

I hope you enjoyed the reports section of the Academy. I know. It's a lot of information to learn about financial reports. But I think now that going through this, you can see the importance of understanding your profit and loss statement in addition to your balance sheet, probably giving you an eyeopening view of "Okay, this is how much my business is worth. This is the value of it by looking at my balance sheet. This is all of the things my business owns. This is how much I'm paying myself."

I'm excited to hear your guys' questions, excited to hear and understand your new level of excitement for your business because you're seeing all of these things come together. And the reporting brings your understanding of that income and your expenses, whether you have a profit or loss, to another level. It starts making you think about, "Hmm, what can we do differently? How can I make more money? How can I spend less money?"

By having these two sets of reports, it allows us to start diving deep into that. I'm really excited to move forward with you guys in co-working or the hot seats that you guys are able to apply for. Those are those 30-minute one-on-one sessions where we can dive deep. I suspect a lot of you, once going through this, will immediately sign up so that we can go through your financials and make sure things are in order and looking good. And how to make changes and shifts in your business to raise your rates, to make more profit, to bring on a team member, to pay yourself more, to save for taxes, so you don't owe them, and how you can make adjustments in your business to make that an easier process.

I'm really excited to see what thoughts you guys have as a result of that in reviewing these reports. Please let me know. I'd love to hear in the comments. I would love to know what you want to work on next with regard to your financials and have going through this. And then just the questions that I just... What's making your brain think right now with all of that? All right, have a great one, guys, and I will see you in co-working.