

Bonus: How to Belong with Sade Curry



Full Episode Transcript

With Your Host

Stacey Boehman

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Welcome to the *Make Money as a Life Coach* podcast, where sales expert and master coach Stacey Boehman teaches you how to make your first 2K, 20K, and 200K using her proven formula.

Stacey: There you are. How are you?

Sade: Good. I'm good. Thank you for having me. This is so cool.

Stacey: Thank you for taking the time to be on. Okay, so this is what I've done for this podcast series. Every single one has been completely different. I wanted to just lend my podcast to my Black students who are really showing up as what I felt like as leaders in our community. I felt like your voice is important and impactful and will be more than just in my community but to everyone that listens to this podcast.

So I gave everybody like, your choice on what you want to talk about. So some people wanted to just talk about business, and so we talked about their niche and how they help their clients. So we kind of just talked about what they do. And then some of my students wanted to talk about anti-racism and their business and how that's shown up for them.

Everyone has wanted to talk about something different, so I wanted to kind of ask you if you had an audience of 10,000 people listening to us talk, what do you want to talk about?

Sade: Well, I think maybe a little bit of everything. So here's what I want to talk about before we start, if I have a minute. I wanted to show you something hilarious. So this is - in November, you sent out an email with this picture in it.

Stacey: Yes.

Sade: And I had a meltdown.

Stacey: Why?

Sade: Because I felt like I would never make it. So do you see me right here? I cut a picture of myself out and I pasted it over Lindsay's face.

Stacey: This is so fantastic.

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Sade: I know. I was like, Lindsay already belongs. So she's good. I can cover her face. I had a meltdown. I went to Brooke's - my peer coaching or the LCS coaching the next day. And I was like, did you see that? Do you know that Stacey said I never - I think about it now because I'm not there anymore. But it's been on my wall the whole time. I pulled it down yesterday. I was like, I need to show Stacey this.

Stacey: I love that so much.

Sade: I know.

Stacey: I think you should take a photo of that and post it in 2K.

Sade: I thought about it. I was like, I don't know, I was like, I don't know how Lindsay's going to feel about seeing her face covered up.

Stacey: First of all, Lindsay will be fine. She will be fine.

Sade: I wrote at the top, I said I belong here. I wrote it up there.

Stacey: I want this photo for me. I want to have it in my phone and I want to...

Sade: Absolutely.

Stacey: Like, this is what I think is that - this is why I want you to post it is because - if you want. Is because I think that you giving yourself permission to believe that you belong there is going to give so many other people permission to believe that they belong. And that was a powerful move. I'm going to fucking take my photo and put that in there and I'm going to look at me on that photo being in there. I love that.

And for me, this is why I want it. Selfishly is like, I want to look at that photo all day, all the time, and think about all of my students who are doing that, who are telling themselves like, I belong in this mastermind.

Sade: That's why I feel like it's a little bit of everything because there are people who are not people of color who feel like they don't belong. It's not only people of color. I recognize that yeah, we have definitely unique issues and there are systemic things that make us not belong, but I know that

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there are other people. I have clients who are Caucasian who feel like they don't belong.

So you know, my clients feel like they don't belong. So whatever comes under that umbrella I think is kind of what the message I would like to send to 10,000 people.

Stacey: Let's talk about not belonging. Let's just do it. You want to have a conversation about it? I love it. I think we should just start it at the beginning. Let's just - is that okay? Can we have that whole story in there?

Sade: Yeah. Let's do that.

Stacey: We've done that a couple of times. We had one podcast where we just started it, like, five minutes into a conversation I'm like, let's just put the whole thing in there. It's really good. I have thrown all rules for podcasting out the window with these podcasts. I just want to be open and have conversation and get all of the thoughts and all of the opinions.

Because I had a coach that I interviewed, Shyla, and she has a different opinion than a lot of people do about what's happening in the world. And she agrees with some of it, she doesn't agree with all of it, and she's like, I'm afraid to talk about it because of the thought police.

And I was like, listen, we'll just ask everybody to not thought police these podcasts because I do think what's the harm in hearing everybody's thoughts? We don't all...

Sade: We get all thoughts. And if one person has a thought, there's other people who have that thought and we need to investigate all of them.

Stacey: Yeah. So I love it. But I think that this truly has been the thing that I have seen and it gets me in my core because I don't know how long you followed me, but my Diva Business School days were all about doing the work of women belonging.

That to me is - I will get emotional thinking about it right now. But that, to me, is so important because I spent my whole life not feeling like I belonged. And even in my family, I was kind of the black sheep and my

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skin color is much darker than my family. And so I get asked about my skin color, my sister doesn't ever. No one would even - they're just like, she's White. No one would ever question that.

I felt like women friendships, having all those sorority type cliques, that to me felt like speaking Chinese. I don't understand. How do you make friends with...

Sade: With women.

Stacey: With women.

Sade: Right.

Stacey: So this is a topic that's so near and dear to me is the belief that we belong and I have really seen from my Black students the pain of not feeling like they belong. And that has got me - it feels like a giant knife in my heart and I want to take care of it. So if you want to talk about that...

Sade: I want to talk about that. I mean, my journey through 2K I think was a journey to belong. So I'm happy to bring in elements of how I joined 2K.

Stacey: Tell me your journey. What's your story?

Sade: Yeah, I like stories.

Stacey: Yeah, tell us all. We want to hear it.

Sade: Okay, so have we started?

Stacey: Yeah.

Sade: Okay.

Stacey: It's happening. It's on.

Sade: So I want to start with a story...

Stacey: Oh wait, so hold on. Wait, hold on. Because we started in a weird space, we didn't do the normal thing of introductions.

Sade: We need to do that.

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Stacey: Okay, and first of all, I said your name wrong because of the way you spell it I got it phonetically, and then I just want to give Michelle a shoutout because I got a message right after I coached you last. She was like, her name is Sade.

Sade: I didn't want to take a - I could have. I was like, I don't want to use any minute of this on my name. I want to get all the coaching.

Stacey: I love that. But also, I literally told her, I go, "Oh my god, and she didn't correct me." So everyone listening, welcome to the podcast Sade. Introduce yourself. Tell everyone who you coach. And then let's hear your 2K journey and story.

Sade: Alright. Hi everyone. So my name is Sade Curry and I help divorced women who want to get married again heal their hearts and go through a process of intelligent dating so they can stop dating the low-quality guys and find a committed husband who will love them for a lifetime.

