

EP 46

Barbie Kalev

Welcome to *Next Level Greatness*, the podcast. Today I have a super special guest. It's a dear friend from my Brooklyn days back 2001 Kadi Janna, you are a holistic intimacy coach and the founder of the pleasure alchemy. We'll get to talk about that in a second. But welcome to my podcast. And also you are a Money Magnet graduate. So my heart is so full already. Just having you on welcome.

Kadi Janna

Thank you so much. And I'm truly honored to be here with you. Yes, we've been friends for many years. And I'm excited to be here. And I can't wait to talk about your amazing program and tell you a little bit about what's going on with me since the program.

Barbie Kalev

Yeah, so I'm sitting here looking at your face, no one can see you. But I just had a dream about us last night. This is wild, we were together in the dream. And I gave you some gifts. And this totally plays into the money stories because of what I was giving you. It was like your birthday and your family was there. And I brought you some beautiful designer bags, but they were kind of like you couldn't tell if they were fake or not like the fake Louis Vuitton bags that you could get inside a towel.

Remember back then I was wondering like, Why did I have that dream? And I think it goes back to Money Stories back then. I remember wanting the nice things, but feeling like I couldn't have them. And so I think it was just my subconscious mind going deep into those days when times were really different.

Kadi Janna

I mean, if I'm honest with you, I'm still always putting other people first. So that's the thing that I haven't tackled. So I will do everything for my kids, get them everything that they need. And then when it comes to myself, I'm like, Okay, I'm just gonna get this little bit of thing or not buy the thing that I really love. With the exception of my business, like I'll spend on my business but for myself, so that's something that I'm working through.

So I mean, it could be that you're in alignment with that because that's actually something that has been the theme for me this week. I feeling I bought myself this really expensive pair of reading glasses because I love a nice pair of glasses and I lost my last ones. And I think about all the things that I could have done with that money. But then I was like no, like, I deserve nice things.

Barbie Kalev

Never unless giving you nice things. I think that you were trying to figure out is this a real Louis Vuitton? Is this a real but it has to do I believe with worthiness and not only like your stuff, but like, like my stuff. So this is interesting. Okay, what it is, we're gonna get into it. But I just I've said that I love you already.

Kadi Janna

You know I love you too.

Barbie Kalev

You were the kind of friend I lived on the third floor. I think you lived on the second floor.

Kadi Janna

I was on the third floor, you have a penthouse on?

Barbie Kalev

Yeah, it didn't feel like a penthouse. It was like 4A it would ever 4C I lived in 4C. Anyway, I would just go to your apartment all the time. And at the time, you had one daughter. And then move to Paris for six months, you came to visit me to Paris. We were tight. And this is the kind of friendship that I love where we can be friends for decades, and not have to talk all the time. I feel like when we do talk, we pick back up exactly where we left off.

Kadi Janna

Absolutely. I feel like that time period was a transition for all of us. Like we all move this villa at the same time. And you and I, we solidified our friendship, that beyond what was going on around us even between marriage at that time, and whatever relationship I was in. We share dreams together like I never imagined, honestly, that you would be the Barbie who you are today.

I just never imagined it. And I don't think you did. I don't think you were thinking about that. But we just kind of, I remember sharing things, sharing ideas and sharing dreams and you were professor at the time, and so kept speaking fluent French. And with pass, we had such a great time together. And we just bought it from the beginning. Like there was something and we were both from Queens living in Brooklyn. And I think that was also like we had that thing in common. But in general we're just two girls live in life and young and making your way through.

Barbie Kalev

I was actually a graduate student at NYU at the time. And you were working for Bloomberg. And how old are you now?

Kadi Janna

Oh, I'm 53 now.

Barbie Kalev

Okay, so I'm 48. So four years below, and you are always at very wise friend, you are the friend that told me that two things that I particularly remember, but you are always that wise woman in my life.

Number one, you told me that when I would be 30 something that I thought it was going to start to go and it did number one. And then when I got divorced, you said girl, brace yourself. And then I was coming. And I did. So I feel like you were always a few steps ahead. And as a projector in human design. Last week, we had done the human design expert talk a little bit about human design. But that's your role in life is to be a guide to the world. And I've always seen you as that person. So for me to have you in one of my courses was so special and a total surprise.

