

NLS Weekly Team Training

Fathom Meeting Summary & Transcript

June 29, 2026

Open Fathom Recording

Executive Snapshot

The meeting focused on the newly released Wellution app, producer portal access tied to July 1 re-contracting, and practical sales strategy for DSPs and municipalities.

Meeting Purpose

Review the new Wellution app and critical producer updates.

Key Takeaways

- **Wellution App Launched:** The new Wellution app, wellution.ai, is live for producers with active business. It consolidates health services like pharmacy, counseling, specialist care, Life Guides, device sync, and health assessments into one hub.
- **Producer Portal Access Suspended:** Portal access was scheduled to be suspended at 10 PM ET, then restored only for eligible producers who complete the new re-contracting paperwork by the July 1 deadline.
- **DSP & Municipality Strategy:** DSPs are increasingly competitive and often require manual, in-person education. Municipalities require an internal champion and a dual-benefit pitch: immediate tax savings plus long-term healthcare cost reduction.

Producer Portal & Commission Changes

- **Deadline:** Updated commission paperwork is due by July 1.
- **Access Suspension:** Producer portal access was scheduled to be removed at 10 PM ET and reinstated only after eligibility and re-contracting are complete.
- **Referral Partners:** Licensed referral partners who previously had portal access will not have portal access reinstated.
- **Action:** Producers who have not received paperwork from Kendra Alton should contact Andrew Cardi immediately.
- **Documentation:** Producers may need license copies, direct deposit authorization, routing/account details, and other standard documentation.

Wellution App Demo

- **Availability:** Live for Market Directors and producers with active business.
- **Access:** Available at wellution.ai and through the mobile app.

- **Onboarding:** Complete the health profile first to unlock full access to services.
- **Benefits Hub:** Centralized access point for major services.
- **Pharmacy / Best Choice RX:** Search prescriptions, view prices, add eligible medications, and access human and pet medication options.
- **Counseling:** No-cost counseling sessions, separate from Life Guides.
- **Psychiatry:** Initial visit listed at \$225; follow-ups listed at \$125.
- **Psychology:** Listed at \$125 per visit.
- **Specialist Care:** Message specialists such as general practitioners, dermatologists, dentists, dietitians, pediatrics, women's health, ophthalmology, endocrinology, and more.
- **Life Guides:** Book sessions with coaches on topics such as leadership, communication, career support, AI, and ChatGPT support. Separate sign-up is required for full access.
- **Ultimate Human:** Gary Brecka's program includes a 30-day trial and auto-billing afterward.
- **Device Sync:** Can connect with wearables such as Apple Watch and other supported devices; Hume smart scale compatibility needs confirmation.

Prospecting Strategy: DSPs & Municipalities

- **DSPs:** The DSP market is more competitive than before because many vendors now offer similar benefit or tax-recovery programs.
- **DSP Education:** Education is often handled manually and in person at warehouses by the person with the relationship. Bring simple printed materials and explain benefits/paycheck impact clearly.
- **Municipalities:** Municipality sales cycles can run 6-12 months, and access is difficult without a strong internal champion.
- **Municipality Pitch:** Lead with both angles - help reduce healthcare costs over time and help put more money into the municipality immediately.
- **Suggested Meeting Ask:** "I have something that could benefit you both ways: help reduce your healthcare costs over time and help put more money into the town's pockets now. Would you give me 45 minutes to explain it?"

Next Steps

- **All Producers:** Complete new commission paperwork by July 1 to avoid portal access disruption.
- **Producers Missing Paperwork:** Email Andrew Cardi if the Kendra Alton paperwork has not arrived.
- **Andrew Cardi:** Confirm whether the Wellution app supports the Hume smart scale.
- **Chinedu Ogbuike:** Consult with Mike Bucci to refine the municipality pitch.
- **Team:** Use Andrew's active Wellution app access to demonstrate the app to businesses and create short walkthrough videos when needed.