Stacey: Intelligent dating. This sounds like something I definitely want to know about. That's such a term, I'm like, wait, what is that?

Sade: It's scientific. So I studied engineering in college, that was my background, and I love processes. I love here's step one, here's step two, which is why I love 2K. Because it's like, 32 steps. Take them one at a time.

Stacey: Five main steps to not freak anybody out. Five main steps, but then there are 32 modules that kind of address every single thing that you will come up against trying to make money as a life coach. Keep going. Keep going.

Sade: Alright, so yeah, that's what I do, that's who I help. It came out of my own journey. I was in a toxic marriage for 17 years. Got divorced and found myself in this whole other world where I didn't know how things worked. I didn't know how to go through a divorce, I didn't know how to parent children alone, I didn't know how to date again, I didn't know how to get married again. And I went through that whole journey in about a space of three years. I'm happily married again. Like, deliriously happily married.

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Stacey: I love it.

Sade: And people started reaching out to me like, what's going on? How are you doing this? I'm following your story, this is amazing. And my first client actually reached out to me just before my wedding and said - because I did a 30-day countdown to my wedding, talking about my husband.

And she said, "I want to do that. I want to get married again just like you. Can you help me?" And so she signed up as a client and I wasn't even in coaching per se. I had been trying to become a coach but it wasn't working. So when I joined 2K and you taught me how to tell my story, I was like, oh, so that's how I got my first client. That's how that happened. It was like, reverse engineering. I had no idea how I got my first client because she just saw my story and reached out.

Stacey: That's so fun. And now you're like, killing it in your business.

Sade: Yes, yes. So I joined 2K in September of 2019. Up until that point I had made like, \$120 in two years of trying to become a coach. I had bought funnels, paid for all the stuff, I had made \$120. Then I joined the free group with the three steps in five days.

Stacey: Yeah. Now we have that, anyone that sees an ad of ours and clicks on it, that's what they go through is that five-day training.

Sade: So I went through the five-day training. And then I just kind of followed you for a couple of months. And then in September was my birthday, so for my birthday, I took \$2000 out of my 401K and I paid for your program. That was my gift to myself.

And then I didn't make any money through November of 2019. I was doing it, I was working it, but I just got married, we were selling the house, it was just kind of crazy. But I was doing it. I went to networking events, I was posting online, I was following the process. And the thought that kept me going through that time, which I borrowed from other coaches was, "It's working. This process works." People kept saying in the group, this works, just keep going, this works, just keep going.

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Stacey: Yeah. Because the thought that people have that make them give up is it's not working. So I just want to pause for a second and expand that moment for everyone to hear, that she signed up in September. In November, she hadn't really made any money. But the money doesn't tell you what to think. You tell yourself what to think about the money. She decided to think it's working. Okay, so keep going.

Sade: Right, right. So the community was just amazing in keeping me going. And then in November, you sent out - I hadn't made any money and then you sent out an email for the mastermind, the 200K mastermind.

Stacey: I love it.

Sade: I melted down. I totally had a meltdown.

Stacey: That was the moment. I sent out the email, that was the moment, you melted down, you took your face, you pasted it on Lindsay.

Sade: Yeah, that was the moment. Because I hadn't even made 2K. And here what you said in this amazing email, inviting all of us to join your 200K mastermind, and then you had this picture of all your beautiful coaches smiling. And obviously having a good time in an amazing space.

Stacey: Oh my god, I love it so much. Okay, so I want to stop here because that photo has also gotten some hate, which I think is fascinating. I just want to point out like, some people see that photo and have thoughts that make them feel horrible about that photo. You saw that photo and were like, it felt...

Sade: I felt horrible at first.

Stacey: You wanted to be there so bad.

Sade: I did. I wanted to be there so bad. I felt like I was never going to be there.

Stacey: You're like, look at all these beautiful faces, look at this beautiful space. I just want to point that out. Your brain is like, offering amazing thoughts for everybody to think. It's a photo. It actually represents nothing.

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Sade: Right. It was an opportunity for me to - and I actually went to get coached. So I went to my coach and I said this is happening, this is awful, this feels terrible. And so she - I really appreciate her for going deep that day with me. Like, what is underlying all of this? And the underlying thought was that I didn't belong, and that I was never going to belong there.

And I recognized that as a person of color, I feel that a lot in many spaces, but I also feel that - it's interesting. So I grew up in Nigeria, so then in Nigeria - okay, back up. I was born in the United States to Nigerian parents. Moved back to Nigeria, grew up in Nigeria. So already, I was the little kid with the accent. Didn't quite belong there.

Then came back to the United States as an adult, didn't quite belong because now I have this other accent. Like, don't quite belong with African Americans because I didn't grow up here and I don't have their history. And I recognize that I have some privilege having grown up in a Black space. Don't quite belong with Caucasians. Like, it's just a thought that my brain over the years has just crystalized. Like, you just don't belong anywhere.

Stacey: Yeah. That's a really painful thought.

Sade: It was a painful thought. And my brain still offers it to me, but now I recognize it as a thought. And the thought that I use now over the last years through recovery, through coaching is I belong with myself. I belong with myself. This is my country right here with me, and once I absorbed that sense of belonging and that knowledge that belonging is a thought, I'm able to walk into spaces now and belong.

And I don't know how to explain that. It's like I carry belonging with me now when I go into places. And so when my brain offers it up to me again, like when I received your email, I'm like okay, I know that's a thought but I know I have to be my own mom at that moment.

You know, if you're the kid that gets bullied and you go home to your mom and your mom makes it all better. Like, I make it all better for myself now and that's my responsibility. So when I took the picture and I cut out my own picture and pasted it over Lindsay's face and wrote I belong here over

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it and stuck it up on my wall, that was me being my own mommy and making myself feel better and saying, “Hey, yeah, you do belong. You’re going to be here.”

Stacey: That is so amazing. You are going to be there.

Sade: Yes.

Stacey: You’re going to send me this photo and I’m going to look at this photo too.

Sade: I’m going to put it in 2K because you asked me to and I know it will help people. And I always challenge myself to be vulnerable, so I’m going to put it in there. Yeah, I will.

Stacey: That was something I got coaching on before this last 200K launch. I coach with Bev Aron and we were talking about me hitting every angle in my marketing with 200K and where it’s going in the future. And one of the things she said is I don’t know that this mastermind is open for everyone.

