Andrew Brayda: Hello everyone, welcome to Simon Bizcast. This is Andrew Brayda. I'm Director of Admissions at Simon Business School for our full time MBA and part time MBA programs. It's great to be with you. Thank you for joining the podcast. We've got an awesome panel of—I'm going to say some of my favorite—MBA alumni here on the call on the podcast, so hopefully this doesn't get out too widely and other alumni hear that, but great to be with you and have some fantastic panel of alumni here. So we want to start with some introductions. So I'm going to kick it over to Tori to say hello and, and jump in.

Tori Vossler: Hi, I'm Tori Vossler, Class of 2019—all of us here are—Simon Business School MBA. I'm based in New York and I'm currently working in management consulting for PwC, where I specialize in consumer facing industries and tech. And of course outside of work, I have a lot of fun hobbies given that I live in the city. So, you know, just try to take advantage of everything, of course, and have fun.

AB: Thanks Tori. All right, Yonnas.

Yonnas Terefe: Thanks, Andrew. Hi, everyone. Just like Tori said, also from Class of 2019, currently based in Washington DC. I'm technically an independent consultant mostly focused on Temerity Capital Partners, where I advise on a wide range of things regarding [venture capital] VC transaction advisory and the likes. Temerity Capital Partners is a family office based out of the Washington DC area. And happy to be here and looking forward to the rest of this conversation.

Mike Alcazaren: Yeah, I'll round things out. Hi, I'm Mike Alcazaren and also MBA from 2019 and super excited for this conversation. I'm currently based in Rochester. I work remotely for Amazon, specifically Amazon Devices. I'm a product manager and my team's charter is looking at decarbonizing all of the Amazon devices and services. So I sit on the centralized Amazon devices sustainability team, so looking at a lot of, you know, reporting for, hey, what is our carbon footprint? And then looking at the levers that we can pull across all of our physical devices from like think Echo shows all the way to Fire TVs, and even looking at decarbonizing Alexa. But yeah, excited for this conversation.

AB: Awesome. Thanks everybody. I was going to say, some of my favorite podcasts are ones that involve like a band, or you know, it's usually more than one person, and you'll have fun stories, I'm sure. So, I do want to hear about your favorite Simon memory—we're going to get there. But I, I do want to hear a little about the five years now post Simon and kind of reflecting back on some of the more influential moments, or I guess takeaways from your experience over your two years in the MBA program. And I won't make somebody go first, but you know, is there is there some of the things that you've kind of carried with you in the five years post Simon?

MA: Yeah, I'm happy to kick things off. I'm actually surprised at how much like of the classroom work I've actually been able to apply to my day job. So like the first role that I was at right after Simon was at Amazon and I was a go-to-market lead, which is kind of a hybrid product
marketer/product manager. And I was essentially tasked with owning the pricing strategy for the Amazon smart thermostat and launching this consumer electronic device. And it was really interesting where I had that much ownership fresh out of grad school which is a little bit terrifying. But what I did is essentially, you know, dust off my pricing class notes from Mitch Lovett to look at some of the foundational strategies of, hey, if you want to optimize for profit or if you want to optimize for units, like how do we start to approach this and think about this? So it was actually super kind of eye opening to see like how I was able to take that really tactically and bring that into my day job. So as I was going through, it was just eye opening. I'm like, I can't believe this is where the rubber meets the road.

YT: I would say honestly, my answer would be a little bit different. A lot of my focus I would say is the network and the community that we kind of built. We were just kind of having that conversation earlier when we first saw each other today about the Simon community and how it's a bit different compared to some of the larger schools. I think the relationships that we have here, I think go very deep. Just to kind of give you an example there was a couple of people from my class that were in my wedding. Right? And it's not even just that, I've lived, I've had a chance to live abroad. There's multiple people from my own, my class that are living abroad that I've had a chance to connect with while abroad. And then additionally, also from a career standpoint, I can't tell you how many times I've worked on a particular project, whether it be my, during my days in investment banking at Morgan Stanley, or just, you know, doing consultancy work or, or wherever else it may be, where I had a question about a particular topic. And I would reach out to one of my classmates like Mike and see if I could reference their notes regarding a certain subject matter. So I think that relationship, that community that you build, I think because you're not running around spending five minutes for each of the 800 students. But rather you're spending in depth amount of time with the 2- to 300 students that are around you. You build like a really, really solid foundational relationships with people that you benefit from, you know, for a lifetime, I've benefited so far for the past five years.

