whole, like the whole gamut.

[00:17:37] If you look at that list of typical behaviors on your list, and now we returned to today's.

[00:17:50] And I want to point out, I do want to point out the reason why he did that was because he knew that it would hurt your husband. Yeah. Yes, yes. He knew. He knew he [00:18:00] would and, and it did hurt us. And so, so, I was in a panic and that's how I came to your podcasts because I. I knew this guy was a narcissist.

[00:18:11] I could not get my husband to totally agree with that because my husband still was trying to, still liked him and still was trying to make things work with him and going back and forth. And so when I started listening to your podcasts every morning, I would put you on while my husband was getting ready for it in the morning and I haven't listened.

[00:18:30] And so he was like, yeah, yeah. So. We were on the same page. So then, so then I got on a few of your calls and your live broadcast, and I was live and you were saying, well, you need leverage. You need leverage, you need documentation. And so I asked you what, what if you don't have any leverage? I don't have any documentation.

[00:18:51] But my problem was in my mind, I thought the documentation I needed was all the swirlies. He was doing all the stuff back and forth and all the [00:19:00] changing of his mind. And no, I didn't do this and, and all the catching him and all the All the stuff he was doing behind the scenes, that didn't make sense.

[00:19:09] And I knew I couldn't do that because he was gaslighting. He was making us feel like we were crazy with everything he was doing, but then when I bought so, but then I finally just said, I need something. And I bought the slave program for business. I made my head has been sit down every weekend with sent between six to 10 hours a day, Saturday and Sunday.

[00:19:28] It was five weeks before mediation. And I was like, we are doing every letter of this. I don't care how long it takes. And, and it took us a long time. You say four hours that we spent, we spent many, many, many hours doing, doing everything you said. I analyzing ourselves what our part was in it. And then you had with the program, you said, Hey, quick down a timeline.

[00:19:55] So I did a timeline. I did the events, I did the news, and I [00:20:00] ended up with looking at all this, I mean, so much documentation. Once I started doing that, it wasn't the craziness that I was looking for. I just had to, the lawyers aren't looking for. He said, she said, they're looking for what really happened, who signed this contract?

[00:20:16] What, and what's really going on. And our, we were told that our mediator was the judge and that he was, if you don't have documentation, you don't have proof. It didn't happen. You better have you better show that you

better show your proof. He was, he was real hard, hard knuckled guy, but he was right.

[00:20:33] He was excellent. But he, he He we had all this documentation, all this proof, he came to the partner, came to the table with absolutely nothing. He just, I didn't know. I didn't know what, I didn't know. He just kept saying that all the time. And so then. Mediator would come back and say, well, he says it, he got all the contracts.

[00:20:56] Now here's the GABA contracts. This is what happened. And [00:21:00] so then finally it was like, whoa, I gave him the CEO's phone number. And that's how he claims he got hot heat. Got the contract, everything was all the contracts are in the CEO's. My husband's they name all the negotiations are in his name.

[00:21:14] You're then the mediators, like you didn't even say any of this stuff, you didn't even do any of this stuff on, on the work and you didn't do the RFP. You didn't do answer any of these questions. And so he says, well, I gave his phone number to the company cause they asked me. So that was his idea that he got all contracts.

[00:21:34] So just different things like that. It was just once, once they, I was able to prove this happen, you had it all ready to go, because you had done every letter of what I said to do in the program.

[00:21:48] It might've been overkill, but it got my husband and I, because we had to sit there and we had to be on the same team. We both are never over. Yeah. Yeah. So we sat there and we had to sit [00:22:00] down and write our own stories. This is my view of this event. He wrote his view of the event. Then we would compare them.

[00:22:06] Then we would make sure we were as honest as we could, and then we would get documentation. So it took a long time because there was two of us and we had to agree. We didn't want to look, find her argument in front of the mediator cause that doesn't help our case at all. As we went through. And we were, and we, we just had, we just had it.

[00:22:25] It was just like you said, this happens well then here, he says this, well here, this is our side and we didn't have to raise our blood pressure. We didn't have to scream. We didn't have to yell. We didn't have to do anything. All

we had to do with say folder, number 49 has this in it. So thank you. Oh, perfect.

[00:22:45] Perfect. Perfect. I love it. And so you ended up writing to emailing us. And what did you say in your email? Oh, I don't remember. Now. You said it was fabulous email. Telling us how how well it had worked for you. [00:23:00] Yeah, it was like kind of, he gave us synopsis of the story and I just, and it just, it just really helped and helped my relationship with my husband and how it helped us, helped us get on track.

