

Fridays With Doria & Friends - Eric Lofholm

Grab a copy of Eric's free book "The System" today!

<https://ericlofholm.lpages.co/the-system-pdf/>

Here is a \$299 sales course - My gift to you - This is the entire course -

<https://ericlofholm.lpages.co/silver-protege-modules/>

Connect with Eric

Book a time with Eric <https://calendly.com/salestrainer>

916 626 1945 Eric Lofholm's Cell

<https://www.ericlofholm.com/>

<https://www.linkedin.com/in/ericlofholm>

<https://www.facebook.com/ericlofholm>

<https://www.youtube.com/saleschampion1>

<https://www.instagram.com/ericlofholm1>

www.SalesChampion.com

Sales Tips For Smart People Podcast: <https://dailymotivationalcall.com/>

Notes from the event

- Being uncomfortable with selling is a mindset
- The first book Eric read was by Louis Hay, and it taught him that "thoughts are things and things can be changed."
- You can overcome negative thoughts about selling
- We do things in patterns and we can change those patterns

Eric's Story

- Eric was the bottom producer at his first sales job
- Then he met his mentor and became a top producer within six months of working with him

Declaration vs Affirmation

- Speak what it is you want to create
 - We speak what we create
 - If you improve your language about sales will improve your results
 - For example, “I am not good at sales.” produces a result that doesn’t support your success
 - Strengthen your inner game and you can change your results
 - Every “how to” sales technique can be learned
 - Action is the DOING
 - E.g., sales model: generate the lead, invite them to a class, they come to the class, invite them to a sales conversation in a webinar with a call to action to have an interview with Eric to talk about sales coaching, they either join or not
 - Sales Mountain - create an outline for the presentation
 - Ask yourself “What are the key points I need to cover in the order I need to cover them in?”
 - A lot of people make the mistake of being uncomfortable with selling so they “wing it” - that does a disservice to them, their prospect, and their company
 - When you “wing it” in your sales presentation, you get “wing it” results
 - Eric is teaching how to serve another human being and take them through a sales process
 - each part of the outline has probing questions
 - The probing questions are scripts
-
- Eric’s sales mentor is one of the greatest minds of our time in the area of sales and has personally mentored Eric
 - Stage selling - sell the prospect to the next step
 - You always want to think “what’s the next step?” and be intentional about the outcome you want to create
 - Sometimes in a deal, you got to let it breathe and give it some space

Doria

- We need to create an economic engine and sales is the gasoline in the economic engine

Sales Mountain

- Each step in the sales mountain is a link in the chain - as you work on one step, the overall presentation and results improve
- If you need the sales skills and you don't work at them, you leave a lot of money on the table
- When you master sales, you become more effective in your family, your life, your business
- Sequencing is the order that the presentation goes in - there is a reason for the order
- You want to think, what is the order I am going to present these ideas in?
- When you say things like "I am uncomfortable asking for the order" you are programming your brain to be uncomfortable and that is not going to help you
- Eric wins each step of the way - if he does a presentation and no one buys - he still wins
- His philosophy is "no guilt, no shame" and it helps him be more confident and effective

Doria shared the story about how she would promote *Money & You* by being very enthusiastic

Clean slate Monday

- If I were to create transformation on clean slate Monday, what would that look like?
- Eric shared that he works on doing what he says he is going to do and becoming aware of what he is saying
- Say something like "each day I am getting better at sales." or "my mindset is getting stronger in sales each day."
- Wherever you are, focus on getting better

Chat:

00:24:15 Connie Benjamin: Connect with Eric: <https://www.ericlofholm.com/>

<https://www.linkedin.com/in/ericlofholm>

<https://www.facebook.com/ericlofholm>

<https://www.youtube.com/saleschampion1>

<https://www.instagram.com/ericlofholm1>

www.SalesChampion.com

00:26:40 Michele Wilson: "Thoughts are things. And things can be change."
Louise Hayes

00:33:06 Michele Wilson: Hello Mrs. Lightfoot. I hope all is well.

00:35:12 Connie Benjamin: <https://MoneyandYou.com> will be back LIVE to San Diego July 13-16, 2022

We have an awesome Affiliate program if you wish to create another Income Generating Activity or to create being in the event, please contact Doria: info@moneyandyou.com or text her office: 1 619 224 8880 - thank YOU! Would love you there!