So let's get into that. Because I had actually been thinking about you, like two or three days before you reached out for maybe a week before.

Kadi Janna

I remember that.

Barbie Kalev

You remember, and then I saw you had posted something that resonated with me, I commented. And then the next thing you were in my inbox and you're like, I think I need to take your Money Magnet course. So what made you decide to sign up?

Kadi Janna

So first of all, thank you for saying those things about me. That's so kind. I think that where people go wrong a lot of times is that their ego gets in the way. And they're not able to, because I don't look at your age. I'm looking at Barbara has been wealthy for many years, we started out on a journey together. And you took another path. I've always just not into the fitness thing as you can tell.

Barbie Kalev

That's cool and perfect justice you are.

Kadi Janna

I have always admired from here. So I've watched your journey. And so when I look at my life, and I look at people who are stable, financially stable, which by the way is interesting, the only people that have all Aries, by the way, but I look at you and I say, well, if I'm gonna learn from anybody, first of all, I trust you. I know you have been knowing you for many, many years. 20 years at least that's number one.

And number two, I look at how you live your life. And I said, not that I want to emulate your life. But I appreciate your values. And so those are the things that I look at when I think about who I'd love to learn from someone who has integrity, someone who has a great value system, a story that resonates with me. You fit the bill for that. But mainly, there was an integrity in your delivery that I just really attached myself to. And I was like, I can learn something from my friend. And this is my friend. So I want to learn from her. And I just think it's so important for us to be constantly healing and there was something that I needed to heal within me with regards to money. Like I'd done a lot of work already.

Remember, we talked about that, like I've done therapy, I've done spiritual practice, I initiated priests, in the meat tradition. I've done a lot of self work, but the theme of money. As it relates to my childhood and how I grew up, and just my relationship to money. What was revealed out of Money Magnet for me was that I just, it was like, a bad marriage.

Barbie Kalev

Before you go on, you are a healer. So I said, You're a holistic intimacy coach. What is it initiated as a priest?

Kadi Janna

Yes. So I'm an initiated priest of Yemaya, which is a traditional practice derived from the Yoruba tradition in Nigeria. I've been initiated this year, that makes my 10th year, I've been in this tradition for about 17 years or so somewhere about 17, 18 years.

Barbie Kalev

And so the reason that I ask. First of all, I saw one of my friends post something the other day, it was a repost that said, the world doesn't need more successful people. It needs more healers, more spiritual guides, more, you know, etc, like people in the helping realm. But to me, you can be both, you can be both because here you are a spiritual leader. I mean, I have goosebumps, I'm saying all this. I've had like whole body chills for a few minutes, because I'm going into a separate segment.

I have women from all backgrounds in my courses. And I had just been thinking, I've always had a black woman in my life. Like in every period of my life, I've always had a black woman's friend, and I didn't have any in my course. And when I wish to pour one, you have anything you appear to my life. And my other friend, Tiffany, which is this is also funny and crazy, who's also a black woman. She lives in California when I was living there, because only a certain number of people had signed up for my course at the time.

And she said, "The Power of One Barbie, you have one person that can affect a million people" and then put perspective back that it doesn't really matter how many people sign up. It's the influence and the impact that you can have when you affect one person. So then you magically appeared into my life. I manifested you like, seriously, you came out of thin air, and I could not imagine anyone else that I would want. I mean, you came in and it was like, Oh, my God, it's, it's you. I call you Khadija.

And then you came into my life. And so for me to know that you are the spiritual leader that you are and to know that whatever work we did is going to affect a whole community, not just your family, but everyone that you come in contact with has been so deeply meaningful for me but then secondly, I really part of my mission is to break this belief that you have to be broken spiritual, like why can't you have pain, have wealth have well from helping people because you're not actually taking from people so I was so so happy to see you come into the course and I have to tell you that when I went to your Instagram and I think this shifted things I told you this not as your guide mentor but as your friend who happens to have a lot of knowledge.

I was like wait a second, the Kadi that I know with her 10 minute resume meaning like I could talk about all the things you've done. But deep knowledge and wisdom wasn't coming across on your social media. So there was a real disconnect between the person that I know that you are and what was being presented. Then you signed up for Money Magnet, and I have to tell you guys, I'm gonna put Kadi's social media info, her websites, all of that in the show notes. You can check out her stuff and her services. But every time you pop on my feed now, when I look, it's just you, I feel like I get the whole you and your power.

