

Wade Berzas:

We were never promised that our existence on Earth was going to be easy and simple. As a matter of fact, when you look at the growth of humans, whether it's the physical growth, spiritual growth or mental growth, the only way that we grow is through struggle.

Mark O'Donnell:

Hi, I'm Mark O'Donnell, visionary at EOS Worldwide. I'd like to welcome you to another edition of the EOS Life Podcast, where we explore the why and the how of entrepreneurs actively living their ideal life. Now, not later and not in retirement. The world of entrepreneurial freedom and the impact on those around you depends on it.

Today, I have the pleasure of speaking with Wade Berzas. Wade is a professional EOS Implementer, speaker, coach and entrepreneur who's passionate about helping entrepreneurs and leadership teams get what they want from their business. Always a hard worker, Wade learned through many successes and failures that the word can't is not in the dictionary for successful people. Facing unthinkable adversity, Wade was the lone survivor of a fiery plane crash in December 2019, that left him burned on 75% of his body, in a coma and fighting for his life. Against the odds, he walked away from the hospital, just as he did from the plane crash, after only 52 days. Since then, he has devoted his life to helping others learn to thrive through adversity and to live their best lives now instead of later.

Welcome to the show, Wade.

Wade Berzas:

Mark, glad to be here.

Mark O'Donnell:

Thanks for coming. Before we get started, if you could just briefly tell our listener about yourself. What is it that you do, as an EOS Implementer, what is your role? And, what are you responsible for on a daily and weekly basis?

Wade Berzas:

Yeah. I guess at it's core, I'm first a father and a husband. So married to the love of my life, I have six amazing children and we deal with all that every day.

But, whenever I'm not being the dad of the Brady Bunch when I get home, my professional life is really centered in all of the things that I do around coaching. As you mentioned, I'm a professional EOS Implementer and that gives me the opportunity to work with entrepreneurial companies, to help them get what they want from their business. I really love the teaching, facilitating and coaching part of that. And, just helping them figure out where it's at and holding them accountable to getting there.

In addition to that, I also have a youth sports organization, a non-profit that I run and it's the same thing. I get to work with young people who, some of them have great leadership in their home, others don't. It's just helping them to see what it means to get out there and thrive, and be your best, and struggle, and fight through it and get to the other side of it.

I guess in a nutshell, professionally, I just like coaching and helping people, man.

Mark O'Donnell:

Very nice, very nice. As you know, the focus of this show is to help others discover their ideal life. The ideal life we say is synonymous with the EOS Life, which is doing what you love with people you love, making a huge difference, being compensated appropriately with time to pursue other passions. And often, this means that, at some point, you weren't always living your best life, your ideal life.

So I'm just going to jump right in, and if you could tell me the moment in time that you realized that you may have not been living your ideal life and things needed to change? Just take us to that moment.

Wade Berzas:

Yeah. As some people may know, in 2019 I was the lone survivor of that plane crash. A lot of people might think that that was the moment for me, but that wasn't the first time that my life had been in what you would call a crash.

This is about 2006, 2007, I found myself in the exact same situation. Except the first time, my wide open field crash site was an apartment and the fiery crash was my soul and my life. I found myself in a position where I'd spent several years chasing all the things that didn't matter in life and putting stuff first. And, found myself where I had some broken relationships, I wasn't doing a job that I truly loved, I wasn't around people that necessarily made me my best and didn't challenge me to be my best. It was in that moment that I had to face myself, hold myself accountable and also realize that I needed some intervention there, to get out of it. That was really the moment for me. I fell to my knees, surrendered and gave it up, and started the process of becoming the man that I actually wanted to be and living the life.

Now, I wish I could tell you that, overnight, all of a sudden, everything changed and I became a great father, and a great husband and my business life got better and everything else. But, that's just not how the world works. But for me, that night where I sat there and realized that I needed to change, was that immediate moment for me and it started to shift my focus away from stuff to living a good life, if that makes any sense. Material things started to matter less and it started to change.

Mark O'Donnell:

It makes total sense. If you could tell us, what was the first step you took to that change? One was the recognition that you needed to, so I suppose that might be the first step. But, what did you do next?

Wade Berzas:

Look, the first thing I did and I'm a man of faith, the first thing I did is I just asked to be changed. Make me whole, make me who I want to be in this moment.