AB: I know you were all, you all went abroad as well for immersions during your Simon experience. So, I do want to come back to that because I know Yonnas obviously spent some time abroad too—Tori go ahead, sorry.

TV: Yeah, to kind of tie both what Mike and Yonnas said together, the biggest thing for me is people in the class and the coursework combined. Everything is based in group work. Almost every single class I took there was a group component to it. And that applies directly to my work in management consulting because we have teams that go out to a client and sometimes teams are three people, sometimes it's 10 people, sometimes 50 people. So being able to manage those groups and understanding team dynamics that I was able to do five years ago, now translating that as I've accelerated in my career and different types of roles and with different types of clients. Yeah, and that was great because Simon has such a diverse student body. So each class could be a totally different team for you and you have to be able to manage that.

AB: All right. So what was the, what was the most impactful class, Tori, if you could think of one. Now, I wanna ask about sort of your most impactful assignment experience reflecting back,
right? And maybe your favorite memory, but was there a class that you, that you would reflect on?

**TV:** There are so many. I liked the Ops [Operations] class with Professor Tilson. And apparently, they are still, they still have that class because I was talking to a student who just graduated and that was a nice experience because that was also in your first year, and I'm assuming that it still is and it's like in the second half of the year that we had it, so you've kind of already have your feet wet. That class had a lot of different, like experimental types of work and like practical, tactical cases that we had to work together and sometimes we would even do it in the classroom and like, have fun with it as well, which made it much more enjoyable.

**MA:** I think one of mine was, you know, I know I've already like outed of myself with the pricing class, but outside of that one I would say I think it was corporate governance, with like the three legs of the stool and aligning incentives internally. I'm not at quite at the level of my career of like managing a large team. But I think as I start to think about the career progression and career promotion and even just eventually longer term plans for entrepreneurship, designing an organization and how do you embed culture, but also make sure that everyone has the right amount of ownership and fidelity and setting up that corporate structure. It was, I think I took it in the second year. So it was kind of like one of the last classes I took. But I still think about those high-level concepts today, especially as I just look at how different companies operate so distinctly and there's like unique cultures for each company. So, it's a nice way to like abstract myself out and kind of think about the bigger picture as I'm looking at like my—or not to avoid looking at my day to day job—but just kind of like give my day to day job more context.

**AB:** That's great yeah. Let's talk about these immersions. I'm sure these memorable experiences you've had. I know you've all had these—and I'm not saying that has to be your most memorable experience from Simon, of course, going elsewhere and abroad. But what would you say, kind of reflecting back, how did that shape you, you would be able to take these international immersions, what was it like going some of your classmates? You know, what was that experience like?

**YT:** I mean, honestly, like for me, when, when I came in, when I came into to business school, like the international part was really, really important to me. To be very kind of practical in terms of thinking about how I thought about my career. I always thought of myself of hopefully at some point, get a chance to work outside of the US and just globally. Just, you know, as you can see, even, you know, right now in terms of professionally, like most companies have international operations. And so, I think understanding how business is done across the world is going to be something that's tremendously important to add to your skill sets. And I think the Simon immersion, the one I did was to India. It did a great job in blending one, helping you build a much deeper relationship with your classmates while also helping you understand, like focus on business concepts and ideas as it pertains to a particular country. And I think India was actually a really unique experience in that. And I think the South Africa immersion experience is also pretty much similar in that there's a lot of students that we have in our class from those locations. And so we ended up organizing meetups with some of our classmates who are during winter break at the time. So when we went there, you know, we were going to restaurants with
friends in their hometowns, in addition to all of the other events that we did. And so we were
hosted by Citi, who I believe the CEO at the time was as Simon alum. And so it was an amazing
experience. We got to go to Citi’s office, we got to go to KPMG and talk about some of the
projects that they’re helping the Indian government with and how the they’ve been making
progress and how, you know, doing a scope of work in that market is completely different than in
US or Europe. So that was really, really cool. And so it was a really great opportunity to kind of
blend everything together. And so, yeah, I, I think it was probably one of the most amazing
experiences I’ve ever had. And there’s other things that I’m involved in professionally that, you
know, I’m hoping that it takes me back to India and I credit this immersion to opening up my
eyes there.