Kadi Janna

Let me tell you about that because let them set for the course, I've done so much self work to him a lot of things. I came into being a nice amount of money a couple of years ago, which changed my life for the better. I wouldn't consider myself wealthy by any means. But what it allowed me to do was be available to my family, which is what I had been praying for. I just want to be able to take care of my kids, and be financially independent. I don't want to have to work for anybody else. Like I want to be able to manage my life.

And so I was able to do that, but in the process of never sorted out my issues around finances. So I have this bank account, and there's money to live off of. But I'm definitely afraid that every time I make a purchase, I'm losing money. And so I also have been tried to create this business where I'm helping people, but I'm stressed. I'm stressed about money, even though there's money there. And there's no reason for me to be or feel insecure in this moment. I'm thinking, holy crap, I don't even know what to do with it. I don't know how to maintain it. I don't want to deal with it. But I need more.

So there's all of this angst and frustration. And that's why I think in Class 2 maybe you talked about this. And so we started to unpack what was our relationship to money, and to take a deep breath, because I just never sat with it. And so what came up was like, I just had this really bad relationship. It was like a bad marriage. Like I said before, like when I was growing up, everything that was bad about our lives, look growing up in the projects, very low income, upbringing, always struggling, always strive around finances. And we're always old, she always late for everything. So everything in my childhood as it related to money was just, it was a bad experience, there was a lot of shame around it.

Barbie Kalev

And you know that I can relate to that. That's probably why we bonded without even knowing why. And you were just repeating the patterns. I mean, because that's how we learn. We get programmed our subconscious goes, this is how you grew up, you saw your mother repeating these patterns. And as an adult, you're walking around, and I talk about this a lot. You're walking around with a map of how the world works. And you had a very outdated map, even though you have all this education, all this wisdom, all this life experience. And everything that you said is so common, it plays out differently, but it's so common. And when in our lives, have we ever examined the relationship to money.

Kadi Janna

And we don't, even though I've been prompted to in the past, through other means, like when you go to start a business, they're like, look at your finances. And when you have to do it on your own. For me, it was like just facing something that was way beyond my capability. And so finally, when I saw you, and

when I saw your post or your story, I was just like, No, you got to do this. Now, you got to figure this out. Like that was what prompted me, because it was almost like divine timing. I was in it.

Barbie Kalev

You were going through it.

Kadi Janna

I was fighting.

Barbie Kalev

I actually do remember it was for you. It was different than for other people in the sense that I feel like you went through session two, and it was almost like that was all you needed. After that it was like something broke. Let me say something that I gave you homework, and yep, did it because you can totally go through the course for those of you who are considering it and just taking the information and you know, people are going to do whatever they're going to do.

But you actually set time aside. And I remember this weekend, you're like I have to do my homework. I'm going to set time aside and I remember I checked in with you because we're friends and so I checked in with you. You checked in with me on Instagram and you were like, girl you're gonna have a lot of work for me because this I got a lot of like poop, I got a lot of stuff. I remember it feeling heavy maybe for like a week and then do you remember what it was that?

Kadi Janna

I do.

Barbie Kalev

You were able to move through and once you were able to move through the way that I experienced it was so beautiful. It was like you were this clogged up bottle of champagne. Well, let's say like clotted up not good. All of a sudden when you work through your stuff, then you became this beautiful bottle of champagne that somebody uncorked and that you were like a beautiful explosion.

What was it? Take us through that.

Kadi Janna

It was one technique that you did, where if we could imagine a whole bunch of money, and my imagination was money swirling all around me, and then I was making like stacks of money. And I just felt so empowered by that. And so you also told us about holding desire, which I use so much now, like, Oh, my God, I didn't have the language for it. And so when I thought about holding desire, that was the thing that I used in my imagination.

Barbie Kalev

What does that mean to hold desire? Because our listeners won't know.

Kadi Janna

To embody the pleasure, the feeling, the pleasure that gave me that I had this infinite flow of money, this infinite flow. So the feeling that gave me in this visualization. That it's all energy, we can control it. And so just allowing that feeling to go into my body, and holding it there, walk into the world with that ceiling, so that's what holding desire. That's what it was for me.

But then there was something else you told me about when money goes out, also honoring that. Like when you're making big purchases, when you're paying bills it's still important to honor that. And I still struggle with that a little bit.