Because I spent a lot of time positioning myself in the beginning, and especially with me having a niche of I teach life coaches how to make money, positioning myself in a really powerful way. And positioning my mastermind in kind of this exclusive powerful place. But it’s like, once that job was done, it needed to swing back the other way of, yes, exclusive, but inclusive to everyone. We want you all to...

Sade: Everyone can be there.

Stacey: Right, yeah. So I spent a lot of time in my marketing like, which the word she used was intimidating. It seems intimidating. And she’s like, “And I don’t know if there are people of my age group that are allowed to be in this mastermind or that would fit in this group of people.”

And so I spent a lot of time with this launch. So interesting just that you had this thought that I belong is like, I spent a lot of time thinking about my students thought, and the thought that I wrote all my marketing from was you belong.

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So I had the underdog email and so I talked about it being exclusive but it's also open to everyone and we want you here. And so I just think it's like, I knew that that thought was out there subconsciously, but I think that the belonging is so easy to feel like you don't belong in 2K. It's so easy to feel like you don't belong for 200K. It's so easy to feel like you don't belong in the coaching industry.

That was one of my thoughts when I first started. I don't belong in this industry. And it is such a painful thought. So how do you think that you - what was, from starting in this place of I really genuinely feel like I don't belong and it's very painful and it feels very deep, running through my whole life, how did you just start to open the window into your mind of you could decide you belonged in any room and you could carry belonging with you?

Sade: Well, I think it came from another thought I do believe fairly easily, that I'm 100% responsible.

Stacey: Okay, I love it.

Sade: So that is - if you wanted to get to the core of my person and how I approach life, it's that I'm 100% responsible. And that has come from recovering from being a people pleaser and controlling the world and twisting myself into a pretzel for the world and really going through that growth process prior to becoming a coach really helped me crystalize like, this is what I believe about life is that I am 100% responsible for my world and 100% responsible for my results.

This is even before I learned the model. That was just something that I - that's what saved me from my terrible divorce and poverty. Those three years were the worst three years of my entire life, and I had some really rough years before that.

So that was the thought that saved me is that I am 100% responsible. So then when I encounter a thought that is painful like I don't belong, I know that I'm responsible for that somewhere. Like, somewhere in there, I can find a place to take a hold of the thought where I can affect the change.

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And sometimes it takes a long time for me to figure out where that is. So even things like racism, it's like, how am I responsible for the racist experiences that I have in the world or the things that happen to me? I'm not responsible for what people do. I'm not responsible for things people express that are racist, but I am responsible for my response or what I make it mean or how I allow...

Stacey: Your experience of it.

Sade: My experience of it. Like, how I interpret it. Not how I interpret it, and this is not to say hey, I'm going to make it something good, but how I interpret it into the way I live my life. And it's hard. It's not something that I'm able to be like, oh look, I just figured it out. It's like, sometimes I have to sit with something for a really long time and say, how am I going to integrate this into my life in a way that continues to serve me or at least doesn't bring me down or pull me back?

Stacey: What you're saying is not I'm responsible as in I, in part, created this happening, but I'm responsible as I can control my experience of it but I can decide what I want to experience or where I want to go from there.

Sade: Yes. I am in control of where I want to go from there. Yes, it's unfair. Yes, it isn't right and it's in the system. But somewhere, somewhere in there there's something I can take, there's a response that is going to be good for me. I can find a response that continues to serve me and that continues to help me grow.

And that really informed my 2K journey. Even when I felt like I didn't belong or I felt like White coaches have it easier, you know, and sometimes those things felt like circumstances. I was like, the typical coach is White and blonde. Who's ever going to buy from me with my locks and my accent?

But I knew that somewhere in there was like, a response that I could have that would be healthy and that would be useful, or productive. I don't know what the word is. A useful response. And I've always been able to find one.

Stacey: One of your useful thoughts or responses to a situation like that. Specifically who would buy from me with my locks and my accent.

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Sade: Right. So I - one of the thoughts I guess you could say is that I have an experience that other people haven't had. There are a lot of people that have been through narcissistic abuse. Very few of them are willing to be as open about it as I am. So in a sense, that's something that I have that yeah, that's not so easy for everyone to talk about what happened in that kind of a marriage because there's a lot of shame, there's a lot of pain.

I wear my heart on my sleeve most of the time, so it's easy for me to tell my story even when it's painful. And I'm very open about it and I'm willing to share. And I'm like, yeah, that's kind of a superpower. I'm going to use that. And then I have great communication skills.

So it's like yeah, I know how to speak in public. It's not the number one fear that people have, so I can - with that and my vulnerability and my experience and my story, yeah, there's got to be 20 people that are going to pay me.

Stacey: I think when we're new coaches, we do think about huge audiences of people and finding them, but that was the thought that worked for me, building my business to 100K is there's got to be 20 people out there that I can help. My life was a little bit of a mess, but I was like, there's 20 people whose lives are even messier that I could really help.

Or that we're going through the same thing, or maybe their life isn't even a mess and I can still help them because I have something they don't have. I have the model.

Sade: Right. And that was - the fact that I have something that can help people, that thought as well, that's one of my biggest thoughts. I love that thought because I have so much evidence for that just over the years. I have evidence for helping people. And so the thought I can help her is like, one of my most powerful thoughts.

And that's actually what broke open my income as a coach. So in December, my family went on a road trip to LA, and you know how inspired you get when you're just away from home and on the road. So we went on this road trip for I think 10 days to look at colleges in LA, where my

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daughter, she was going to go to college in LA. So we went to see all the colleges in LA, and...

Stacey: LA has such a vibe already. I just love it.

Sade: I know.

Stacey: Some people hate it, but I love it.

Sade: I love LA. I love California, all of it.

Stacey: Me too.

Sade: I don't want to live there but I love it. And so on the way driving in, just talking to my husband, seeing the mountains, seeing the canyon, everything, and I just got so inspired. And I don't even remember the moment, but I said, you know what, I'm a relationship coach, I help divorced women date again, heal from narcissistic abuse. But I have all this knowledge from being coached in Self-Coaching Scholars, from all my reading. I have all this knowledge that's just sitting there that I'm not even using in my coaching.

I said, I wonder if I can just like, start the new year and just give that away. So I started a 90-day goal setting challenge. I started a brand new group. I invited all my friends. I said okay, if I just have 50 women in the group, we can do this goal thing for 90 days. And I invited all my friends. I have about 3000 friends. I think we got up to - before I came back to St. Louis, we were up to 300 women in the group.