MA: Building off what Yonnas said, I think there’s nothing better than going and seeing a country
through someone else’s eyes, especially someone that’s lived there. So, I was fortunate enough
to go on two immersions. I went on South Africa immersion and then the Israel trek. In the South
Africa, and actually in both those treks, we were able to meet up with classmates that were
Israeli or South African. But I think what I took out of the international treks—both of them—was
just everything that you said building off of what exactly what you said Yonnas—of that deeper
connection with your classmates. I think the second piece for me was also especially the South
Africa trek, getting a deeper sense of just a very foreign place. Like I it primarily spent most of
my professional, if not all of my professional life either in the US—I guess a little bit of time in
the UK—but South Africa was just so dynamic and different and seeing how everything was
structured and even going to different company presentations and seeing how inflation was
rampant in South Africa and how that impacted the bottom line of the companies that we were
going to and how they had to think about operating was just fascinating. It kind of just like it was
a ton to process but also like, really helped me like level set of like, oh it’s, you know, business
is bigger than just wherever you’re laser focused on, it’s it has impacts across the globe which I
found fascinating to kind of abstract myself out of.

TV: Yeah, and just to echo what both Yonnas and Mike had said, to me, it was really just being
able to go with the professors, some of which were from these countries. I had the pleasure of
going to both Israel and India during my two years and the professors there have been there
multiple times, have previously lived there, et cetera. So being able to experience such an in-
depth tour of these countries was just phenomenal and truly like a once in a lifetime experience.
And you know, I really went to business school thinking these will be like supplemental to my
learning when really that was like the crux of my learning. And now I'm like, anytime I talk to
students at any level, I'm always encouraging them to go abroad in some capacity, I had the
opportunity to do that undergrad and then being able to do it twice in grad school made all the
difference.

AB: Awesome.

YT: Yeah, I think one thing and Andrew, sorry, I just want to double down on one thing from a
practical standpoint in terms of some of the learnings. I think if you think about like some of the
concepts and ideas that you learn in business school, it's usually informed by historical
experiences that have happened in the United States or probably Europe, right? So if you think
about like India, for example. If you're thinking about a business strategy, scaling it in the US where there's 300 million people and scaling it in India where there's 1.4 billion, is a different story, right? And how you go about doing it is a completely different story. So when you think about if you want any type of international career, it's great you're learning these new things, but like if you don't get on the ground and see like how the application makes the process completely different because the market dynamic, the country dynamic is so unique and the culture is so unique, I think you're kind of short changing yourself. And so having these types of experiences to go and learn and then also go there with people who have understanding of the context of what's going on on the ground and have the understanding of the culture because of their own personal lived experience. I think it takes the learning to a really extremely like new level versus just, you know, just taking concepts here and just trying to basically copy and paste there. So I just wanted to kind of bring that in for context.

AB: Yeah, that's awesome. Thank you. And so I'm hearing a tip for graduate business school students—or maybe anyone, right?—get out of your bubble, your comfort zone. Challenge yourself. Go internationally—but certainly at Simon you have that opportunity. So are there other tips that you would provide to incoming students, students who are starting or prospective students who are looking at graduate business schools, looking at MBAs? Current students or future students as they're kind of thinking about you know, even post MBA outcomes and careers and those sorts of things? So, maybe the tips would be different depending on the audience but maybe you're just sort of thinking back, what would be some of your tips for that? The business school student?

MA: Yeah, I think you hit it—the connections and just the really strong bond specifically at Simon, and the community that we have. one of the things that I had a, a soft goal during business school—and I don't know if I share this with you Tori or Yonnas—was to like to have a shared experience either like lunch, coffee, or a beer with every one of our classmates. Like we're a relatively smaller school, like with like 110ish students [per class]. So wanted to have that like one-on-one with as many of our classmates as possible and even not just with our class, but other classes. So I think my like advice or tip was to would be to try to do the same, is really try to make those really deep personal connections in like a non-forced way. It could just be a shared experience of something that you remember fondly about that specific classmate because you know, 3, 5, 6, 7 years after business school, like you're going to potentially move to a new role or like looking at a new business venture and someone might be doing something that might be exactly what you want to. And so just having that ability to make that interpersonal connection, I think is super huge. And then Tori, you also mentioned this too of like working in the group projects. I think that if you're able to just understand how to work with people and like putting yourself uncomfortable if you might not be comfortable, truly connecting and you know, grabbing those coffee chats with people, doing that practice in a safer space like business school, like I think is a really great environment to practice that for your career. Because like during your career, you're also going to need to have advocates like as you look for, for growth or get promoted, you're going to have to look at mentors that are at the next level and find and reach out to those people and ask them for advice and also potentially make uncomfortable asks to say, hey, like, you know, what would you do or how can you help me do this? But making those deep connections, I think has so many good benefits, that's a bit like intangible
compared to the class work and the immersion that we've talked about, but are like so, so valuable to me today and in the future.