Barbie Kalev

Because we were taught that money should only go in, but actually, money is supposed to flow. And I have to tell you that even though our finances are gray, I also have to remind myself that when money's going out that's what money is there to do. Money is supposed to flow. And it's just a hard concept for many people. But the more money flows, it's kind of like a house with no ventilation. It just gets all stuffy and yucky. And if the money and the air is able to circulate, and we have a good relationship with money, then more can come in.

And you bring up something else that you still struggle with that. So Money Magnet and all the principles that we learn. It's not this like magic thing where you learn the concepts. And then boom, it's not like we downloaded a disk drive into our bodies and our brains on ourselves. It's information you get to take in and integrate.

I mean, you're doing amazing, because what you're in the process of doing is taking the tools and making them a part of you. And it's a practice and as a healer, you know, this it's not like you do a spiritual practice, and boom, you're done. It's a practice.

So what are some of the benefits or what change? Let's get into that. Let's get into the good stuff. And one more thing before we move on to the good stuff. There is that period of yuckiness and moving through which we get into the course and we get into it when we are in the course. Because these are old emotions that have to be filled and have to be processed, whether it's through yoga, and we talk about it in the course hypnosis, whatever it is. And so there is a sticky period.

Kadi Janna

So for me I went full throttle into my thing, like excited. And then I hit a wall. And I can tell you so happy I'm pass this now. I can't tell you some single. I can't tell you how much my money relationship parallels my love relationships. And you know how they kind of play off of one another. And so having issues in my love relationships is also something happening over there or something happening over there with money, and then it affects what's happening. It's like it was a horrible codependent thing. I'm happy to say I resolved my relationship with money and my thought process. So I no longer attributed that to my love relationships. So that was Major. That was a major revelation from your course for me.

Barbie Kalev

Wow. Seriously, on this topic alone, we probably need to come back and do like another podcast because that's deep because your relationship to money is a relationship and mirrors other relationships that we have.

Kadi Janna

So go into the good stuff. Like I said, immediately I got our full throttle, like you said, you got on my thing like, way and I was like, Oh, I got it, I got it, I got it, I figured out how I'm gonna connect with my group my niche route. And it was about how I just freed myself up from that, because I was, like you said, I was so worried about the money that I couldn't create. I couldn't show up, I didn't show up, there was a blood, they weren't connecting with me. And because I was showing up and like you said, I think you come off desperate. In your attempt to get people to come in. And I had the people because just by virtue of another relationship, a woman who has a huge following, she promoted me.

So they were there, the people were there, but I've just could not figure it out. So after the second course, and I was able to free up the worries about money and my relationship to it, I showed up with all my full heart and like my full body, and I wasn't vulnerable in the space. It just gave me courage. It gave me an immense amount of courage. But also, I wasn't worried about whether people will pay or not. And I think that was the thing. And even now, I'm inching my way in, I started a coaching program. It's a short coaching, but in very impactful, not like it's fun, a value, but it's always short, succinct, and I price it where I'm comfortable. And also I have the freedom to have as many or little people as I want, because that's just the way I want to live my life. In terms of my work life balance, and I'm just on the journey, but I wasn't on this journey before Money Magnet. I wasn't on this particular journey.

Barbie Kalev

Well, right. Correct me if I'm wrong, clients were not streaming in, and now they're now?

Kadi Janna

Yeah. Like, every time I release the thought of money, the release it, people send me money. Every time I release it and I'm always like, I worked with a client a month or two ago, and I did it. She couldn't pay. And I was like, I know she will pay. And I wanted. She is like this amazing woman who has a huge network of black women who are in my demographic. And so I was like, I know, working with her will pay me tenfold if I you know what I'm saying, work with her. And she was crying in my session with her.

And I forgot about the money, because she called me a couple of weeks later to say, I'm putting a group of women together, I'm gonna pay you to come and work with us. And I was like, Okay, fine. And that's what I wanted. So that was the payment for me. So we're working that out now. But then yesterday, I was thinking, so like, make a little money every day. I'm like, I need to make money every day. And so when I released that, out of nowhere, she sent me money. And I wasn't expecting it. And I was just like, wow universe. You know what I mean?