Now, it was just that admission that I wasn't where I wanted to be that I think empowered me to make the changes that I needed to make in life. Without that admission that I needed to change, I would have just kept going down the road, and lying to myself and living that I lie that I was happy. But, that admission allowed me to recognize that no, I don't like the job that I do. No, I do spend enough time at home. No, I'm not pursuing the right passions. No, I'm not hanging out with the right people and all of those things, so that was the first step.

Now from there, there was a series of steps ... I believe that there were a bunch of hills that were put up in front of me. It's kind of funny. I just thought, "Hey, you know what, I'm going to fall on my knees right here, I'm going to cry a little bit, and then I'm going to ask to be changed. And then, all of a sudden, life's going to be better. It's just going to be better." And then, I woke up the next day and there

was another hill. I was like, "Well, I'm just going to do this and I'll be better." But, God just keeps putting these hills in front me that I've got to keep climbing every day, to get better.

I don't know how else to explain it, other than it's just a constant journey once I made that admittance that I wanted to get better. It's been beneficial because I think it's in the struggle that we find who we really are and we start to shape ourselves into our best self. It's through that adversity.

Mark O'Donnell:

I couldn't agree more with that. How long did it take you until you saw noticeable change? I think what happens, often times, it's very incremental. It's like investing with this compound interest. It doesn't really feel like you're making any progress until one day, you look back and you're like, "Whoa, that's a huge amount of progress." How long did it take you, going through hill after hill, before you looked back and you were happy with that progress?

Wade Berzas:

So there's two different questions there and I'll answer them separately.

The first one is how long did it take me to notice progress. Mark, I was kind of a messed up dude. It wasn't very hard to notice progress.

Mark O'Donnell:

Yeah.

Wade Berzas:

Almost immediately, I started to make changes and notice progress along the path. It was small, incremental progress.

The second question is how long was it before I was happy with the progress. And I've got to be honest with you, that hasn't been until very recently that I've reached a point where I'm at peace with the fact that I'm never going to be done making progress. And, that's the only point that I got happy with it.

So if I look at the man that I was at that point, 12 years ago, 13 years ago, look at that person and that person disgusts me. Where I was and what was I doing, I'm like, "How could you have ever been in that point?" If I look at the person that I was maybe six or seven years ago, that person was way better than I was 12 years ago, 13 years ago. But, he's still nowhere close to where I want to be.

We mentioned the plane crash. If the plane crash happened seven, eight years ago, I don't make it out of the field. I died out there because I wasn't ready to deal with what I needed to deal with when you go through something as catastrophic as what I went through. So I guess I didn't become happy with the progress until I realized that the progress was exactly what it needed to be to get me where I wanted to go, where I needed to be anyway. If that makes any sense, that was kind of a circular ...

Mark O'Donnell:

No, it makes perfect sense. Dan Sullivan and Ben Hardy recently wrote a book called The Gap in the Gain. And, what he talks about in that book, and I would recommend for anyone to read that book and I talk about it pretty often because I think it's just so powerful and applicable to this conversation, is that most people measure themselves to the horizon. Their ideal of what their life could be or should be, and therefore, because they're measuring towards this ideal which is never, ever achievable, they're always

unhappy. And, it's a measurement issue because you, maybe through the plane crash, started measuring backwards on the progress you've made. And then, you just used that ideal to set the next goal, you go through, you accomplish things. Then you look backwards, you measure yourself based on that progress.

And then, all of a sudden, to use your words, you're at peace and you're happy because you realize that the ideal is unattainable and the only thing that really matters is that you're making progress towards it every day your two feet hit the floor.

Wade Berzas:

Yeah. I'll tell you one of the most important things that ever happened to me in my life, and I know this is an EOS Life Podcast so I'm going to throw a little bit of roses EOS's way.

I'm going through this transformational point in my life and I'm trying to figure out who I am. It just so happened that, at that point in the business that I was on the leadership team for, we had invited an EOS Implementer into our organization to try and help us. He introduces the concept of core values to us. So we're spending all this time defining the core values of the organization. And around the same time, I was listening to a podcast, I think it was Matthew Kelly who did the podcast, and he talked about defining your own core value, as a person. I was like, "Wow, that's deep. I don't know who I stand for. I think I know, but I don't know." So I spent some time, I was in a hotel room in Houston, Texas ... Like I need to say Houston, Texas. I was in Houston and I'm in a hotel room. I pull out my journal and I spent about an hour just filling pages with what do I stand for, who am I.