**AB:** Yeah, I love that. And I don't know, you know, like, I don't know if that's easy for everyone to do so like the business school is a great opportunity for you to hone those skills, right? To really kind of put yourself out there, make those connections and, and you know, and obviously it'll help you in the future like you were saying—yeah, sorry, Tori, go ahead.

**TV:** To further that and tie it back to like going to the immersions, that is a big commitment. Another opportunity is like taking advantage of all the different clubs that Simon has and like going and attending those events. Because that's where you can really make some really strong connections and understand about another culture, if it's a diversity club, for example. I feel like there were events like every other day—at least once a week, there was a major event the club is putting on and it's so important to be able to support your peers and your friends that have taken on leadership roles for those clubs that they're passionate about, whether it's career oriented, social, or diversity, and just being able to see that and like, really see the Simon community thrive together. So I highly encourage current students to do that and then perspective students, of course, to check out all the different clubs at Simon and see how many that there are, and I think the list always grows. I feel like there's new ones, right, that people talk about already. If you want to dream it, it will happen.

**YT:** I would say three things: First self-reflect, second balance is key, and then third, I would say time is short. Just to elaborate a little bit on that, self-reflect and really understand yourself before going into this, right? What you will get out of this is dependent upon what you put into it and what you put into it should be informed with something that you've taken time to think about in terms of what you want to get out of this experience. In terms of career, personal, and just, you know, just general experience, right? I think you should really spend a good amount of time. Not that you don't necessarily need to need to understand specifically that you want this career but like get an idea, so you're not kind of all over the place. And then once you have that, I would say balance, right, balance in that yes, have some leaning, some focus, but don't be too focused on that because there's many opportunities that come around. So you want to balance between having well thought out plan, but also having flexibility just so that if something else presents itself, which event inevitably will in business school, then you can pivot, right? And so those two things are, are very important and you know, if you can come and say like, you know what, I'm going to be 100% about my academics, but don't also forget building the relationships that will end up influencing your life much bigger in the in the back end. So finding that balance between these different desires that you have, I think that's, it's really important. And then the final thing again, within all that is time is short. There's so many things coming your way, whether it be different people, you get to meet different organizations, you get to join different career opportunities, interviews, travels—before you know it it's all gone. Like I can't even believe that I started Simon seven years ago. It it just cannot—there's no way for me to even comprehend that. And so it just goes by in such a flash so I would just say like those three things are things I would focus on as I was thinking about going into business school.
AB: Yeah, I love that. I wrote those three things down, Yonnas, so I’m going to reflect on that later. All right. So, you know, Mike and I have talked about this a little bit but like just how the change, how the MBA world has changed so much over the last five years. You know, obviously we’re integrating AI quite a bit in what we’re doing in our programs at Simon. I’m curious from each of you—kind of what is the next big thing? What, what are you seeing as like a skill that students need to have? Maybe that Simon’s doing really well at helping students develop that skill set or, or what’s the next big thing you think that, that MBAs are going to need to be ready for as they, as they launch their careers?