I was hyping it like I was selling something, but I was just having so much fun. And I got up every day at 7am from the first of January to do a 15-minute live on achieving your goals in 2020. People were losing weight. I have a friend who lost 15 pounds. Her husband lost 40 pounds. They were following the - her husband lost 40 pounds, she lost 15 pounds and they had to start gaining it back because she lost too much weight.

I have a person in the group who went and restarted her PhD that she had left dormant for 10 years. I did live coaching in the group. And it was all

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free. And so after about 60 days, every day, 7am, for 60 days, I was like, I'm kind of running out of material on the goal setting things, ladies.

So I'm going to wrap it up at 60 days and I'm going to start a mastermind. If you guys want to join in, if you want one-on-one coaching from me, feel free. But I'm going to pivot and switch it to something else after that. And I kind of did that time management thing and that was kind of the end of that. And that was February. So the end of February because I was about 60 days, and I had made \$4500.

Stacey: Wow. That's so...

Sade: And it was just like, I can help people. I have so much knowledge and stuff. And that thought fueled that group and really got me going, and it's just been like, the months have just been climbing from there.

Stacey: Okay, so tell everybody the climb of months. We have to hear it.

Sade: So \$4500 in February. March, during COVID was \$7800. And then that's when I melted down and got into a whole bunch of drama. I got into niche drama, I got into messaging drama. I got into big leap, I shouldn't be this successful drama. I made \$2400 in April. And then in May, I made \$9000.

Stacey: That's so fun.

Sade: I know.

Stacey: Okay, so we have to add that up in our head. How much is that?

Sade: \$24,000. I think I added it up yesterday, it came up to like, \$24,000 and some change.

Stacey: That is so fun. From nothing.

Sade: I made \$1750 in 2019. The whole year. Wasn't quite 2K.

Stacey: Wasn't quite 2K. That's fine because you're on track to do pretty well this year.

Sade: Yes.

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Stacey: That's so fun. What's your goal for this year?

Sade: My goal is to do a 40K launch this year. At some point this year.

Stacey: Yeah.

Sade: So I'm doing a launch for the first time. I'm kind of filling out that launch process. I was like, you know, I think I can do a launch. Let's see what happens if I do a launch. So I am in the process of a 40K launch.

Stacey: That's so fun. I love that thought. I am in the process of a 40K launch.

Sade: I told you I like processes.

Stacey: Yeah. That's like, who said it, in the middle? Who was the podcast interview that we did that - it was Rebecca that said, Rebecca Olson, she said I'm in the middle of making 100K or something like that. It's a very similar thought of I'm in the process of doing a 40K launch.

Sade: Yeah. So I mean, this year, I don't know. Do I even have a goal anymore? I don't know that I have a goal for the year.

Stacey: You're like, I'm just going to keep making money.

Sade: Exactly. I'm like, I'm just going to keep making money. And really, my goal, I think my big goal was to quit my job. That was the thing. Because it was like, I felt like if I could quit my job, I could make so much money because I'm already making so much money.

Stacey: Yeah. That's another thought. I'm already making so much money. I just coached someone that was making \$75,000 and telling themselves it's not enough, it's not enough, it's not enough. And I was trying to explain to her, and this is just the perfect example of like, you're like, I'm just making so much money. Your thoughts are so supportive of where you're going.

And I remember being at - I didn't have mine all in cash like you have yours. But mine was - I remember realizing that I had generated \$25,000. Meaning they were payment plans but...

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Sade: Yeah, mine are payment plans too. You coached me on that. Because the first money I got, some of it was payment plans. And I was like, so when I posted my win in 2K, I said well, it's kind of like I've gotten this in but this is what's coming. And you were like, what if you didn't even worry about it? And I'm like, that's right. What if I don't worry about it and I just chose to believe that my clients will always pay? They have always paid. These women have always paid. Nobody has been weird about paying at all.

Stacey: Yeah. My clients always did too. And if they didn't, this always happened. Every time someone ended up quitting before their contract was over, someone else always came along to fill that space. Always. That was just my truth. That is the way it worked. There was one time where there was a four-month period where I lost \$4000 a month.

I was making \$10,000 a month and I lost \$4000 a month in clients and then I didn't sign new clients for like, four months. But even then, I was just like, more people are coming. They're for sure coming. And then I ended up going from \$6000 to \$25,000 or something over a couple of months. I signed a bunch of clients all at once.

So I have also always worked on fostering that belief of it's working, clients are coming, I'm making a lot of money, this is all amazing, my clients will pay. All of that. That is what creates more clients and more money. But I remember the moment I was standing in my sister's kitchen and I realized that I was making enough per month to be \$25,000 for a year. So whatever that is. I don't - can't think of the math right now.

Sade: \$2000 a month.

Stacey: Yeah, right around \$2000 a month. Maybe a little bit more because it would have been - it was \$25,000 for the year or \$26,000. So it might have been a little over \$2000. But I remember that moment of like, that's a legitimate business. That is someone's income for a year. That could be someone's income for the year. I could live off this. If I had to live off this, I could live off this. I have a real business. I remember having all those thoughts about that.

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Sade: Yeah. And I think for those of us who are in 2K now, just joining, we're further ahead than where you were just coming in. See what I'm saying? There's something about the community and something about being in there that just helps you believe.

People are always sharing all these amazing thoughts and I'm just like, I'm greedy for all the thoughts. Give me all the thoughts, thank you, that's such a great thought.

Stacey: Greedy for all the thoughts. That's such a brilliant thought.

Sade: Yeah. I think belief has been easy. Listening to your podcast, your podcast alone just generates so much belief for me, being in the community generates a lot of belief.

Stacey: Sorry, I didn't mean to cut you off, but I wanted to capture that thought too. Your thoughts, they come out so naturally, and I don't think that you were just gifted with these thoughts. You've worked very hard. But I want everyone to hear it because most people do not choose to think or have not ever let themselves entertain the possibility of belief is easy. You just said it so naturally.

Sade: It is. It is easy.

Stacey: You got coached a lot though.

Sade: I have gotten coached a lot. I became a coach. So I never really set out to become a coach. I was a homeschool mom before I got divorced. I set out to kind of be an influencer, ministry speaker kind of person. I healed from all the abuse through coaching.