Long story short, I went through the process, narrowed it all down and I came up with a handful of things that defined who I was. It was my new guiding light. One of them was to be a student of the game. For me, that means you should always be learning, always be improving, trying to learn more about what's going on. Take the sports aspect of it. Tom Brady's 40-something years old and he's still get better every year because he's a constant student of the game. When Mother Theresa died, Mother Theresa had the same call that we all do, every day. Mother Theresa's call was when her two feet that floor, to work that day to be better than she was the day before.

So, regardless of where we are along the path, if we wake up every day and we just focus on getting better that day, to me that is the ideal. If you see somebody who's just working to get better, that's what it's all about.

Mark O'Donnell:

For sure. It's interesting because we talk about that ideal life and those five points of the EOS Life. It is a journey, a lifelong journey that you can fall away from and you have to focus on. It takes effort and focus to live an ideal life. It is not a destination, it is a continuous journey. To always surround yourself, to continuously do what you love, to ensure that you're making an impact, so all those different points are absolutely a journey.

Before we started this episode, you were taking me through some of the photos of you in the plane crash. And, this is a podcast so people can't see, but just to describe as you're sitting there, and you're wrapped head-to-toe in gauze, and the photos of you in a coma. Clearly severely injured, but really just your eyes out. There's no other way to describe it. I think that's, for a lot of people, myself included, most people cannot put ourselves in that low of a spot, if you will, where to be that damaged, to be that hurt, and you were talking about that journey.

If you could re-say that a little bit, about holding the coffee pot and taking the steps. It's difficult for me to say because as I see you now, as we record this podcast, obviously I see some of the scars and

things like that. But, can you just describe for us, that journey? I think you just have the most real, authentic illustrations that is so impactful, of progress not perfection.

Wade Berzas:

Yeah. You talk about life is a journey. Look, I hope that nobody else ever has to go through what I went through. Or, even close to it. It was Hell on Earth. I live through it still, today. I don't want anybody else to have to deal with that.

Now, life is a journey but I don't necessarily think that everything we go through on a day-to-day basis is necessarily life or death. But, I do think that there is a parallel between what I went through, with everything that we go through in life. I'll take two steps back to get to the coffee pot story, if you don't mind.

Going into December 2019, myself and the people in the leadership of the company that I was working with were planning for a hyper-growth year the next year. Our company was at a point where we were going to take off. My family and I were in a great spot. I had my mom coming over the next day, with a brisket in the fridge. We were going to cook and just celebrate Christmas, and it was great. We were on cloud nine, couldn't have been better. And then, a 48 second flight later, I'm in a coma, my best friend is dead and the visionary of our company, another good friend of mine, and his family are gone. Everything that we knew the day before is upside down.

That's the thing about adversity. There's no calendar invite for adversity. It doesn't send you a text message and say, "Hey, by the way, I'll be coming to kick you in the butt tomorrow, get ready." No. It just takes us when we're at our highest and it punches us. So I go through the accident, miraculously survive the crash and I go into a coma. I find myself wake up after the coma and I'm laying in the hospital bed. From the middle of my calf to the top of my head, everything is wrapped in bandages because it's all burned. I showed you a picture of one where my eyes were out. The next day, they put bandages over my eyes even, because even my eyes were burned. That's where I was, at that point.

After I started to get my whereabouts back, the hospital brings this guy in. His name's Steve, he's going to come in and he's going to show me ... He was a guy who had been burned on 70% of his body and he was going to show me there's life after these burns. So I'm laying in this bed, I'm a complete vegetable. I'm a big guy, six-three, 250 pounds. I couldn't pick up my hands, I was too weak. I couldn't lift my head, couldn't sit up, couldn't do anything. He comes into the room and he's trying to motivate me, and he's talking about how, when he went home, he was so weak when he got home that he tried to pour a cup of coffee and the coffee pot was too heavy for him. He had to set the coffee cup down on the table, and his hands were shaking and it took two hands to pour a cup of coffee. His point was, "Look at me now, I'm back to normal."