MA: I think something that will hold true regardless of AI or any technology that that comes through is just critical thinking. And something that I’ve seen with the best senior leaders and that I’ve tried to get better at is almost like their ability to think 5, 6, 7, 8 steps ahead and it’s almost goes into core concepts that you would find in like economics, like game theory, for example. You know, if I do this, the decision tree is X and Y, and if I choose Y there’s like Z and A that’s also there and like all the different impacts of that. So I think being able to critically think and look at that. Again, like I’m not to throw myself under the bus, but I dust off my notebooks and look at like those concepts every now and then because I’m always just shocked at like, you know, seeing senior leaders like in a presentation and they know the right exact question to ask. And I think part of it is frameworks, but the other part is kind of their gut instinct that they’ve seen from making multiple decisions and evaluating decision criteria to understand that the second and third-order impacts of what you’re doing. So I think that’s, that’s one of the things that I see. And then selfishly, because you know, my passion and my career is both in sustainability, I think that’s going to be a key area for like recent grads. As well you know, maybe over the next 10–20 years to understand how do you align incentives with sustainability? So it’s not just good for the planet but also good for your customers and good for the business as well, and I think the latter is going to be the most important to get the most traction. But anyways, that’s some of my high level thoughts—to be able to think critically and then align incentives.

TV: With that, I feel like there are so many technical skills that you could learn, of course. And I think what you should pick is based on what you’re really interested in because there will always be another one and keeping up is very difficult. But more importantly, as you consider like having an MBA going through the program, being a graduate, what it really comes down to is your power and your decision making skills and being able to ultimately delegate and make decisions for your team for whatever organization that you join in any type of industry. As I go through my career, I realize so much of my job is decision making at the end of the day. So I think being able to do that in the team environments that you experience at Simon with your professors, kind of like the negotiation to Mike’s point as well. That’s also a big point part of decision making.

YT: Yeah, I feel like answers to these type of questions never age well. [chuckles] I don't wanna look back at this five years from now and just sound like some ancient person. But I think you guys have done a great job of answering this question. For me, I think it's just—I can't tell you, right? Like with AI or anything else, we'll see what happens. I think to piggyback off what both
Tori and Mike have said, is these innate skill sets that will transfer across all of the different potential environments that may come. Thinking critically, I think again is, is a key point, especially for a business school, right? You're kind of coming in with the idea of providing a new input from a new set of fresh perspective and how to solve existing problems. And so the ability to not just take what you're told to do, but rather take it and then put your own spin on it and what you think is a more efficient way to handle it or do it, or suggestion that you can offer up—that's going to be really, really important. I think the other part and we talked about this in the beginning a lot is about globalization and you know, technology has made the world smaller and so developing your communication skills and your ability to communicate with people from different backgrounds, both geographically, racially, culturally is going be really, really important. Because, you know that at some point if you continue to grow in your career, you're going be at a high-level doing sales—some form of sales. And so the ability to understand how to communicate the points about whatever product business or anything that you, you want to communicate to the vast diverse set of audiences is going to be really, really important.

MA: Can I throw a negotiating, too? I feel like that's just like a fun one that's both like a class, but also just useful skill that kind of ties everything together where it's like on the fly, you're kind of trying to figure out what works—and also like negotiating in the sense of like, it's not always like a zero sum game. Like it doesn't have to be like you win, I lose; or I win, you lose type of thing, I think. How can you find those, win, win solutions? But anyways, like what you said, Yonnas, that kind of sparked that like game theory and critical thinking and negotiations class.

AB: All right. Well, I've taken up too much of your time. But I really do appreciate each of you joining. I, I'm curious, what's next? People are traveling the world, you know, what, what's next for you personally, professionally? You could take this wherever you like I'm really curious. Yonnas, where are you going be in the world next year?

MA: Sounds like Carmen San Diego, Yonnas. You know, it's like where in the world is Yonnas Terefe?

AB: Talk about dating this episode here, this podcast, Mike. [chuckles]

YT: Oh man, yeah, I don't think anybody's going to know that reference, right? [chuckles] So my goal personally, I'm hoping to move back to Portugal in the next couple of months, and probably be in Europe for an extended period of time, but TBD. Depends on how kind of things kind of turn out. Professionally, I left Morgan Stanley in 2021 hoping to transition to doing VC investing in Sub Saharan Africa. I'm originally from Ethiopia and so my idea was, you know, how do I take the learnings that I've had over the last, you know, almost decade in finance? And how do I find a place where I can add the greatest value? VC has been an area that I've kind of focused on. But then I mentioned earlier to you that I've looked at India and so I'm more now towards thinking about, you know, what does VC look like in the global South, right? I think as we talk about, you know, the changing world, I think there's different opportunities that are arising, whether it be Southeast Asia, Latin America, and Africa. VC is a great way to get in front of that or participate within that. And Portugal has been a great kind of middle ground for me to be able
to travel between the US and Africa, as well as the other parts of the world I mentioned earlier. And so that's what I'm trying to hopefully do. But again, you know how the saying goes, people have plans and then life kind of has its way. So we'll see and I'll report back in in the next five years.