When I paid my first \$800 to this weird guy in the UK who did an NLP thing to help me stop feeling so crazy and broken, and I paid the \$800 that I didn't have, got coached, did the eight weeks, came out on the other side. I was like, oh my god, this is like magic. It was like magic. And all he did was work on my thoughts and the way I was thinking and get me future focused instead of past focused.

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And I was like, this is it. I was sold from that moment. And so coaching, dealing with our thoughts, I truly believe that our thoughts create our results. I'm not always able to get a handle on my thoughts but I truly believe that that is it. That's the key.

Stacey: Yeah, 100%. I love that so much. And I do want to say though for everyone listening, people hear our thoughts create our results, and what they think that that means is if you have a result in your life that you don't like, and so I'm going to use racism as an example. If something happens to you, you experience racism, that thought - us saying your thoughts create your results means you created that racist experience. That's not what we're saying.

We're saying that our thoughts create our results in that anything can happen in the world, anything, and we can decide from there what result we want and find a thought that aligns with that result. It doesn't always mean that we want to feel amazing. We're not always looking for positivity.

We just get to decide, in that moment, this has happened, what result do I want to come from it and what thought will create that for me? And sometimes it's a lot of thoughts, right? But I just think it's a powerful distinction to talk about because I've spent a lot of time...

Sade: I don't even see things in the world as being my result. And maybe that's where there's a bit of a difference. So when something happens in the world, when something happens to me, I don't see it as a result that I created necessarily. So I have a neighbor - I'm pointing in that direction to her house - who called the cops on me one day.

Stacey: Oh my god.

Sade: Yeah. She called the cops because someone drove off my driveway and she said the person hit her car, which as far as I could see from where I was standing, nothing happened to her car. So she came to me and said she wanted my insurance information because this was a family member. And I was like, no, you came to my door asking for insurance number. I am under no obligation to give you anything.

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I don't even know what happened, I don't even know what's going on here. And so she called the cops and that was a whole thing. And in the end, it was just a waste of taxpayer money. But I don't even see that as a result that I created.

Maybe that's what the difference is. I don't feel like I created that and I had something to do with that. I feel like that's a circumstance in the world, that's her thoughts. Now going forward, how that impacted my children who were home and how that impacted my family and how we wanted to think about that going forward was a result that we were going to create.

Stacey: Yes. I wanted to create that distinction because I think when you're new to thought work, that is what - because I went through a period of time where that's what I made our thoughts create our results, I spent this weird time being like, oh, so I created this horrible thing, so I created this horrible thing with my thoughts.

And feeling like every negative thought I had, I had to freak out about it because it was going to create something negative in my life moving forward. If I have a negative thought, six months from now I'm going to have a negative result.

And I remember my coach at the time being like no. You don't just create the result of the world. We're all as humans creating results, and because we live in this physical world, we sometimes stumble in other people's thoughts and actions and results that we're...

Sade: Right. And only certain results are important. Not every result is important. Like I've eaten a lot of sugar in my life but overall, it's not creating terrible results. I can get a handle. Like, I'm not saying go eat sugar, but I'm just saying not every result is at the forefront of my focus at that moment.

Stacey: Yeah, but some people think that if I got cancer, they use coaching to interpret if I get cancer, it's because I had negative thoughts that created that. And it's just a misunderstanding of the work.

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Sade: It is. And I think it might also be because we're just so hard on ourselves and it's just so easy for us to interpret. Especially if you've been through a lot of crap in your life, it's very easy to take the route where this is just one more thing for me to feel bad about, this is just one more thing that hurts me.

And I've been there where it's like, everything was just one more hurtful thing, one more thing that was going to go wrong in my life because so many things had gone wrong in my life. So I can see where it would be easy to do that, and I think even allowing - there's a part of it that's just, like you told me on the coaching call, to allow ourselves to be human or to allow our clients to be human.

So if they are in that space where they're being a "victim" or feeling bad or being angry about the results, that's okay too. Because there's space for that too where it's like, this person feels like everyone in the world is against them. Whether or not that's true, that's a thought that they have and that thought needs love.

Stacey: Yeah.

Sade: And then maybe as a coach, you can teach them to love even the worst thoughts that they're having and heal whatever that is.

Stacey: Yes. Oh my god, that's so good. That's something that we as humans experience a lot of is thought shame. I had this thought and I have shame about the thought. Or even result shame. I have this result and I do know it is something I created. I have the money result of zero in my business or whatever, and then we have so much shame about that. And I love the idea that that thought deserves love too.

Sade: Yeah, it does.

Stacey: Most beautiful soul. I said of Lindsey Mango recently on a mastermind call, I just wanted to put her in my pocket everywhere. I need you there too. Put you in my pocket. You're such a positive light to remind people of that. Every thought deserves love.

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Sade: Yeah, thank you. And thank you for creating such a community. And you made it safe for me to share my thoughts. I shared my thoughts about being Black and how I bring all these crazy thoughts about racism too. My coaching sessions and the community was very safe for me to share that and I appreciate that.

Stacey: Yeah. I absolutely love that. I love the post that you - is this the one that you were talking about where you said for all of the coaches in the group, if you have a person of color that you are coaching, these are the thoughts they might experience and be prepared to coach them on this? That was so helpful to everyone to see.

Would you feel safe to give a couple of examples for people to kind of look for of what you experienced, what their clients might experience, what they themselves might experience and then the work that you did to choose a different thought if you wanted to?

Sade: Yeah. So one of the thoughts I think when I have been coached, both in 2K and in other coaching spaces, there are times when I felt like, okay, they didn't go deep. And the thought behind it was like - and I would feel myself pull back. Immediately I kind of hid like, I don't know if it's true. Like I said, these are thoughts. These are my thoughts. I don't even know if it's true or not.

Stacey: And all of them deserve love.

Sade: All of them deserve love. And I would feel like oh, she doesn't think I can do it, she doesn't think I can hit the goal because I'm Black. And so she's not like, taking me all the way to what it would look like for me to achieve that goal. And that came, if I wanted something, if I was struggling with doing it and the coach kind of said, "Yeah, maybe you can't." Not in so many words, but...

Stacey: Can you think of a specific example? Because this is very curious for people who are coaches. Hopefully it wasn't me. But if it was, I need to learn too.

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Sade: I remember one specific example that I don't want to give because it's very specific. I don't want anyone to feel bad. The other examples were kind of like, especially when I would say a money goal. Okay yeah, I remember one.