Full Transcript

Transcript text is from Fathom. Minor transcription errors may appear because this is machine-generated meeting text.

[05:32] Andrew Cardi: I just got added by a guy on Facebook. He messaged me. said, do you sell insurance?

[05:40] Al Cardi: I don't if I want to respond like an .

[05:49] Andrew Cardi: I said, probably not the way you think I do, but .

[06:01] Al Cardi: I'll tell you. How'd it go with Dean, by the way?

[06:04] Andrew Cardi: Oh, it went fine. was like a 10-minute call.

[06:06] Al Cardi: Okay.

[06:08] Andrew Cardi: All right, I'm to let everybody in.

[06:19] Al Cardi: I'm going to leave my camera off. That's fine.

[06:23] Roy Balfour RC Shrewsbury 1990-91 Kyiv Co-Sponsor: Andy, just FYI.

[06:25] Andrew Cardi: All right. Well, welcome, everybody. Happy Monday. We are quickly approaching July 1. We are five days away from America's 250th birthday. So normally my phone is open on the weekends, but I can almost guarantee you that if you try to reach me on Saturday, it's probably going to be voicemail. But nevertheless, we are here. Today is Monday. We got some work to do. So let me pull up the agenda. And like I said, won't be too long of a call today. We're going to be walking through the Wolution app that is officially released for market directors and producers with active business in the system. Don't ask the details on how to get set up because that I do not know. I just know that I was sent a link this morning. So I'm sure more information will come on that shortly. Producer Portal, I sent out a couple of important updates last week. One of them being moving to the new commission structure. If you do not have your updated paperwork in by July 1, they are. Provoking your access to the portal. That doesn't mean forever. That just means you won't be able to log in until you submit that new paperwork. For most of you on here, that should be already being sent out to you. You'll get an email from Kendra Alton, I believe her name is, and you'll also be getting a DocuSign to complete the new paperwork. Okay, now, prospecting website, Wellness HQ, that is still up and running. Library for all of our previously recorded trainings is still in effect. Again, Horizon series, I don't think we need to touch on this too much more, because we do it a lot. But what you all have been patient, well, all of us really have been patiently waiting for, is what Wellution does. So, the app is functional. I do have the app on my phone, but to make everything a lot easier, I'm going to show you what it looks like when you sign in online. So, let me get signed in. Okay, so as you can see, it has my, I did connect my Apple Watch to it, which has synced to my Apple Health app on my phone. So this is a little bit slow on the updating because I do wear my Apple Watch to sleep. So it does have numbers up here, but this does take a little long to connect, but it does connect, which is the important piece. This was really the biggest new update that they completed was Benefits Hub is now right in the middle of the screen as soon as you sign in. I'll show you how some of these work. I won't go through everything, but daily connected overview. I slept for seven hours last night. That's low. I just checked my steps are like 8,000 right now. Heart rate. That's cool. I guess I'm nervous about something. Health scores. So this will show you estimated physiological stress load. Guess I'm stressed. Man, I don't know a lot about what's happening today, but that's okay. So as you can kind of go down here, you can like connect multiple devices. You have your personal information, your health profile, dependents, if you want to select them, it is optional. You can do the facial scan right from your computer, or you can do it from your phone. But Benefits Hub, okay, I'm not going to go deep into the primary care portion. I'll show you how it works. But if I click on this, it's going to open in a different member health portal, but I don't have all my information set up yet, so I can't really do anything. But as you can see, lab requests, health assessments, consult, send a message to a specialist. That's how you would access that. If I go down a little bit more, pharmacy program. Oh, sorry. Pharmacy program, this is going to direct me to Best Choice RXs. Thing. I got to log in again. That's why. There we go. Okay. So now that you're in here, the membership card, you can complete it up here and view the card. Here it is right here. If you wanted to print it off and laminate it. Weight loss program medications. If you want to look at the list of medications, it is all here. You can also search. So one of the prescriptions that I have, I can search it up, put my zip code in, submit. And it tells you estimated retail price zero, home delivery zero, RX valet for pets. You can search for pet meds. So once you add it to the cart, it is now in the system. With Best Choice RX, and it'll be on auto ship. Diabetic products, so insulin program, prep pad, sensors, pumps, insulins, lancets, syringes, test strips, medications. Pet meds, it's going to direct you to RX Valet for pets. HeartGuard, one year, 50 to 100 pound year supply. Let's go see what my dog is going to cost. I remember looking this one up earlier. It was not really cheaper. Okay, HeartGuard plus chewables for dog up to 25 pounds, six month supply, 50 bucks. This one is pretty normal. But, you know, if your dog gets sick or something, or your pets get sick, and they write you a prescription for an antibiotic or something of that nature, you could always search it up in here and see if it's cheaper rather than going to the pharmacy and paying whatever you're going to pay. But that's in here. Weight loss program is in here. So there's actually semaglutide, trisepitide. Semaglutide is similar to a GLP-1. It works the same. If you have one already, you can start to work on that. It looks like this on the right side. But that is the prescriptions. Let me go back a little bit more. Okay. We go to the next one. Counseling. Schedule an appointment to talk with a counselor. No cost. This is not life guides, by the way. This is completely separate from life guides. Psychiatry. Meet with a psychiatric provider for medication support. These people do need to pay attention here. Initial visits, \$225. Follow-ups at \$125. Psychology. Speak with a behavioral health professional, \$125 a visit. Health assessments. That's free. You can do that whenever you want. Pet care. This will direct you to go Lexi. Weight management programs work with our physicians. To develop a GLP-1 supported weight management program, including lab testing. This does have a monthly cost to it. Frontline identity protection. Protect your identity with monitoring alerts and support through frontline identity protection. No cost. Specialist care. This is how you can reach out to specialty physicians. I can, I remember this one actually has a general practitioner, psychologist, pharmacist, dentist, dietitian, sports medicine, alternative, pediatrics, women's, ophthalmology, allergist, endocrinologist, and dermatology. So this is all in the message. A specialist board, you can pick whichever you need to reach out to, send a message, and they'll get back to you. Life guides. I didn't enroll in this quite yet, but it's very, very simple to get started. Even when you are logged in. Let's say you wanted to talk to somebody about leadership and career. Go to next step. Let's see. Communication and Negotiation. Sir, VGuides.