Barbie Kalev

Yes, of course. And we talk about this, we talk about the energetics of money, which is what you're referring to. And one of the things that you remember that I say something like this is that if you're

coming from lah, and if you're strangling your money, which is like, it's like being a needy wife, or a needy girlfriend or friend.

Money doesn't want to come to someone that is so dang needy. When you stop choking, if you have a beautiful little bird, and you stop choking the bird, the bird can fly. That's how money ends. And so when you release your worries, you're a vibrational match to good things coming to some money flowing in. And so what I'm seeing is you practicing, practicing and integrating the principles.

And I love that we're talking about this because I'm not promising a quantum leap to your seven figure year in three months. This is the messy and beautiful process and you talk about pricing. And you said this is what I'm comfortable that. I do want to say that you said it's not a ton of value. And I don't think that's fair to say it's a short coaching program that you released. That is a ton of value.

Kadi Janna

Like yes, that was true. Thank you for saying that.

Barbie Kalev

Yeah, I was bummed because I don't want other people to think that and I want you to see your own value in that like note is a ton of value because not everybody wants to spend six months or six weeks or whatever it is number one. And then number two, energetically, this is something that we don't. We talked us a little bit about Money Magnet, energetically you have to be okay with whatever pricing that you set.

And you and I texted the other day a little bit about like, Okay, well, what do you feel comfortable charging for your time, what would make you feel good because if we don't charge enough, then we get resentful. And then we feel like we're giving too much. But that's also something that you have to go into, you don't go from making charging \$200 for something and then charging \$2000 for something because you can't get behind that price. And you can get behind that price, then your clients are not gonna get behind that price. But whenever you finally get there, people are going to have knocking down your door to get your services and they're going to pay whatever and the demand is going to increase. We could talk forever.

Kadi Janna

I know. And I'm so grateful for you making that distinction. And correct me in that because that's something that's going to be very useful for me to keep in mind, even as I continue on the journey, like because I do feel that way I do feel that is extremely impactful. And thank you for giving me that. Thank you for giving me that language.

Barbie Kalev

When I see what you do, there have been some videos on your Instagram where there are people gathered, which by the way, that has always been your power because I used to go to parties with you and gatherings. There were always people in your house. You've always been, I guess, a gather people I don't know. Well, a leader really. And when I see people on your Instagram videos, they look so happy.

And it's a feeling that I get of you brought them together, which means that they're there because of you and you're creating the energy.

And you're so freaking powerful. You deserve the Louis Vuitton bag metaphor. That I think that's what the dream was about. It's like, Dang is real. Like it's a real Louis Vuitton bag. And it's not about the bags.

Kadi Janna

Yeah, but it is about the bag, because I've actually been thinking about that.

Barbie Kalev

Actually, you do like nice things and you've always. So it is about the bag and not about the bag. What we charge doesn't have to do with our intrinsic self worth, because we're worthy whether, we're rich or poor, or like, we have stuff we're not stuff. But you're putting tremendous value into the world and as a projectors, an idol have limitless energy either as a projector who has, just a few hours on energy a day, plus you have three children or the four children now?

Kadi Janna

I have two at home.

Barbie Kalev

You want to be able to provide whatever value out into the world charge for it in a way that compensates the amazing wisdom and knowledge and experience that you have. And why not be wealthy? Like why not?

Kadi Janna

Absolutely. And I think for me, and that's why I chose you. Because you have a proven track record. I know you, I've watched you on this journey. And if there's anybody who knows about wealth and wealth building, it is my friend, Barbara, because she's been doing this with integrity for many, many years.

And the thing that I love about what you teach is that you understand that I don't, you didn't understand when you made your video that I'm a projector and I have a certain amount of energy. But the thing that you did say is that you don't have to overextend yourself. So we talk about the divine feminine, which you're nurturing your body creating balance, and that's something that resonates with me.

And actually, I think that was also a key to my decision. Because I don't want to work in this very sort of masculine way that I've always done it that way, as a mother, as a producer, my former life.

Barbie Kalev

When you got into Money Magnet, you already knew that about yourself because you had gone to that burnout phase and that's why you got it. The kind of work that you do and the pleasure alchemy, and being in your feminine and really nurturing yourself, but now I'm linking it right now. But money there was a disconnect. Because you knew that I got it. I got I got this huge eyeball, that you knew that in

terms of your spiritual life and your life as a woman just I want to say as a sexual woman. Just as a woman.