I'm very thankful that he came in there and he came in often. But that day I looked at him and I was like, "Are you not paying attention? Can you not see me right now? Look at me, I will never walk again. I'll never sit up again and you think I'm going to pour a cup of coffee?" Because I couldn't get there from here, I couldn't see my way through where I was to where I wanted to be. I think often times, in life, maybe it's not a life or death situation, maybe it's a tough quarter in a business, maybe it's a tough relationship. Heck, think about marriages. More than half of our marriages fail because we can't see our way through them.

But, what happened in that moment, when I was completely vulnerable, completely exposed, absolutely weak is I had to rely on others to lift me up and help me. So literally, hundreds of thousands, maybe millions of people prayed for me, worldwide. There were people at the hospital who were dedicated and committed to helping me. I had these therapists that would come in and we would do

exercises every day. The first exercises they would do with me is they just wanted me to push my feet against their hands to start strengthening my legs again. All I could control at that point was my attitude and effort, so they would ask me to do 10 and I would do 12. And then, over time and it was a short period of time, relatively short, over time I was able to start sitting up in the bed. And then once I could sit up, then we could start to do more exercises. And then, I could stand up and then we could do more exercises. And then eventually, I could walk again.

Once I started walking, then my body started strengthening even faster, and then within a few days I was walking up and down stairs. And then before you knew it ... Here's this guy, I'm burned. The doctors who were a very optimistic staff said I was cautiously optimistic, but if I survived, I would be in the hospital for 90 days. The first responders that took care of me at the scene, one of them was asked later, "Hey, what about the survivor?" He said, "He's not going to make it. And if he does, he's going to wish he didn't."

Mark O'Donnell:

Geez.

Wade Berzas:

I don't begrudge him, I don't say that in an ugly way.

Mark O'Donnell:

Yeah.

Wade Berzas:

I would have said the same thing. But, because of I believe the prayers, and because of the focus and just taking it one day at a time, I went from I can't sit up to I walked out the hospital after 52 days, when they said I'd be there for 90. And then, since then it's just been a continuous process of working to strengthen my body and get back to some sort of normalcy. But, those things are possible when you don't try to get to the end, when we just view the next step as progress and then you celebrate that progress.

The first time I walked ... I think a lot of people need to hear this, so please listen up. I don't think we celebrate enough. If you look at the NFL, they throw penalties every time somebody celebrates. I think they should throw a penalty every time they don't. I get up and I walk. Here I am, at the time I'm a 37 year old man, fiercely independent, super competitive. Don't want anybody to help me. I walked for the first time and all I'm able to do is walk maybe 20 or 30 feet, and they bring me back and sit down. I let out the loudest yell you've ever heard in your life. "Yes!" The whole ICU stopped everything they were doing and came running because they thought something was wrong with me. And then, I ordered two big old cups of ice cream and I celebrated. Because no, I wasn't running yet, I wasn't back in the gym, I wasn't throwing a baseball with my son again, but dammit it was progress and it was worth celebrating. We can't forget that.

Mark O'Donnell:

We cannot, we cannot. How often do entrepreneurs, or anyone, they make a little progress, they don't recognize it, they're not grateful for it.

Wade Berzas:

Here's the thing. When we don't celebrate progress, here's what happens to us. The pit that we're in gets deep than it actually is. When that pit starts to get deeper, it gets harder to see where we're supposed to go and we give up. The reason why we, often times, don't break through is because we're not willing to push that extra little bit that it takes to break through. Always, always, something good comes after the worst of times so you've just got to be willing to fight through it and not give up. What helps you to not give up is the ability to recognize progress and reward yourself for the progress. Not for perfection, progress.

Mark O'Donnell:

That's just so powerful because what I think happens is, when you're celebrating those mini wins, the one step, the two step, then letting out the yell after 20 feet, is your confidence begins to build. Your mindset starts to shift. And, you aren't measuring yourself against the ideal, the horizon and you're really living in a present, in a grateful way and everyone wants to be a part of that.

Wade Berzas:

Yeah. It's interesting you mention those words specifically. We didn't talk about this before, but there were a few things that helped me to get through it. I mentioned earlier, seven years ago, I don't survive this.

One of the things that happened to me is I met some amazing mentors and coaches who helped me to understand the power of mindset. So before the crash, I had what I called a dream board that had a picture of all the things that were important to me I was working for in life. And so, I had my core values, a picture that represented my core values on it. I had a few material goals, paying off our house, stuff like that on it. And, I had picture in the center of it, of my family, I wanted a unified family. I knew exactly what I was fighting for. Nobody had to come in and convince me what I was fighting for. So while I was in the hospital in a coma, my family brought the dream board and posted it up on the wall in the hospital.