[14:28] Roy Balfour RC Shrewsbury 1990-91 Kyiv Co-Sponsor: Go back a slide, Andrew, as to how you got into lifeguides.

[14:33] Andrew Cardi: You click open.

[14:36] Roy Balfour RC Shrewsbury 1990-91 Kyiv Co-Sponsor: Oh, got it. Sorry.

[14:39] Andrew Cardi: Sorry. And then you'd have to, right here, sign up for full access. I didn't do that yet, but it still operates the same. So you'd click one, go to next step. AI and ChatGPT support, VGuides. You can reach out to, you can book with any of these people. So like this person, Ben, right? He's 33. If I wanted to work with Ben, View Profile, I can read all about Ben, schedule a session. That's when I would need to be logged in. But very easy to use. Let's go back to Wolution. Ultimate Human. This is Gary Brecka's program. Again, 30-day trial. So you will get billed after that initial 30-day. So keep that in mind. Before you sign up, if you're not 100% ready to go, people will get billed. But this looks the same on the phone, except at the bottom of the screen, I'm trying to think. Those of you who are on Facebook or Instagram, you've got the homepage, you've got the Reels button, you've got the post a picture in the middle, notifications, and then your profile. It looks like that on the app. The second button is this Benefits Hub, and you can click everything and access it on your phone. So for people who are getting signed up, the first thing you need to do is complete your health profile, which as you can see, I haven't done yet. But once you do that, it'll allow you to connect immediately to physicians. Like I was showing you, it wouldn't work with me because I didn't finish that yet. You can do the facial scan if you want to. It

shows blood pressure, vascular age, cardiovascular risk score. This is continuing to be updated and adding more trigger or more things to scan for. But that's what. It'll show you right now. But other than that, that's pretty much everything that's in. As you can see, my max heart rate of the day was 174. My minimum was 50. Average 121. But this is the app, guys. It's pretty straightforward. There's not a ton to go through. Now, if you want to connect a new device, as you can see, there's a lot of different things that you can connect. There's seven different pages. You can also search. So if you have smart scales, Fitbits, et cetera, you can connect all that in here. But guys got any questions for me?

