When you're in situations meeting people that you've never met, and lots of people for very short interactions, knocking on doors or at an event, I think it becomes pretty clear that there are assumptions when you go into that kind of situation and especially as someone who doesn't look like the kind of typical view of what about a Boston politician had looked like. We've seen tremendous change in what that means today, but six years ago Ayanna Pressley was the first woman of color ever elected to the Boston City Council in 2009. And so by 2013, when I knocked on the doors, the first question about my age. And I look younger than I am, but there was a sense of are you ready, why are you doing this, do you understand what it takes? I think certainly being a woman led into that too. And so the first part of the conversation was letting people know why I was doing it, why I wanted to see the system change, how much I wanted to involve them in that process, and usually by the end of the conversation, the beauty of running for office is that you become privy to people's hopes and dreams and fears and concerns, and then it's your responsibility to try to give voice to that and incorporate that into the solutions that the community and you are putting forward together.