You knew that you want it to be more in the receiving feminine mode, but that just hadn't translated into bond scan that just translated into how that could fit into your career. And I think that's why you said yes, but that's really what you got out of it. And now you're seeing that you can actually make money, build wealth, with feminine energetics without having to kill yourself. But you're right now you're just in the process of implementing and integrating. And yet you're already you've seen the results. I see it right and clients are coming in.

Kadi Janna

Yeah, the clients are coming in, I'm so excited the clients are coming in. And more than that, there's a great impact. So not only am I receiving the money, but I also am receiving those blessings, that energy back for people who I'm helping, I know, you can relate to that.

Barbie Kalev

And thank you for saying that. Because what I don't want people to think for one second is that I'm advocating or preaching empty financial accumulation. Because that's empty. And I've been there, I've been there where I was able to really build something huge. But I felt empty, because I overdid it over gave over extended just over everything.

And where I am now it's no we get to we do get to have it all we get to build in a beautiful, relaxed way. We get to be in our divine feminine, we get to make an impact. Like without the impact. I just wouldn't be doing this. I don't need to just accumulate wealth, like money's good, but it's impact. It's doing our souls purpose. And we get to make an income doing what our soul is meant to do.

Kadi Janna

Absolutely. That's the dream. Because the other way that we're taught in society is that you go you get your education, you go and get a job, you work 40-50 hours a week, kill yourself, you get a salary, and then whatever you do from there. Or the other way that you talk about that you've done in the past is that you grind where I grind, and get the money no matter what, whatever, however that goes. And then you know, you accumulate wealth in that way. And none of those speak to my spirit, it just doesn't seem like we're supposed to be exchanging right with one another and sharing energy.

Barbie Kalev

Like flow. Like money. What would you say to someone that is on the fence? So signing up? Or is considering it? It's an investment. And it's not like just \$100? What would you say to them?

Kadi Janna

I would say that will, I'll just say for me, like using myself as an example, I was not allowing myself to heal an important part of myself that needed healing. And this is more than just about making money. This is about your own self preservation, your own creating value for yourself. Because as a black

person, knowing what my ancestors come from, in this country, there are so many, what we call generational curses. And finances are where a lot of black people are at the bottom of the pool at the bottom of the stairs, so to speak. And so for me, I just couldn't DIY it anymore. Like I just couldn't do it on my own. And so the message that I say to people is.

"If you need help, get help. And if you're sick, you're gonna go to a doctor, wherever you need to spend money for yourself to make yourself better, whether it be therapy, you would do that."

And so for me, I can't say that it was an investment for me at the time, even though I had it. I had it. I still, I'm always a little hesitant because I have two kids and school and finances, and I'm raising them by myself. But what I realized was that I could no longer not make this particular investment. Because I was going to lose again. I was going to be back where I was before, within a short amount of time.

Barbie Kalev

Remember, we talked about that?

Kadi Janna

And so I was able to stop the bleeding. But in a few words, I would say to anybody who is hesitant about taking Money Magnet that it's a game changer.

Like simply put, it's a game changer. It's a worthwhile investment. It's more than just talking about money. It's really a healing process. And so if you're open to that, then this is where you should be, at least for me. I think I'm able to take what I learned in Money Magnet and apply it to so many other areas of my life. So it's more than just talking about money. It's talking about your relationship to money. It's talking about your generational relationship to money, your relationships in general.

Barbie Kalev

I thought it was going to be just the money course the first time around. But I see now especially with all the different testimonials and what I'm seeing that it turned out to be like this really life changing life transforming experience.

So, okay, we've been talking forever. I feel like we need to come back on. I'd love to have you on another time to talk about.

Kadi Janna

I would love to do that.

Barbie Kalev

Just what your work and what it is that you do and yet receiving and being a woman and all of this good stuff. So I want to thank you and I love you so much.

Kadi Janna

I love you too.

Barbie Kalev

You are my forever friends. So I thank you.

Kadi Janna

Absolutely. Yeah. I love you Barb.

Barbie Kalev

I love you too. And everyone who is listening. Thank you for tuning in.

You still have a few days to sign up for Money Magnet. We begin on March 6, so you know what to do. The link is below and I've also put Kadi's information below so you can connect with her.

Till next time, everybody. Bye bye.