[17:09] Darius: Andrew, mentioned smart scales. Do you know if it supports the Hume scale or Hume That's what I have. I don't know.

[17:15] Andrew Cardi: I haven't tried it yet, but I'll update you because I'm going to try it later.

[17:18] Darius: Thank you.

[17:20] Andrew Cardi: Actually, let's see. Maybe not. We'll try it though. There's also support teams, telehealth service, pharmacy, Wellution support, Wellution contact, customer phone numbers, websites, etc. Insights. Oh, that's just on the home screen. Okay. And then your profile's all in here. You can mess with everything. Passwords, notifications, profile photos, things of that nature. But . Anybody want to add anything? Inquire more about the app? It's pretty much all we were going to talk about today. Other than the fact that you guys should be receiving emails from Kendra Alton, I think is her name. Yes. When you get off that, I do have another question.

[18:23] Mike Bucci: It's not about the app. This is about one of the emails I got. Yep. I got an email from somebody over there at GP about updating employer app packets in Helix OS field integration processes and all the pieces that are in there. What is all that?

[18:41] Andrew Cardi: It's just the most up-to-date version of the employer packets that they have to sign to get started.

[18:48] Mike Bucci: Are we going to be doing that now or is that still going to be a marketing director thing?

[18:52] Andrew Cardi: I guess is the question. I'll still be doing it. Okay.

[18:57] Mike Bucci: It's really just, Mike, it's almost like doing an e-app for a client on the life side.

[19:02] Andrew Cardi: You basically just pre-fill as much information as you can.

[19:06] Mike Bucci: Well. Send it over to them, let them finish it, and then sign it.

[19:09] Andrew Cardi: That's pretty much all it is.

[19:10] Mike Bucci: All right.

[19:16] Andrew Cardi: All right. Anybody else have anything they'd like me to talk about?

[19:20] Robert Roberto: How soon is Kendra going to be sending that new contracts out?

[19:23] Andrew Cardi: right. All right. All right. right. All Last week.

[19:26] Mike Bucci: Some of them went out last week.

[19:28] Andrew Cardi: That was a pretty long list, so some of them are going to be, they may roll into this week. I'll keep an eye out.

[19:38] Mike Bucci: And it looks like not everybody's getting them for some reason. At least, not everybody that were on my team was getting them, so you have to keep an eye on it.

[19:52] Andrew Cardi: if you guys didn't get one, just send me an email. Bob, I already got yours. I'm checking on yours now. But if anybody else didn't get one, just let me know.

[20:02] Roy Balfour RC Shrewsbury 1990-91 Kyiv Co-Sponsor: She's also going to want copies of your, you know, and your licenses for whatever states. Dig them out.

[20:10] Andrew Cardi: standard documentation.

[20:16] Roy Balfour RC Shrewsbury 1990-91 Kyiv Co-Sponsor: Oh, and avoided check.

[20:21] Andrew Cardi: some of that stuff they may already have on file.

[20:24] Mike Bucci: they did. I gave them what state I had, but I didn't have to give them any documents. I had to give them the banking stuff a couple of times, but they just wrote it in, and they went through. Same thing.

[20:36] Andrew Cardi: They just asked me for direct deposit authorization form, routing number, account number, that good stuff.

[20:45] Mike Bucci: Because they do have it. Well, they should have it. .

[20:48] Andrew Cardi: I mean, they could always ask you for more if they don't have something, but...