[00:23:10] And it ended up helping our lawyer said it saved us. Mm, lots thousands tens of thousands of dollars, because they would never have been able to get through that and be so clear with all the information. I appreciated all the research that I did for us, because I would say it was easier for me to do it than for them, of course, and less costly.

[00:23:29] But yeah, no, you've saved us a lot of money and a lot of time and, and I appreciate it. Yeah. Well, and, and so I want to just go back to telling people, I mean, the thing is that a lot of people go, oh, all I need is a good lawyer. All I need is a good lawyer. When people say that, what would your response be to that?

[00:23:53] When it comes to that? Well, I had a good lawyer, but there was just so much information that she, [00:24:00] she couldn't, she didn't know how to process at all. Somebody has to give her the guideline. Somebody had to walk her down, what was really happening. And so I, yeah, you'd have to have a good lawyer, but this, this was a way of her to communicate.

[00:24:13] When the mediator talked to her, she was able to. She, she knew what was going on. She was able to show him documentation. And so yeah, no, she went, she was a good lawyer, but had, we just left it without helping her. And of course we didn't know how to help her until you showed us. But so we were able to help her guide her along our story.

[00:24:35] I don't think we would have had the outcome that we have. Right. So what the program does is actually help you organize the information in a way so that your lawyer can actually present it in a fashion that is. So that you actually have the leverage in an organized fashion so that [00:25:00] you actually can win.

[00:25:01] And it literally saves you thousands because your lawyer does not know the facts of your case. Your lawyer really does not know what's has taken place. I mean, the lawyer knows the law, but your lawyer does not really know what has taken place. Absolutely. And then there's stuff they were throwing. She, she doesn't know when they threw stuff from the other side, the other lawyer, and she didn't know how to combat that until we provided her with the information.

[00:25:32] And then when she had to go. Toe to toe with the other lawyer she was able to, and she did an excellent job. She, she, she she bought for us and believed in us and that was, she was a great, that's another very, very good point because, when they say. Oh, this happened. I'm the one, when I'm the lawyer, I actually have to look to the clients and say, what's your response because I'm not the one who sat there and ha was, with you [00:26:00] guys, when that took place, I wasn't sitting in your offices.

[00:26:04] I wasn't part of that conversation. So I, I don't know how to respond. As the lawyer, I have to look to the clients and go. Did that happen? Did it not? How do I respond to that? And, and you guys have to be the ones that say no, that didn't happen or whatever. And so the more that you guys can be organized and go, oh, no, that's not how that happened, or, oh no, we have the email to prove that that's not what happened or this is the response.

[00:26:37] And here it is. That it's so much easier for your lawyer to, be able to go, oh Nope, here you go. Yeah, no, I was very impressed. You read everything over then. And she was able to ask us questions and stand up for us. And, and so she. The information was very helpful and it was just sad that we had to go through [00:27:00] it and it said it on the other end, a lot of people aren't asking us our story now that the gag order is off and you feel, you want, you want to tell your side, but I, we just sit back and we'll say, well, what happens happens?

[00:27:13] It doesn't matter what we feel right now. We just need to get through it. Yeah. Yeah, yeah, yeah. So, so for anybody who is considering, doing the program or whatever I, or, or taking the program now, and they're like on the fence about it, what would you say to them? I don't want to say, please take it.

[00:27:38] It's just, it's worth it, but do what it says, go through and take the time. I mean, I D we just really, we weren't. So at loss, not knowing what to do and COVID had just started and it's, everything is online and you're not able to

sit by your lawyer and get that assurance that you need. And so it was, [00:28:00] it, it was a great, a great step for us.

[00:28:03] It was a great. Program. And we really took it to heart. And if you're going to buy it, just take it to heart and just do it. Do every little thing, even, you have to name an animal. Sometimes we know what animal does he look like and stuff like that. So in your mind, when you see him, you can think of that animal.

[00:28:22] All of those. We did it. You know who name yourself? Are you a conqueror? Who are you? I mean, we did all those things. We Nate, we did everything. And no matter how corny, you think it might sound at first and not, we just, we just took a dead serious and we were just like, we're doing this. We're taking it.

[00:28:39] And there was some levity in it, which is good, like camel under the tent and different things, which was good because you needed that just to break the intensity on the situation. But, but, and, and then also. I mean, every lawyer you talk to, they say we don't like it. And judges, when people [00:29:00] dispute business, this is not a legal issue.

[00:29:02] This is a business issue. These partners should decide this on their own. And so the, the judges are, are judges. We're having he just disliked business disputes. And so we were told, he is not going to be on either of your sides because he doesn't like businesses too. So he wants the courts to have the legal issues and not to be.