Always looking for JV partners to collaborate -- to support us all in expanding our global markets.

00:35:57 Connie Benjamin: <http://MoneyandYou.com/EvolveXP> event and meet our global social entrepreneurs. If you have wanted to expand your global markets with loving entrepreneurs, we are for you! It's not a Zoom training - there will be interactive / transformation exercises - as close as we can get to our 42-year old <https://MoneyandYou.com> program... The next event is being held AsiaPac hours 5 pm - 12 am - July 8 & 9 2022

00:40:14 Connie Benjamin: Grab a copy of Eric's free book "The System" today!
<https://ericlofholm.lpages.co/the-system-pdf/>

00:41:47 Connie Benjamin: I am currently expanding so I can support more thought leaders, as I do with Doria and her mentor Marcia Martin.

I am going to be offering Concierge Executive Assistant Services for thought leaders to support them with running events, content creation for social media, repurposing pieces of trainings, online course creation, book launch support, slide presentation creation, calendar management, and much more. I have space for three thought leaders at this time.

If you would like to explore this possibility, please email me at connie@conniebenjamin.com before June 8, as I will be filling up my calendar shortly and wanted to give this community the first opportunity to work together!

00:43:20 Dr. Letitia Wright: YAY CONNIE!

00:43:40 Connie Benjamin: Thanks @Dr. Wright! You are just wonderful!

00:45:35 Michele Wilson: I'd like to thank Joan (I appreciate you Joan) for letting me know the following info about Louise Hay spelled is "Hay" - she passed a few years ago. She founded Hay House Publishing: <https://www.hayhouse.com/>

00:45:49 Joan Michelson: :)

00:47:00 Michele Wilson: Sales = Service - Erich Lofholm

00:48:47 Connie Benjamin: <https://MoneyandYou.com> will be back LIVE to San Diego July 13-16, 2022

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Always looking for JV partners to collaborate -- to support us all in expanding our global markets.

00:48:56 Joan Michelson: Knowing your process can also give you more confidence

00:50:41 Fabulous Camille Robb 407-473-1832: thank you

00:51:57 Connie Benjamin: A gift to support you in building your Economic Engine at <https://moneyandyou.com> - Excellerated Business Success Model - how to create, build and grow a socially-responsible organization. Both in English and Spanish!

Experiential Exercise - <https://fridayswithdoria.com/recovery-magical-exercises/>

Do the Recovery Magical Exercises to support you in clearing multi-generational financial decisions that have been activated during the pandemic or in life... These exercises have been done by some of the financial masters / experts / best selling authors that you see everywhere..Gifts to keep YOU going through the Global Paradigm Shift!

00:52:16 Connie Benjamin: Access To Cash: The New Definition of Wealth...And It's Not What You Think It Is - is now available for only \$6.97 USD in Amazon. You can search Doria's name: Doria Cordova - and search for the name of the book to help her with algorithms (learned from David FAGAN!)

Then:

Go to www.AccessToCashBook.com a Bonus Gift:

Chapter 2 of the Money-Making Systems Manual –

20-Page Personal Productivity System:

- Hot Tips For Creating Your “Perfect” Desk And Office
- Steps To Creating Your “Perfect” Desk and Office
- Daily Procedures And Checklists
- How To Manage Yourself To Do The Workload ·and more!

This tool has been used, tested and tweaked by countless entrepreneurs, professionals and educators. It will organize you to focus on more Income-Generating Activities and Create More Leverage! Enjoy!

00:52:27 Connie Benjamin: <https://www.leverageto.cash> – only \$67.

In this easy-to-follow Online Course you will learn distinctions for leveraging your time, money, resources, networks... your energy!

Doria shares distinctions to be more productive which will support you in staying focused on more income-generating activities. You will learn how to separate out the activities you are doing that generate CASH and focus on them. Finally, you will learn the ultimate lesson in LEVERAGE which is to move your business past yourself.

00:52:36 Fabulous Camille Robb 407-473-1832: Thank you 😊

01:00:53 Connie Benjamin: Yes

01:00:54 Jackie Ambrow, MA, CHT: Yes

01:00:55 Rosalind: yes

01:00:55 Beth Hird: yes

01:00:58 Yoo Sun Brooks: Yes

01:00:58 Lanai Cecile: Absolutely 🙌

01:00:59 Harumi Anderson: yes

01:01:01 Michele Wilson: Yes, yes

01:01:08 Dragoness: Yes

01:01:08 Yuji Shimada JAPAN: Yes!