[20:53] Roy Balfour RC Shrewsbury 1990-91 Kyiv Co-Sponsor: When in doubt, give Kendra a call. She's very responsive. .

[21:01] Darius: Andrew, how many market directors are there?

[21:07] Andrew Cardi: Nine, 11. think 11. There were more, but a lot of them quit. Okay.

[21:16] Darius: Do you know how many agents are tied to those market directors? Like, I think we have like 16 people on this call.

[21:24] Andrew Cardi: ... Well, typically they get assigned MGAs. So, you know, however many people are in that agency, that MD will get assigned to it.

[21:34] Darius: Okay.

[21:36] Andrew Cardi: Some market directors like myself and one or two other guys, we are also MGAs. So we're MGA slash MD, where we don't have external relationships with other producers except our team. Okay. but they're trying to find more MDs, but the learning curve is harder than they anticipated because there's a, as most of you know, there's a lot that goes into these, not from a press presentation standpoint, because that part is kind of easy. It's more of how do you answer all the potential questions that you don't know are coming confidently. That's where the learning curve comes in. So I guess there's always room for somebody to become a market director. I can easily have that conversation. But I think as of right now, there's 11.

[22:33] Darius: Thank you for that. And for full transparency, I think you already know I have more than enough on my plate. I am not interested in becoming the market director.

[22:42] Andrew Cardi: Speaking of new emails, we just got an email two minutes ago. as part of our transition to the new contracting system, all producer access to the portal will be removed at 10 p.m. Eastern time tonight and reinstated for eligible producers once the update process is complete. Maybe a temporary gap in access. Only producers who have completed re-contracting through the new system, which went into effect in March 2026, will have their portal access restored.

Please note that the producers who have re-contracted as a licensed referral partner and previously had access to the portal will not have access reinstated. So, again, if you need some, if you... All of you who submitted the new requirements, that was done back in a while ago, you get your portal access restored, but on this new contracting, if you don't sign that and close the deal beforehand, it'll be on the old commission system. Dex, I just sent that out for you. Make sure that you're getting yours, so you should be good. Shinedu, your email was already in there, so you should be getting yours pretty soon. I've been working with Mike on that anyway, so you should be all set. All right, what are your guys' thoughts on Wellution? I didn't even really expect it this morning. I just got an email about it, so for those who are...

[24:48] Robert Roberto: You know, I mean, we need to go through it a little slower than you did, I guess, so we can find out what's where and when.

[24:57] Al Cardi: he does everything fast, Bob. I can do it again.

[25:01] Andrew Cardi: I mean, the best part about it is everything is pretty simple. It's right in the middle of the screen. So whatever you need, you just click on. So if you need urgent care, you just click it. It redirects your tab, and then it'll allow you to select a patient once you finish all the medical history. If you want to message a specialist, it's also right here. You can pick one. I need to talk. Talk to general practitioner, subject, type it in, message, send message. Sorry? Is there a mobile app or is this website mobile enabled? It's also on your phone. It's wellution.ai in the app store. One sec, I'll show you.

[25:48] Al Cardi: I think, Andrew, probably makes sense to go through, spend, you know, like everything else, you got to set it up, right? So if you go in and start with the health profile, it's going to open up everything else for you.

[26:04] Andrew Cardi: like I did it with the prescriptions earlier because I wanted to see how that works. It took me all of two seconds to get it set up. But it is fairly straightforward. That is what I will say is that adding family members is pretty simple. Everything is laid out in a way that it's very, very easy to find. There's nothing hidden. That's how it used to be. But now it's all kind of right in front of you. So it did make it a lot easier. But let me go to.

[26:43] Mike Bucci: Andrew, is this all part of the education or part of our duties? Or is it up to the actual employee to just kind of figure it out?

[26:53] Andrew Cardi: We tell them that once the active date comes around, so if a company's going live July 1, they're going to get emails to register for their Wolution link. And they need to do that within 72 hours of the link expires, which is we'll get them another link. But it's more of a pain if we have to do it that way. So what I can show you is. One sec. Let me get this set up. Got to go to.