One of them, it was in a different space and it was like, I wanted to make 100K in 2020 as a coach. And I was having all these thoughts but I hadn't made any money at all. And there was just not an energy - I didn't feel like she thought I could believe it, that I could do it.

So she did coach me, and she coached me on my thought, but when I left the coaching session, I just went to coach myself some more on believing it. She gave me some steps and there were some things, yeah, just go ahead and do this, go ahead and keep showing up and go ahead and keep making offers.

I would say I'm not making offers, I'm not doing this, but she didn't go deep into my self-belief. It stayed on the level of what are the things you're not doing? Okay, go ahead and do those. I believe that you can do them.

Stacey: Really it was just coaching on the action line.

Sade: Kind of, yeah. It ended up being coaching on the action line and I didn't really feel a shift on the inside to believe that I could any more than I did before. So I wanted from my coach, I was hoping to borrow her belief in me that I could do it and add it to my belief and believe more.

Stacey: Which is so interesting because if we zoomed out, any time we try to borrow someone's beliefs about ourselves, we're usually setting ourselves...

Sade: Up for failure. Well yeah, exactly.

Stacey: Because people try to borrow belief in themselves from their husbands, and then they don't get it and they get so angry at their husbands. You know I live by the philosophy of you can't ask anyone to do what you are unwilling to do.

Sade: You're right.

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Stacey: It's interesting to think, even your coach.

Sade: Yeah. That is interesting.

Stacey: I don't know what the answer is to that, but it's an interesting question is like...

Sade: The other dimension is for it to be because of your color. So there's one dimension where it's like, I can't borrow her belief because then that just adds another layer of well, is it even possible for me? Now of course, like I said, those are all thoughts that - and I work through those by working on my belief.

You talked about the belief plan; I love the stages. I'm always checking to see where I am in those stages of is it possible, is it inevitable, where am I in my belief, and I work on that. But I do know, I did struggle with being believed in in a space where I wanted people to support me and believe in me. And that did cause some challenges for me.

Being coached on being in the workplace, being coached about things that were going on at work, I think as a person of color, we're labeled a certain way in the media. There's the angry Black woman, and then there's the bad attitude and it's your fault and you're not focused and you're just not good enough.

So then getting coached sometimes, you wonder if your coach thinks you're the problem when you're thinking you're not the problem. It's just an added layer of thoughts. So you have all the thoughts that everybody else has, and then you have this added layer of thoughts because you're Black or you're a person of color or because you have an accent. It's just an additional layer.

And I thought it would be helpful for the coaches to know when you're coaching a person of color or a person who has an accent or a person who has a disability, they have another layer of thoughts that you may want to ask about or dig into, or make it safe for them to talk about with you. And we never bring stuff like that up.

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People of color in outside spaces, we don't - I would never come up, outside of what you're done here and say, hey, I think it's because of my race. You rarely hear that, even though I'm thinking it.

Stacey: Have you thought about as a coach, how you create that space for someone to be able? How do you as the coach create the space if you have a client of color who might be experiencing that extra layer but not bringing it up to the surface?

Sade: So when I think about my clients and kind of the unique things they bring, I choose to believe that they can get their results with whatever they bring to coaching. So I have a client who is completely not - she will not process emotions. She's like no, there will be no emotional processing, there will be no breaking down, there will be no going there.

And I'm like, okay, let's do it. Let's make it safe for her to not do that. And I've been working with her for about four months now, and this past week she broke down completely in a coaching session and sobbed for about five minutes. And it was never a requirement for her to follow the emotional process, go to places she didn't want to go.

I believe that I can help her get her result however she - whichever way. So I think if it's safe - the safe space is for you to embrace everything that your client is. It makes it so easy.

Stacey: And wherever the call goes.

Sade: Wherever the call goes, yeah. So if they come and they're angry, if they come and they're crying, if they come and they're tight-lipped and they don't want to talk, you can help them.

Stacey: Yeah. Just not having an agenda at all. No agenda. That's so good. I do that a lot with the model. I feel like a lot of people fight the model and I don't know if you've seen me coach on that in 2K, but I'm like, that's fine, you don't need to use the model. You don't need to use the model for anything. You can do this entire program without ever learning the model.

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You just tell me, you come on this coaching call, you tell me you don't want to be coached on the model, I'll coach you a different way. Like, I'm down for it.

Sade: Exactly. Exactly. And I think that's the safest thing you can give any human being. Because that's what any of us want. A place where we can be ourselves and this is another person of color story. I remember when I moved from - my family moved from Wisconsin to St. Louis and the first place we moved to was mostly Black community.

And at that point, I had lived in the United States for about six years. I'd live in the United States back as an adult for about six years, but I'd lived in mostly White, 70%, 30% Black. Like, you're the only Black person in the grocery store kind of places.

So this was the first time I had lived in a community that was mostly Black, and I couldn't believe how light it felt. Because I wasn't unique. There wasn't that burden of being unique or being different or standing out. There wasn't that tension of standing out. Not that anyone did anything bad in those spaces. So that's all any of us want.

So if your client can come to you and breathe in that one hour and say anything and you don't judge her, that's it. That's the magic bullet of coaching I think because that's - everything we're all buying and doing and eating and drinking and it's also that we can get to that place where we can breathe and just be ourselves and be safe.

Stacey: Yeah. That's true holding the space. And I want to encourage all the coaches listening like, really do this work no matter how it comes up for you. Every judgment, to hold the space at the best of your ability is to be able to go in and your client can literally say anything and you are okay with the call going wherever it goes, with whatever thoughts come out.

So you don't have a judgment about well, let's not take it there, or let's not talk about this, or a judgment about anything. It's like, I create - even when I was one-on-one coaching, I created this space where my clients could even get coaching about me. I would be like, if it's coaching about me -

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because this will happen, especially if you have long-term relationships with your clients.

They might have thoughts like you're the reason they're not getting results or whatever. And I remember one client, I was coaching network marketing at the time, and I started coaching someone in her team first. And then all of the people in this person's team also wanted to coach with me. So I was coaching a lot of them.

Then the leader wanted to coach with me. But then when she hired me, she thought because she hired me and she was the leader, that my job was to then go into the coaching calls of all of these people who hired me and tell them what they should be doing. And it was a constant telling them like, but that's not how coaching works.

And so one call she was really upset. She had all these thoughts. And I was like, okay listen, all of these thoughts are welcome. Here's what we're going to do. You're going to tell me all of your thoughts and I'm going to write them down on the paper exactly the way you say them. So you've got to say them slow, but we're going to write every single one of these down so we know exactly what they are. And then we're going to address every single one of them.