**AB:** We should have Yannis go last on that answer. [chuckling] Right? Yeah, Mike, Tori—you've got to top that. Who's going to Portugal?

**MA:** Yeah, I'm not going to top that, but maybe we can fix that one in post. [laughter] But no, I think it's a good question like what's next? You know, like people are always asking you like, what's your five-year plans and 10-year plans? It's like just candidly like after Simon, if you told me that I would have still been at Amazon five years later, I probably wouldn't have believed you. I thought it would be like a two-year journey. And I think I've definitely found like a super interesting place where I'm most importantly working on something that's super mission-aligned with me in terms of sustainability and driving actual carbon reductions, which gets me excited. And so I think for me, career wise, I think kind of continuing to dig into, to that space. I kind of see myself as a video game character. And if I'm optimizing for one metric over my head, it's metric tons of carbon. And so I, I kind of want to just make my decisions based off of where I'm going to have the biggest impact. And so I think at Amazon, there's so much opportunity to kind of pull such a big lever and have such a big impact that, that personally excites me. I think in the longer term, I know Yonnas and I have always talked about this, but I'm more interested in like—I know you're interested in the VC side, I'm interested in the operator side. I'd love to actually start my own company someday. Ideally in the clean tech space, I get excited about agriculture, but we'll see. And then personally that's a great question. I'm here in Rochester. So we, my wife and I bought a house in, in 2020. So I think we're still plugging away with building roots here in Rochester, but super excited to be back home. I'm originally from Buffalo, New York, and my wife's from here in Rochester. So I think just the quality of life to be super close to our families has been amazing. I definitely think it's been an interesting transition being a fully remote worker, super grateful for that ability to continue to be remote. But yeah, I think for me, COVID opened up some of my prioritization of, *hey, make sure I'm not 3000 miles away from my family* and make sure I can prioritize that. So, I think COVID definitely shuffled some of my, you know, future priorities. But yeah, in short, I think it's, you know, still sustainability, eventually, entrepreneurship, and then it's going to be here in Western New York.

**TV:** I'm originally also from Buffalo, so I do love Western New York. However, I do love New York very much where I've lived now for the past five years. And so I do see myself staying here. I also really enjoy my career in consulting because I like that client facing role that consulting obviously affords you. And thankfully though, since so much of like the hybrid model of working has changed so much and it has worked in my advantage where, you know, I have clients that are based in the city. So it's easier sometimes to be able to do a client visit versus constantly being on the plane somewhere every week, which is what it was like pre COVID, of course. So that's giving me a lot more opportunity to expand and accelerate my career and continue in this role where I do see myself for a while. However, to the five-year plan—like I always tell this to everyone, even like as a senior in college, I have five five-year plans, because you really do never know what's going to happen. I have obviously you never know other
thoughts, wandering thoughts. But yeah, when doors open sometimes you just have to go inside and see. But for now, I really like consulting, but we'll see what the world brings me. But honestly, the biggest thing for me when I think about my career planning, it helps so much when I'm talking to my peers, people like you, and going to like different networking events within the industry or anything, and just learning from other people. Which is really nice living in New York, because sometimes sky is the limit, like in terms of access and in-person stuff.

**AB:** Yeah I love that we're in New York quite a bit as an admissions team. So we get to see you every once in a while when we're there traveling and recruiting, and you're always such a big help. So we appreciate that.

**TV:** Always, I love the New York events. I'm happy to do any New York event because it's easy for me to do.

**AB:** And when we have Julie Sadwick, you know, booking venues that are, you know nice, nice places we can't not go, right?

**TV:** Yeah, they're great.

**AB:** She organizes the best ones.

**TV:** The one at Conde Nast was amazing, by the way. That was really cool.

**AB:** Yeah, that's pretty cool. Well, listen, I appreciate all your time. Just being able to kind of catch up and see what's happening with all of you and your lives has been fun. So I really appreciate it and we appreciate it, you know, our listeners do as well, our prospective students. So we really, thank you for giving up some time out of your day to join us for the podcast. So thank you again, everyone. Hope you enjoy the rest of your day and take care. Bye bye!

**YT:** Thanks, Andrew.