The second thing is, is mindset. When I was cognizant enough of it, once my mind came back from the coma and stuff, I was acutely aware of the positivity and the mindset that I had for myself. I did certain things to make sure that I didn't go to a negative place. We didn't allow negativity into the room from other people, we had a no crying rule. You don't come in the room crying. Yeah, Wade's ugly right now, it doesn't look good but he's going to make it, dag gone it, so don't come in here with negativity. Because your mindset will take you to the next level, and when you get into a bad spot, are you willing to fight for it? Are you convinced, are you convinced that you are going to make it through it? Because when you are convinced and you can see it and you know, "This is where I'm going to be," then stuff just starts to happen because your mind won't let your body fail you at that point.

Mark O'Donnell:

Yeah, it just builds from one level, to the next level, to the next level, before you're sitting on the EOS Life Podcast as an Implementer.

Wade Berzas:

Somehow, this wasn't on my dream board but it would have been.

Mark O'Donnell:

Oh, yeah. Yeah. Yeah. Yeah, it's just such a powerful message for people. As you said, in any situation, the way you're measuring yourself, the way you're making progress, the identification of those things that are truly important to you, with your family on that dream board. You probably weren't thinking about the car you wanted, or any of those other things that some people will put on their dream board, would put in their.

Wade Berzas:

No. When the Grim Reaper's breathing down your neck ... I got really close to him. He didn't kiss me, but I felt his breath on my nose, okay? It was there. Cars, and houses and those big green egg barbecue pit things that I used to always have, none of that stuff matters. None of it matters.

Mark O'Donnell:

For sure. So you get out of the hospital, how has your life changed since then? And, as you think about it in the context of living the EOS Life, how did it affect everything? So that experience, that trial, the adversity, recognizing the mindsets and all the different training you've been through, how has it affected your personal life and your professional life since then?

Wade Berzas:

Yeah. Look, candidly, it's no walk in the park. Every day, you have to regenerate and remind yourself of all those things.

But, probably the biggest thing that I've learned through this process, and it's been a revelation for me, is I now thank God for all the hard times that I've been through. Adversity doesn't scare me, death certainly doesn't scare me. The reason why adversity doesn't scare me and why I'm so thankful for it, I literally get down on my knees at night and I thank God for the bad times in life, because as I've mentioned a couple of times, had I not gone through those trips and falls, and those tough times, I wouldn't have been prepared to survive. I wouldn't have been mentally, physically or spiritually strong enough to do it. That's one of the biggest ways that I've changed is ... I wish I was zen every day, I'm not. Stuff still stresses me out, but it doesn't stress me out to the level that it used to. It's just an issue, it's going to make me better, bring it on. That mindset has changed, certainly.

The other thing is I used to be a guy who said I'm going a lot. I wanted to be a high school football coach whenever I was leaving high school, and I was convinced not to do it, talked out of it. And frankly, it's probably for the best. Life took a different path. But, I used to always say that one day I'm going to get back into coaching, and I used to always say that I'm going to start a business. So I think back and when I was 36, I thought my life was about halfway over and that bothered me. Well, when I was 37, 48 seconds almost changed my life. It did change my life, it almost ended my life.

So now, I look at life 48 seconds at a time. It doesn't mean you get flippant and act like a cowboy, but I don't say I'm going to do stuff anymore. If there's something that's meaningful that needs to get done, I go ahead and do it. If there's somebody I need to forgive, I forgive them right away. If there's somebody that I need to ask forgiveness of, for them to forgive me, I go do it. If there's a relationship that needs to be patched, I go do it. If I feel like I'm getting called, or pulled or tugged to go and execute and do something, call somebody, do something, say something, just go do it. Because we don't know when our 48 seconds are going to be up, we're not given that benefit. The only benefit that we have is whatever gift that we have, we're going to have it for as long as we have it. We're not in charge of the duration. We're not in charge of when it gets taken away. So just enjoy it while you got it and make the best of it.

Mark O'Donnell:

That's such a powerful piece of advice and I hope that everyone listening takes that to heart. To think, maybe not necessarily 48 seconds at a time, it's very specific.

Wade Berzas:

My wife says that maybe that's not the best idea sometimes.

Mark O'Donnell:

Yeah, it's maybe not the best idea.