And we just put them in the model. Every single one. And it was like, I didn't even have to have an opinion about it. I didn't have to because I had the model where I could just plug and chug, right? And show her with complete neutrality.

And I wrote down all the thoughts about me like they were just thoughts about someone else. Or that it was just fine that they were thoughts about me. I just created that space. And we were able to really work through that and I think that's so powerful. So I just wanted to spend some time on that.

Anyone listening, any time - you've got to develop awareness for when you're not okay with the conversation going a certain place or you're not okay with your client having a certain behavior. So I have that podcast about difficult clients. And I'm like, there are actually no difficult clients.

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And it's like, that's the work you have to do is it's okay that your client doesn't want to learn the model. It's okay that your client doesn't want to process her feelings. It's okay that she wants to talk about race and she's having that experience at work. It's okay that she's angry at you. It's okay that she's tight-lipped.

All of those things, what do you think is not for your client to experience, and that's your work as a coach to do that work, like it's okay for them to experience that.

Sade: Yeah, so true. That's kind of like the clean coaching. That would be your clean coaching module.

Stacey: Right. That's why I developed that idea of clean selling because it happens on the consult. Our thought, whether we want to acknowledge it or not, on the consult is it's not okay for the client to have an objection about money. It's not okay for the client to need to check the budget. It's not okay that the client wants to think about it. It's not okay that the client needs to talk to her husband.

All of those of course are objections and we can coach on them when we're not thinking it's not okay. And a lot of coaches will go into especially a consult call and they'll be so uncomfortable with the money conversation. They'll be wanting the yes so much that if the objection doesn't come up, they don't create the space for it to come up, the person will say yes just to avoid discomfort on their end.

Sade: And then they disappear.

Stacey: Yeah. They either ghost or they get an email or a text. And I think if you've got an email or text that has a client backing out, almost, I would say 99.9%, it is because you did not create the space for a comfortable conversation around the thoughts they're having about committing and paying and showing up to coaching. That's it.

Sade: I've been there. I've got the messenger text.

Stacey: We've all been there, right?

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Sade: Yeah.

Stacey: I talk about positive belief bias. Sometimes that works against you. You can have negative belief bias about your clients, which is what you were talking about is like, do you even believe they can get the result they want? I've had to coach myself so much on clients where I'm like, can they really get this result? Do I believe they can do this?

I remember having to do that in my coaching work. So there's the negative belief bias of do you actually believe your client can get the result, but then there's also the positive belief bias when you believe your client - you believe in them so much that you miss all the stuff that you need to be coaching on.

Sade: Yes. Oh my god, yes.

Stacey: Neither of those are useful.

Sade: Yeah. I had one consult where a client came and she had just broken up with her boyfriend and the relationship hadn't been great and everything. We've been in touch a couple of times and so she knew me, I knew her. And we had this great consult and I sold her on the idea of a brand-new relationship that was amazing and she could have everything she wanted.

And then she said no. I was like - she could afford it and I knew. I was like, what's going on? And so then my one-on-one coach said, hey, how did the consult go? Because I told her about it. I was super excited about it. I said, well, she said no, after the call she said no. And I was like, what went wrong?

So I got on the one-on-one coaching with Juliana and Juliana was like, she didn't want a new relationship. When I walked her through the consult, she said, she just wanted her old boyfriend back. And I was like, oh. Two weeks later she reached out to me again and said hey, can we talk?

I said sure, let's talk. We got another call. I did the whole process with her again. Sold her on the idea of healing and seeing where her relationships

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go. Like hey, why don't I help you heal, and whether it's your old boyfriend or a new one, we'll just see what comes out of that. Boom, sold.

Stacey: That's so good.

Sade: Yeah. So it's that idea of what is really going on with my client or on my consult versus what's going on in my head. I knew her so well, I was like, well of course she can afford my coaching.

Stacey: I know. That happened with Lindsay Dotzlaf once. She messaged me. Her and I are really close friends, and she had text messaged me. This was, I don't know, a year or two ago, and she was like, I just had the most incredible conversation, it was the best consult I've ever had. She is my perfect client. She was telling me all about how amazing she was.

And I didn't want to tell her in the moment, but I was like, something's off, okay, hopefully this - as her friend, I'm like, fingers crossed. And sure enough, she messaged her and backed out. And so then she came to me and I was like, it sounds like you had a lot of positive belief bias going on. You missed the other stuff happening.

You left neutrality, you left holding the space. That's what I mean by neutrality. You left holding the space, you left the clean place in your brain where you're just letting everything happen. All things are on the table and just watching. You left that to get really excited.

And any time when I was pitching, if I had a crowd that would be like, I would have some, they would be whooping and hollering about the product. And I mean, there were some shows where it would just feel like the roof was coming off of the store we were in, and then no one would buy.

And it would be because I got too excited thinking this audience is loving this product, they love me, they love the show, we're having so much fun. And then I missed the opportunity to create that space for them. This is what would happen when I was pitching is when I let them get too excited and have too much fun, and this is I think what happens on consults with the client, either when they say yes and they're all in and they have no objections and then they back out.

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What happens is when you let the person buying get too excited, they don't have time in their brain to actually logically think about it. They don't have the space to allow the fear to come in too. They don't have the space to actually question like, can they really afford this? Do they really have the money? Will their husband really be on?

They don't have the space because everybody, the coach is just so excited, the client is just - everybody's just so excited. There's no time or space for the real legitimate barriers that could potentially be in the way. And so it happened in shows and it happens on consults where it's great if everybody's excited, but we've got to come down and we've got to talk about making a decision around money, and we've got to bring everything into the table and have that conversation. It's so important.

Sade: Yeah, the 50/50. That's awesome.

Stacey: Yeah. It's not just the selling. It's the coaching too. And that post that you posted I thought was just so brilliant and so helpful to say. And something I've been coaching a lot in 2K, we've done daily coaching for my Black students and my students of color.

And one of the things that I've really done a lot of is yeah, let's just give that as the truth. We don't need to argue with your thoughts. Let's just make it true. One of my clients, her thought was, "It's easier for White people to make money." I'm like, let's just say that's true.

Sade: You know what, that's been true for me. I have - racism for me is a circumstance. I don't even argue with it. I don't try to make it a thought because then I'm giving myself so much work to do.

Stacey: Yeah.