[00:29:24] Filled with business's future rather than what they should be used for. And so, so, we just tried to make it as clear as possible. And so with that in mind, that's why I got your program. I'm like, okay, let's make this as concise as possible and not look like two sides are crying and babbling and fighting.

[00:29:42] Let's just make it. Yeah. And they don't like to divorce issues either, by the way. That's true. Yeah. And they don't like people saying the word narcissist either. Yeah. I may like [00:30:00] crazy. You don't want to hear people say the word narcissist says, I mean, I always say to people, put it in terms that the judge is going to care about, which is the, the law, and that's why I put.

[00:30:12] Those statutes in there and stuff, because like put it in terms of the law. Cause that's what the judge is going to care about. Yeah, yeah. Yeah. And they were, they were hard on us and it was a rough experience to go through and

I would never want it to feel, I want to go through it again. But we, we made it through and and it was just, it was just crazy.

[00:30:34] Thanks. He asked for the things he did and he was in at the end. Just like you said, you said don't think when it's over, then it's going to be, when you think that it's going to be over that it's going to be over because they're going to come back with something else. Well, how about just some way to hurt you?

[00:30:50] And yet that's what he did. Exact thing. Just, we just looked at her. That's what Rebecca said. He'd do. Okay. We're ready. Let's deal with it. But he did it. [00:31:00] He just, I mean, it was just, it was just like textbook what you said he, he did, but we were ready for it because we took a program. So we were ready for it.

[00:31:08] We knew what he was, what game he was playing. And we were able to not get all upset and, and we were able to deal with it. Yeah, so good. I'm so glad. I'm so glad. And would you say that it saved you thousands in fees? Oh yes. Our lawyers lawyers at first, they said, oh, you probably saved about \$40,000 and BS.

[00:31:32] And then they said You PR fees probably would have been double or we're \$200,000 until legal fees because of this, we saved herself probably \$200,000, cause she said it would have been double or so, so yeah, it saved us a lot of money. So in that way it's absolutely worth it because. It had us confident.

[00:31:56] We walked in confidently. We knew what we wanted. [00:32:00] We didn't waste the mediator's time. The judge's time, anybody's time because we knew what we wanted. And you asked the right questions. What do you guys want? What's your baseline? What do you w you know, what are you trying to get out of this? What are you prepared to give up?

[00:32:13] Have all these questions answered beforehand. And we did, and we had that all down. We knew exactly what we wanted. We. And what we can part with him. He couldn't part with. And we just went, we were able to just put it out there and be ready for everything. I mean, I don't think that there was anything that came along to us, except for some stupid things.

[00:32:35] Like she did not do that did not happen. What are you talking about? Here's the thing, so there were some crazy things like that, that. But we were able to prove it wrong and he, everything he said that was crazy. But the rest of

the staff, we kind of expected. This is where he was going to go. And so we were able to be prepared and hand in [00:33:00] the information.

[00:33:01] And our lawyer just, she went with it. She was, she was a little bulldog and she just, she was great and she made it very clear. And so that, that gave us confidence because she, she represented as well. Fantastic. Love it. And I love to hear like Victoria's stories. So. Awesome. Thank you so much for being willing to share.

[00:33:27] Your story and welcome. Thank you. I appreciate you. And thank you so much for saving us money and helping us and guiding us along because I mean, it, I was panicking. I did not know what to do. I was just, I was a panic. I was a mess and my friends were so kind because I was, I was a panic they'd come and bring food and they would take care of my dog and they would, they would just, they just took care of us and we would just sit there and we would just work on your program.

[00:33:57] And so that was good. [00:34:00] Yeah. Well, and I always tell people it's simple, but not easy. No. It's like, you're going to have to do the work. It's not like there's any magic wand to it, it's definitely simple, but not easy, but, so, so thank you also for being willing to do the work and thank you.

[00:34:19] I'm glad I started five weeks before mediation because I only had weekends and nights to do the research and had I not had I not started when I did, we would not have been as prepared for some, I get obsessive compulsive and go, okay. I'm not sure this was really good, but but you needed it and we needed that time.

[00:34:39] Yeah. Well, it sounds like you had a lot of paperwork and stuff to go through to, there was a lot, there was a lot of issues. Yeah. But thank you. Thank you again for being willing to share. You're welcome. Thank you. I'm really appreciated. Thanks for stopping by and listening to this episode [00:35:00] of negotiate your best life I'm Rebecca's dog.

[00:35:03] Check back next Monday for more inspirational pearls of wisdom. And if you would. Today's podcast. I'd love. If you would give it a five star rating and tell me what you liked in a review on iTunes. Also be sure to grab your winning negotiation cheat sheet@whenmynegotiation.com and remember, today is a perfect day to start negotiating your best life. .