01:01:16 Ashton Laurent: Yes

01:01:28 Connie Benjamin: Connect with Eric

Book a time with Eric <https://calendly.com/salestrainer>

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<https://www.instagram.com/ericlofholm1>

www.SalesChampion.com

Sales Tips For Smart People Podcast: <https://dailymotivationalcall.com/>

01:01:28 CO-CAPTAIN Lorna S: yes

01:01:38 Connie Benjamin: Grab a copy of Eric's free book "The System" today!
<https://ericlofholm.lpages.co/the-system-pdf/>

01:03:10 Connie Benjamin: Dame Marcia Martin was Doria's mentor! She shares her extraordinary teachings about leadership, communication, and achieving championship results in the Marcia Martin Club - an online digital library of powerful

workshops and seminars that will help you succeed in your life and business.
<https://www.marciamartinclub.com/>

01:03:29 Shirini Miranda: Be that Power. - Eric

01:07:34 Beth Hird: That was EPIC! Thank you!

01:07:45 Rosalind: Thank you Eric

01:08:03 Yuji Shimada JAPAN: Excellent Eric!

01:08:07 Jackie Ambrow, MA, CHt: Is this you? You have fears around the sales process or words trigger you, or do you find yourself habitually thinking thoughts that are not helping you? I am not an expert in sales but I most definitely am an expert at helping people overcome their fears and anxieties and replacing negative thoughts and words with positive ones. I offer a Free Initial Consultation, and you can learn about that here: https://transformationroadtrip.com/free_initial_consultation Please let me know you found me here, and I will give you a membership gift in one of our programs. Thank you!!!

01:08:54 Fabulous Camille Robb 407-473-1832: That was Fabulous Eric 🙌🙌🙌

01:10:59 Jackie Ambrow, MA, CHt: Thank you so much, Eric! I downloaded your ebook, The System, and it looks fabulous!

01:11:56 Connie Benjamin: One live Fridays With Doria per month - the next 5 pm event will be July 1

01:11:57 Jackie Ambrow, MA, CHt: July 1st - next Fridays with Doria!

01:13:16 Connie Benjamin: HO'OPONOPONO PRAYER BY ZOOM & CLUBHOUSE - English two times and then a prayer in Spanish

01:13:31 Connie Benjamin: <https://MoneyandYou.com> will be back LIVE to San Diego July 13-16, 2022

We have an awesome Affiliate program if you wish to create another Income Generating Activity or to create being in the event, please contact Doria: info@moneyandyou.com or text her office: 1 619 224 8880 - thank YOU! Would love you there!

Always looking for JV partners to collaborate -- to support us all in expanding our global markets.

01:13:46 Maria Martinez: how do I get on the email list to these calls? thank you

01:14:10 Jackie Ambrow, MA, CHt: Hi, Maria, please sign up at www.FridayswithDoria.com

01:17:35 Al Chan M'sia: Vietnam is Communist country but now very much developed

01:17:52 Barbie Layton: Www.barbielayton.com

01:17:56 Laura Ibarra: <https://www.litmagazineworldwide.com/>

01:18:12 Laura Ibarra: laura-creative.com

01:18:29 Laura Ibarra: <http://laura-creative.com/>

01:18:39 Connie Benjamin: Some of the organizations / tools / products Doria loves and highly recommends:

Support this beautiful project to empower the Homeless that is being led by Dr. Letitia Wright (Crowdfunding expert) <https://crowdfundednow.com/adopt-a-homeless-person/> - please connect with her for this loving project - <http://www.wrightplacetv.com> 909 235 9744 drletitia@wrightplacetv.com

01:18:47 Barbie Layton: Doria and I are book sisters in Women Gone Wild that launches second edition I'm in on Wednesday June 8th www.wgwbook.com

01:18:51 Maria Martinez: Www.360prosperity.com increase your profits, create more visibility. Grow and scale to the next level.

01:18:52 Harumi Anderson: -- *****

Solutions for a better life!