[27:28] Al Cardi: When you got your Wolution link, Andrew, did it give you direction as to how to get started? the email said, you know, log in here, create your password, and then download the app. Oh, okay. But this is what it looks like on here.

[27:48] Andrew Cardi: Hold on, let me, but it's kind of the same deal. Wearables, profile, down here is Benefits Hub, so you can go through and click the same stuff. It does open in your web browser when you click on these, but all of the same, it looks the same here. Insights, it's the same deal, so it updates based off of your connected information. Wellness Session, this is where you can do the... You know, the facial scan and then your profile. You can mess with it there, but very easy to use on the phone and online. If you're not doing anything super strenuous where, you know, maybe you're messaging a physician or something of that nature, it almost is a little bit easier to do it on a computer. But obviously it works from both devices. Is anyone in this group working with DSP owners? That was a question from Alan in the chat, guys. I don't know if anybody of you, any of you guys are actively pursuing DSPs. I know in my experience, the last couple, last three or so months, they're not as easy as they used to be. And the reason is because now there's like 20 other people in the space that are similar to Capstone that are offering a benefit to DSPs like we do with, you know, recovering the tax dollars and all that. So it's becoming more of a competitive field. Before, you used to be able to say, you know, we got the DSP of the year on our program, and they'd say, okay, send me the paperwork. Now they're saying a lot of other things. Still a good way to do it. The only thing I have about DSPs that I always include is that most of the time, I'll say 98, 95% of the time, the education is done manually in person by the person with the relationship. So if you are talking to a DSP that's in your neighborhood, when it's time to educate the drivers, more than likely you are going to the warehouse at a time that the owner tells you to be there. You bring something, sodas, snacks, pizza, donuts, whatever, and you're, you got a couple of flips, a couple of slides that you printed out. Here's the best. Benefits. Here's what you're going to get. Here's what's going to happen in your paycheck. So a lot of that is happening manually instead of virtually. So just keep that in mind too. Currently talking to two DSPs. They're both with a local PEO. . Makes sense. Is that a co-owner PEO, Darius? Yes.

[30:52] Darius: So in those cases, the PEO would enroll. I'm trying to get them to leave the PEO. Then don't get the PEO to enroll.

[31:06] Andrew Cardi: All right. All right, guys. Well, about 30 minutes today. Hopefully it was helpful as we work with Wolution a little bit more. Anyone having great success with municipalities? Yes, in some areas. All All right. No in other areas. Sometimes, depending on the state, it can be difficult. The hardest part about any municipality is getting in because unless you have a relationship with somebody higher up close to the mayor or the mayor, it is a little bit hard to get in because they hear stuff on a daily basis that goes in one ear and out the other. So in cases where we're moving in the right direction with municipalities, we have a lot of cheerleaders on the inside before we even approached the team over there with our strategies. So you want to focus a little bit more not on the what type of company it is, but who do you know? That's really the million dollar question. Who do you know that can actually get you in front of the right people that will take your side on the program? Because without that, getting in a municipality is very, very difficult. It's also a very long process. You know, some companies that we talk to, 100 employees, you can get those done in 30 days, 45 days, 60 days. Municipalities, you're looking at six months to a year, just because of how not fast they move.

[32:43] Al Cardi: you know, you could always talk to Mike Bucci, because he's been working with some municipalities and he can probably fill the gaps in for you.

[32:55] Chinedu Ogbuikwe: Oh, we've been going back and forth. were just, because initially when we started it, we were basically concerned with the tax savings. And now most of these municipalities are complaining about their health care costs going through the roof. So it's like, like Andrew said, you're kind of coming at them with two barrels versus one barrel. You're not pigeonholed. So I was just kind of like, how are you attacking them if they're having issues with their budget anyway? Anyway. And... Healthcare costs are going up 4, 5, 10, 20% or whatever they're saying and they're doing layoffs. So I was just like, what success are you guys having now that that's a, you know, you have two angles now. First, you know, it's just the tax savings and now it's like, you know, the healthcare is another concern.