Sade: If it's a circumstance, how do I want to think about it? And then I go on from there. And that's so much more productive, it's so much more helpful. That's where I can lay hold of a thought that's useful for me and then build from there, build my family, build my life, build my income, build my business just saying this thing exists in the world. That's been amazing. That's been really helpful.

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Stacey: Yeah. I coached someone today and she has a - I don't know what you would call it. A medical condition. But a learning disability. And she was like, creating all these thoughts around this and one of her thoughts was it's harder for me. And I'm like, yeah, it is. What if that's true? We don't have to fight it anymore.

The resistance of that causes more problems than anything. Let's just agree it's going to be harder for you. So then what? That's where the thoughts creates results comes in is yeah, it's going to be harder for you. You're going to have to work harder than every other human because of this disability.

And so because of this, we know this is true, we don't have to argue with it if you don't want to. Now, you can argue with it. This is another thing that I think is really important to holding the space is it's the client's choice.

Sade: Yes, so true.

Stacey: We could keep this as the truth or not. What would you prefer? We can even explore both. It not being true at all, that it's harder for you than other people, or it's totally true, it will be harder, and now what are we going to do about it? And sometimes I like to take my clients both places, like let's talk about this. But yeah, if you really believe a thought, I think you can keep it. But let's decide what our response to that will be.

Sade: Right. Staying in the place of what's within my control in my business has been very powerful. It's been way more useful than arguing with anything, like okay, 90% of the coaches are White. Okay, great, so what? I'm here to make money.

Stacey: Yeah. And I'm going to be one that - I'm going to be a successful Black coach.

Sade: Exactly. How do I make money and when I'm walking through 2K, I'm like, well, there's nothing in the material that I can't do, so yeah, let's go. Let's just do it. I can do all of it. And I think as I've engaged in just getting the work done, just doing it, it's proven to me that I can make money, just like any other coach in 2K. So Black coaches do make money in 2K.

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Stacey: Chavonne. That's the best thought ever.

Sade: I love that. I love that. I was like, I'm going to steal that. We do make money in 2K. I think you opening up this space has really been eye-opening. I'm like, where have all these people been? Look at all these women making money.

Stacey: Well, that's what I said on this last call. I don't know if you were on today but I told everybody, this might be our last daily coaching call but this isn't the last call for you to raise your hand for coaching. This is just the beginning. Come every week and raise your hand. Let's do this.

There's never - for me, I just want to offer that maybe it's not been like that in the past where you feel like you can raise your hand, but let's change that. Let's keep the hands raised and keep the people getting coached.

Sade: Thank you. Thank you for creating that space and a space where we do belong. We do belong and you're making it open.

Stacey: For every single - for all of my Black coaches in 2K, for every single time you post and you show up, whether it's to talk about your experience as a Black coach or just to share your experience as a coach making money, that gives permission for somebody else to do that. Just like that photo.

Every time you cut your face and put it on somebody else and you write I belong here, you give permission for somebody else to do that, to think that. You being here on this podcast is creating possibility and permission that is going to have ripples far beyond you or I, which I think is fun to think about.

Sade: I sincerely hope so. I sincerely hope so.

Stacey: I really genuinely believe that in all of my core. I do. There's no hoping. That's what we're doing.

Sade: That's what we're doing, yes. We're going to make it happen. We all belong in here.

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Stacey: Yeah, we are. Oh my gosh, this has been the most fun conversation ever. I don't know how you can have a fun conversation about racism.

Sade: Racism, we just did.

Stacey: I have so much love for you. Thank you for coming on.

Sade: Thank you Stacey. I appreciate it.

Stacey: How can people connect with you? We're going to put everything in the show notes, but can you tell them here on the podcast so that if they don't want to go to the show notes they have it here?

Sade: Okay. So name is Sade Curry, like the food. My website is sadecurry.com and Sade Curry on Instagram, Sade Curry life coach on Facebook, but you can just find Sade Curry on Facebook. That should bring me up.

If you are divorced, if your heart is hurting from relationship trauma, whether childhood, or in a relationship, that is my specialty. I can 100% help you. I have been there, I have done it, I have come out of it. I can walk you through that process 100%. So I just am so glad I had this opportunity to be here. This is awesome.

Stacey: Me too. And I want to just encourage everyone listening, especially if you are a Black coach in this industry and you want to feel like you belong and you want to believe that you can make money just like everybody else, this is one of the reasons I wanted to do this series. I want people to follow you. Go follow Sade and see her doing it, see her leading the way for other people.

That, to me, I just think finding people - I didn't have a community when I became a coach or got into coaching. So I remember using Lewis Howes' podcast and Brooke's podcast and finding podcasts to feel like I belonged and to find people and I didn't even know them, but I would use them to lead the way for me. I would just go on a search to find as many people as I

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could that were doing this work that I could listen to and absorb knowledge from and watch them be in the world. And I think that's super powerful.

Sade: And now you're showing up like them.

Stacey: Yeah. Now you're showing up.

Sade: Right? I'm excited. We're all showing up. It's great.

Stacey: Fantastic. I love it. Thank you so much for taking the time to come and teach my audience. You are just a light in this world. I cannot wait to see you keep blowing up, and when you join 200K, you are going to be front row.

Sade: Thank god. I can't wait.

Stacey: Front row.

Sade: Right. Absolutely. I can't wait. It's going to happen.

Stacey: 40K launch. You're going to make a lot of money this year.

Sade: I am, I am.

Stacey: Do you know where the next mastermind's going to be?

Sade: No. Where?

Stacey: January, February...

Sade: LA? Is it going to be in LA?

Stacey: Get ready for it. I'm going to announce it. I'm just going to say it now. We've been holding it a secret but we already signed the papers. The Four Seasons Maui.

Sade: Oh my god. Oh my god. I'm so in. I am so in. I am so in.

Stacey: The papers are signed. So I want you to print some Maui photos too.

Sade: Cut out my picture. Put myself in Maui. It's working. It is working.

Bonus: How to Belong with Sade Curry

Stacey: I wasn't going to tell. I had a whole thing that we were going to announce sometime in August, but I wanted to just tell you. So everybody can thank you, but I wanted to tell you so you can work on that vision because I want you there. I want you front and center.

Sade: I am going to be there. Absolutely I'm going to be there.

Stacey: Thank you so much for being on.

Sade: Thank you Stacey.

Stacey: Alright, I'll talk to you later. Bye.

Sade: Bye.

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