Harumi 春美 Mizuno Anderson

What is your passion in your life ?

harumi@stillframes.com

812-342-2080

<https://www.linkedin.com/in/%F0%9F%8D%92harumi-anderson-%F0%9F%8D%92-a4324a1b/>

01:19:09 Fabulous Camille Robb 407-473-1832: <https://linktr.ee/FabulousCamille>

01:19:20 Beth Hird: Elizabeth Hird, Fine Artist, www.ElizabethHird.com

01:19:27 Al Chan M'sia: Talent scout for acting in TVC/movies/short films/infomercials/photoshoots corporate videos, business entrepreneur, export of commodities eg palm oil products,gloves, sugar, chemicals etc... let's get connected

<https://www.facebook.com/AL.Chan.39> or AL Chan talent scout or

LinkedIn: <https://www.linkedin.com/in/al-chan-talent-scout-23ba891b1>

from Malaysia 😎

01:19:43 Barbie Layton: Saturday June 18th MindValley meet up for Women Gone Wild in Anaheim,... if you're in the area, you're invited e-mail for details intuitivebarbie1@gmail.com

01:20:13 Connie Benjamin: Support this beautiful project to empower the Homeless that is being led by Dr. Letitia Wright (Crowdfunding expert) <https://crowdfundednow.com/adopt-a-homeless-person/> - please connect with her for this loving project - <http://www.wrightplacetv.com> 909 235 9744 drletitia@wrightplacetv.com

01:20:59 Barbie Layton: I'll also be speaking in Can you really think and grow rich with Dame Doria on June 10-13?

Www.richtour22.com/barbie

01:21:05 Connie Benjamin: <http://MoneyandYou.com/EvolveXP> event and meet our global social entrepreneurs. If you have wanted to expand your global markets with loving entrepreneurs, we are for you! It's not a Zoom training - there will be interactive / transformation exercises - as close as we can get to our 42-year old <https://MoneyandYou.com> program... The next event is being held AsiaPac hours 5 pm - 12 am - July 8 & 9 2022

01:21:24 Connie Benjamin: <https://LifeWave.com/ChrisMentzel>

Doria highly recommend the Nanotechnology - Stem Cells - Light-based Patches for Health, Vitality and Youthfulness - she has been using since the beginning of the Covid Pandemic to keep Doria's immune system strong

Do you love PROSPERITY? Business Opportunity for powerful, influential networkers who are looking for ULTIMATE LEVERAGE while bringing Light Wealth Health to the world... If you are not interested, who do you know? You can benefit tremendously from the introduction..

This 4 minute video shows the success of relieving pain on horses and animals
<https://www.youtube.com/watch?v=BJ8EA0fANI0> If you know horse owners, pass the word!

01:21:32 Connie Benjamin: DISC Profile system. Our Business School Instructor, Carol Dysart, has this wonderful gift for you:

<https://globalsparks.com/moneyandyou/freedisc>

Legal Shield is a great service to have to ask for quick legal support and forms as part of the low price membership fee: global888enterprises.wearelegalshield.com - this doesn't replace the need for great legal support.

01:21:40 Connie Benjamin: Top Talent JV

<https://TopTalentJV.com/> One 1/2 days of Masterminding with experts / masters / professionals / entrepreneurs -- YOU! Awesome environment to create business relationships - Joint Ventures - June 29 11 - 2 pm PT

01:21:56 Connie Benjamin: Connect with Doria

Clubhouse @DoriaCordova

Also, Follow in Clubhouse the Money & You Club – and get an invitation into Clubhouse's Fridays With Doria event!

To learn more about Doria Cordova and her work: <https://DCCordova.com>

<https://www.facebook.com/DCCordova>

<https://www.linkedin.com/in/dccordova/>

<https://www.instagram.com/damedccordova/>

<https://twitter.com/dccordova>

<https://www.facebook.com/moneyandyou>

<https://www.youtube.com/user/MoneyAndYouEducation>

01:22:58 Fabulous Camille Robb 407-473-1832: Let's meet in Las Vegas so we can Connect, Learn, Share and Grow together, This event will change your life and elevate your business,

YOU DON'T WANT TO MISS IT...

Click the link below to join us..