[33:43] Al Cardi: you got the double barrel now. . that's still the strategy.

[33:49] Andrew Cardi: It's just being able to put it in front of the right person who will take it up the chain for you. So your thought process is right where, yes, and most of the time, any company that's that big, but definitely municipalities, they're going to be self-insured entities. So they're going to benefit a lot from the Kingston plan because of the, you know, reducing the claims. The claims fund on a self-insured plan is their money. So if we reduce the claims, we directly reduce how much money they're spending. So you got the right mindset. That it's now. It's just a matter of getting in front of the right people to get you to the mayor or the decision makers that would actually be able to influence the program going in.

[34:35] Chinedu Ogbuikwe: like Mike Town and Milton, the main person is the town manager, and then that person would talk to the select board. So my thing was, all right, if I'm going to go after the town manager, am I talking about reducing claims, reducing your expenses? I know they're having both issues. They don't have enough money. So we can help them with their claims and recover some money. So I was just like, if I was talking to you as the town manager, you're the guy that I have to talk to who then will pass it on to the select board, you know, you know, I'm coming at you with both guns blazing because you need money. You don't have enough money. You're always looking for money. So I was like, how do I get that meeting with you? Because the whole goal is just to try and get the meeting. Then you guys, the experts will go over the program.

[35:20] Andrew Cardi: I would say that. You said, hey. You know, I have something that could benefit you both ways, you know, help you reduce your health care costs over time and help put more money into the town's pockets now.

[35:36] Chinedu Ogbuikwe: That works.

[35:37] Andrew Cardi: Can I give you, would you give me 45 minutes to explain it to you? That's what I would say. But the benefit is it is all up to you.

[35:58] Al Cardi: Get it done, Chinedu. I will get it done.

[36:01] Chinedu Ogbuikwe: I will get it done. I was trying to write down exactly what he said, you know.

[36:06] Al Cardi: But there's college reporters.

[36:07] Chinedu Ogbuikwe: I have time. And Mike knows what to say, too.

[36:12] Andrew Cardi: So Mike can help you craft something the way it's supposed to be crafted because he knows what to say. And Mike doesn't give up on anybody until they tell him that they're going to file a restraining order. He's going to be in their face until he gets an answer.

[36:24] Chinedu Ogbuikwe: Thank you.

[36:25] Andrew Cardi: So that's a good guy to have on your team.

[36:27] Chinedu Ogbuikwe: Definitely, definitely. He's definitely the pit boy. I love it.

[36:30] Al Cardi: I love it. he's a pit boy. He grabs onto your leg and he doesn't let go. Awesome, guys.

[36:40] Andrew Cardi: Well, hey, hopefully today was helpful. If you need more, if you want to look at Wellution a little bit more, we can cover it again, you know, next call or if we need to do a one-on-one, that's fine. But just let me know what I can do to help. Most cases, you know, now that at least one of us on the call has an active Wellution app, we can use that to show the businesses what the app looks like if we need to. More so, like, I know I'm working on a case with Mike, actually, where the CFO wants us to do a little short video on what the app looks like so he can share that with whoever, employees or the owners. I don't really remember there, but now we have the opportunity. Make a little video. So we can keep that in mind. But other than that, let's keep pushing. Now we're in the, definitely in the second half of the year. July 1 is Thursday, right? Or no, Wednesday.

[37:40] Robert Roberto: Wednesday.

[37:41] Andrew Cardi: So next time we see you, we'll be in July. But until then, if we don't speak this week, have a great 4th of July weekend. And have a good time. Be safe out there. It's going to be hot. So drink some water with your alternative fluids as well.

[37:59] Chinedu Ogbuikwe: All right.

[38:00] Al Cardi: We'll see you again soon.

[38:02] Andrew Cardi: All right. Take care. All right. Take care. Okay.