Wade Berzas:

Maybe a little bit longer.

Mark O'Donnell:

But, the point is well taken. Stop waiting, stop saying I'm going and you are here to make an impact.

What part of your EOS Life are you working on now and what's next for you?

Wade Berzas:

Yeah. I find myself in a position now where I honestly get a chance to do what I love. I was in a session not long ago and I watched one of my clients solve a big issue and it literally brought tears to my eyes. It choked me up, "This is so cool." Obviously, brand new business owner, maybe not making as much as I want to make yet so that's got to be grown.

But, I'm taking the EOS Life as a journey and taking it step-by-step. I feel like I'm at a point now where I do get to do what I love to do with people that I enjoy doing it with. So for me, wherever this path is going to take me ... I guess, if I can say that a better way, I think the EOS Life, for me where I'm at right now, is just going to be an evolution, it's going to be the continuation of that journey.

So the hill that I'm on today is focused around building a practice and while I'm building the practice, doing what I love to do while I'm doing it. But, that's just another hill on the way to the next calling that's going to be down the road. I'm excited to see where it takes me.

Mark O'Donnell:

Very nice. If you could, and as we wrap up this episode, based on all of the things that you've been through, and talking to someone who's facing some adversity, you've had lots of golden nuggets of wisdom in this episode, but if you could break it down and talk to that person, what is one piece of advice you'd offer them to help them achieve their EOS Life?

Wade Berzas:

I would say embrace it. We were never promised that our existence on Earth was going to be easy and simple. As a matter of fact, when you look at the growth of humans, whether it's the physical growth, spiritual growth or mental growth, the only way that we grow is through struggle. That's why working out's so hard. If you're someone whose facing adversity right now, I'd say embrace it. And, just recognize where you are and it's an opportunity to grow, and to struggle, and realize that if you don't give up and you keep that right mindset, you'll get to the other side and you'll be better and stronger for it.

So everything that you go through right now is just leading you down the path to something better. Embrace it and take it.

Mark O'Donnell:

Very nice. Oddly, that reminds me a story of the biodome. Do you know the story of the biodome?

Wade Berzas:

I'm not familiar with that.

Mark O'Donnell:

Back in the day, these scientists were trying to create an ecosystem inside of a big plexiglass dome. They had food and water, and they started introducing humans into the biodome. They were fearful of the apocalypse, nuclear war or whatever, so they wanted to see if we could all live in these bubbles. So the scientists had everything they need in there and, for whatever reason ... Well, we know the reason. But, all the trees that they planted in there were all laying down, flat and they were squishy and they were laying down.

They were like, "Why in the world are these trees not growing inside of the biodome?" They were researching and researching, and eventually they figured out that the reason the trees weren't standing up straight, and strong and bearing fruit is that there was no wind.

Wade Berzas:

Wow.

Mark O'Donnell:

There was no friction, there was no adversity because it's the wind that makes the trees stand up straight, and tall and bear fruit.

Wade Berzas:

Beautiful. Is that real?

Mark O'Donnell:

That is real.

Wade Berzas:

That's a real story?

Mark O'Donnell:

That is a real story.

Wade Berzas:

That is awesome.

Mark O'Donnell:

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Yeah. If I just made it up now, it's still good.

Wade Berzas:

It is. It is awesome.

Mark O'Donnell:

Yeah.

Wade Berzas:

Yeah, that's really good.

Mark O'Donnell:

All right, Wade, thank you very much for your time today. What is the best place for our listener to learn more about you, get in touch with you, where can they go?

Wade Berzas:

Yeah. The best place is my website, it's www.eosworldwide.com/wadeberzas.

Mark O'Donnell:

Do you want to spell that for us?

Wade Berzas:

Yeah. It's W-A-D-E-B-E-R-Z-A-S.

Mark O'Donnell:

Perfect.

Wade Berzas:

Or, you can look me up on LinkedIn, I'm there as well.

Mark O'Donnell:

Perfect. Well, Wade, thanks again and I'll see you at a quarterly collaborative exchange sometime soon.

Wade Berzas:

Can't wait, Mark. Thanks for having me.

Mark O'Donnell:

All right.

Thank you for listening to the podcast. I hope you got value from today's episode. Remember to ask yourself how long will you wait until you demand the best for yourself. How long will you wait until you live your ideal life? The EOS Life.