<https://cev.isrefer.com/go/June2022/fabulous/>

1. CONNECT with Experts, Influencers and Entrepreneurs
2. COLLABORATE with Show Hosts, Event Producers, Industry Leaders and Talent Agents
3. CREATE Referral Agreements, Joint Ventures, New Growth Strategies and More!

Email info:fabulouscamille@gmail.com

Website www.justfabulouscare.com

Contact Number +1 (407) 489-5738

<https://linktr.ee/FabulousCamille>

01:23:07 Jackie Ambrow, MA, CHT: If you'd like to start your week with a breakthrough, join us for The Make-SHIFT Sessions. Check it out here:
<https://transformationroadtrip.com/make-shift>

01:23:42 Connie Benjamin: I am currently expanding so I can support more thought leaders, as I do with Doria and her mentor Marcia Martin.

I am going to be offering Concierge Executive Assistant Services for thought leaders to support them with running events, content creation for social media, repurposing pieces of trainings, online course creation, book launch support, slide presentation creation, calendar management, and much more. I have space for three thought leaders at this time.

If you would like to explore this possibility, please email me at connie@conniejbenjamin.com before June 8, as I will be filling up my calendar shortly and wanted to give this community the first opportunity to work together!

01:24:03 Connie Benjamin: Moe Rock's upcoming event

<https://richtour22.com/>

01:24:09 Kathy Taylor, San Diego: "Creating Business Success, and Energy Shifting Event" June 11 To learn more send email to kathyinsandiego@yahoo.com

01:24:15 Beth Hird: Elizabeth Hird Fine Art: <https://www.elizabethhird.com>

01:24:20 Barbie Layton: <https://cev.isrefer.com/go/June2022/intuitive/>

Www.PubPubCon from Top Talent Agency June 27-29

01:24:31 Barbie Layton: I'm speaking on it as well! 🙌🙌🙌🙌

01:24:53 Connie Benjamin: DISC Profile system. Our Business School Instructor, Carol Dysart, has this wonderful gift for you:

<https://globalsparks.com/moneyandyou/freedisc>

01:25:09 Beth Hird: Excited to join you for Money and You in San Diego! I hope it will help me sell my Paintings and prints!

01:25:18 Fabulous Camille Robb 407-473-1832: whooo!! hoooo!! Barbie congrats 🙌

01:26:27 Connie Benjamin: connie@conniejbenjamin.com

01:29:43 Laura Ibarra: <https://www.litmagazineworldwide.com/>

01:30:07 Laura Ibarra: connect with us at info@litmagazineworldwide.com

01:30:25 Laura Ibarra: Leaders in Transformation - LiT Magazine

01:30:35 Michele Wilson: Michele A. Wilson | Get LiT Worldwide & Lit Magazine | info@litmagazineworldwide.com | 805-304-5088 | www.litmagazineworldwide.com

01:30:41 Dr. Letitia Wright: Laura is magical... she is everywhere

01:31:00 Laura Ibarra: LOL I know right Dr. Letitia * this is fun!

01:31:13 Dr. Letitia Wright: LOL

01:33:13 Michele Wilson: Michele A. Wilson | IGNITE Your Essence | ignite.ye.tv | info@litmagazineworldwide.com | 805-304-5088 |

01:35:03 Jackie Ambrow, MA, CHt: I offer a full 90-120 minute Free Initial Consultation, and 9 times out of 10, the person becomes a regular client.

01:35:25 Susan Meredith: Thank you Doria for reminding me to post about our financial game and workshops, MentaMorph Money. We're scheduling fall programs and now also gathering potential instructors. These are two links related to it. Very excited to bring it to people to empower them with this experiential game!
https://mcusercontent.com/ec20bf2bcf63f405e5d89c7f3/files/ddec0a93-9458-d522-95f2-24d027eb31ea/Flyer_Company.pdf?mc_cid=04da6c6193&mc_eid=UNIQID

01:36:23 Michele Wilson: Michele A. Wilson, Founder of Mompreneur Universe | michele@mompreneuruniverse.com | 805-304-5088

01:40:31 Eric Lofholm: Here is a \$299 sales course - My gift to you - This is the entire course - <https://ericlofholm.lpages.co/silver-protege-modules/>

01:42:52 Jackie Ambrow, MA, CHt: How incredibly generous! Thank you, Eric!!!!

01:43:10 Dr. Letitia Wright: Thank you from TIKTOK Family

01:43:16 Mrs. Lightfoot: wow thank you so much

01:44:58 UDAY VIPRA: thank you so so much Eric for the great gift. God Bless

01:45:04 Jackie Ambrow, MA, CHt: I have a gift for you all here too because I'm inspired by Eric's generosity! You can access my two week audio course in my Dropbox here: <http://bit.ly/MasterRelaxation> If you have anxiety, this will help you build a foundation to start to overcome it. Great for dealing with stressful times too!

01:46:04 Beth Hird: Thanks Jackie!

01:46:47 Fabulous Camille Robb 407-473-1832: Your word are powerful

01:47:39 Jackie Ambrow, MA, CHt: It's my pleasure, Beth! I've gained so much from Eric's class here, and I really value that he is including information on the subconscious mind. I'm a Certified Hypnotherapist and Applied Anthropologist, so I'm all about mindset, LOL!

01:48:09 Dame Doria (DC) Cordova: <https://richtour22.com/888>

01:48:46 Beth Hird: That's great Jackie! I will look you up!

01:49:23 Jackie Ambrow, MA, CHt: Thank you, Beth! It will be my pleasure to get to know you. 😊

01:49:52 Connie Benjamin: Experiential Exercise - <https://fridayswithdoria.com/recovery-magical-exercises/>

Do the Recovery Magical Exercises to support you in clearing multi-generational financial decisions that have been activated during the pandemic or in life... These exercises have been done by some of the financial masters / experts / best selling authors that you see everywhere..Gifts to keep YOU going through the Global Paradigm Shift!

01:50:14 Connie Benjamin: Connect with Eric

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<https://www.facebook.com/ericlofholm>

<https://www.youtube.com/saleschampion1>

<https://www.instagram.com/ericlofholm1>

www.SalesChampion.com

Sales Tips For Smart People Podcast:<https://dailymotivationalcall.com/>

01:50:44 Jackie Ambrow, MA, CHt: Connie, I opened that page, it it looks fabulous! Thank you! So grateful to Doria and you all for having Eric here!

01:51:18 Connie Benjamin: Oh good! It is wonderful to have you here @Jackie!

01:51:41 Eric Lofholm: Doubt your doubts

01:51:43 Dr. Letitia Wright: It's S

01:51:50 Jackie Ambrow, MA, CHt: Thank you, Connie, it's my pleasure!

01:51:50 Dr. Letitia Wright: FELIX the cat is still there!!! LOL

01:52:10 Dr. Letitia Wright: It's near the staples center

01:53:04 Carol Dysart: Join me after you've done your free DISC profile from Doria in a private meeting to discuss with me on how you can create a secondary income stream with DISC at Calendar.com/peoplesmart

01:53:05 Jackie Ambrow, MA, CHt: Here's another little gift for you all: "Changing Negative Thoughts into Positive Ones" a PDF that you can download. I use this with my clients and in my classes and courses.

<https://www.dropbox.com/s/i9xwwryygrzfy6p/Changing%20Negative%20Thoughts%20to%20Positive%20Ones.pdf?dl=0>

01:53:22 Connie Benjamin: DISC Profile system. Our Business School Instructor, Carol Dysart, has this wonderful gift for you:

<https://globalsparks.com/moneyandyou/freedisc>

01:53:52 Jackie Ambrow, MA, CHt: I received tremendous value, Eric! Thank you!!!

01:53:59 Susan Meredith:

<https://mcusercontent.com/ec20bf2bcf63f405e5d89c7f3/files/81d0df84-4a4b-ecd1-0e43>

-f310fcdf14d7/Executive_Summary_22.06.01.pdf?mc_cid=04da6c6193&mc_eid=UNIQID

01:54:04 UDAY VIPRA: thanks Eric and others for your gracious gifts.....

01:54:04 Shirini Miranda: Thank you for your insights!

01:54:20 Eric Lofholm: <https://dailymotivationalcall.com/>

01:54:54 Lanai Cecile: thank you, Thank You, THANK YOU Eric, Doria and Everyone in the Tribe ❤️❤️❤️

01:55:06 premkaur@globesl.com +6017 713 7249: Thank You

01:55:08 Rosalind: thank you Eric

01:55:39 Rosalind: thank you Doria