DOCTOR'S CROSSING
CARPE DIEM PODCAST
BY HEATHER FORK, MD, MCC

TRANSCRIPT

EPISODE #258: Want to Live Abroad? 5 Career Options for Physicians

With guest Dr. Ashwini Bapat

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AB (00:00.438)

The first question we got was, can I actually move abroad as a physician? And now I think people are realizing, okay, I can, there are other people doing it. It's definitely possible. So the second question they start asking is, okay, if I want to do this, how am I actually gonna earn a living?

And I think what I've realized over the past six years is that before you choose the job you think you want while living abroad, actually take a step back and look at the life you want to build when you live abroad. Because your job should support your lifestyle, not the other way around.

HF (00:48.0)

If you're at the White Coat Crossroads and questioning your career, you're in the right place. Join us as we explore the many career options for physicians within medicine and beyond. You can learn more at doctorscrossing.com. And now, let's go carpe that diem.

Hello and welcome to the Doctor's Crossing Carpe Diem Podcast. I'm your host, Dr. Heather Fork, and you're listening to episode number 258. For a lot of physicians, the idea of living abroad starts as just that. An idea. Maybe it comes up after a great trip. Maybe you've wondered what it would be like to spend a few years in Europe, move closer to family overseas, give your kids an international experience.

Or simply create a life with a little more freedom and adventure. And then of course the practical questions jump in. Could I actually do this? What would happen to my medical career? Would I be able to practice in that country? Could I find a non-clinical job, perhaps? Those are some of the questions we're exploring today with returning guest, Dr. Ashwini Bapat. Ashwini is a palliative care physician and co-founder of Hippocratic Adventures.

A community for US trained physicians exploring how to build lives and careers abroad. In 2020, she moved with her husband, who is a psychiatrist, and their two children to Portugal, where they now live. Ashwini first joined me back in episode 228, where we talked about whether physicians can actually live abroad and still practice medicine and some of the creative ways doctors are making that work.

Today, we're building on that conversation and looking more closely at the different ways physicians can create a career that supports a life abroad. We'll talk about what's realistic, some of the trade-offs that come with different options, and how to think through the career piece without feeling like you have to make one giant irreversible decision. It is my distinct honor and pleasure to welcome Dr. Ashwini Bapat back to the podcast. Hi Ashwini, welcome.

AB (03:00.014)

Well, thank you so much for having me back, Heather. I am excited to be here.

HF (03:05.302)

You were a very popular guest. We had a record number of downloads for your podcast. So I'm really glad to have you here so we can get more details out there. And you also know a lot more than you did back then, just having been living in Portugal and working with a lot of physicians.

AB (03:21.11)

Yes, that's absolutely true. And I'm excited to just share what we have learned over the past six years.

HF (03:28.756)

Yes. And so in that earlier episode you told your story of how it came to be that you and your psychiatrist husband moved to Portugal with your kids and started this life there. But would you like to give us a nutshell of that for people who aren't familiar with you?

AB (03:44.334)

Absolutely. So back in 2018, I was working as a palliative care attendant in Boston. And my husband was wrapping up psychiatry, child and adolescent psychiatry fellowship. And that's when we were trying to figure out what our next step was. And we thought our next step was gonna be settling down, finding a house in the suburbs of Boston. And in the middle of that house search, we took a planned vacation to Spain.

And it was in Spain, like in Granada, roaming the medieval streets, sitting under like orange trees, picnicking, that we realized that we wanted an experience abroad. We didn't want to live in the suburbs of Boston. We wanted to have something and do it abroad. And it was on that same vacation that we started Googling, like, how can American doctors practice abroad? And we realized there were so few reliable resources.

And that was the question that had us reaching out to other physicians to see how they had moved abroad and to creating Hippocratic Adventures as we ourselves started transitioning to Portugal.

HF (04:58.158)

I love that when you're trying to solve a question for yourself and as you do that, you decide I'm gonna help other physicians with this big, big black box.

AB (05:09.674)

It was a big black box. The only reason we even thought about creating a resource hub like Hippocratic Adventures was because all of our friends, when we would be like, Hey, do you know anyone that moved abroad? We wanna move abroad as physicians, they would be like, how are you doing that? Tell me how you're doing that. And we're like, You wanna do it too? And that's kind of what got us rolling on that.

HF (05:35.16)

See one, do one, teach one. Where are things right now? Let's pull the curtains back to see what you and your husband are doing now with your careers as you're living and raising your children in Portugal.

AB (05:37.24)

Yeah, absolutely. So for my husband, the transition was much, I wouldn't say easier, but it was a lot more straightforward. He is a child and adolescent psychiatrist. His plan had always been to have a traditional psychiatry private practice. So when he graduated, he actually built his own private practice. And at that time, because we knew we were gonna move abroad, he made his private practice almost all telepsychiatry.

And then COVID happened. So then all of his patients became telepsychiatry patients. And so when we moved abroad, his private practice, telepsychiatry practice, essentially transitioned with him, working with certain parameters that you have to be aware of when you're doing telemedicine from abroad. So for him, his transition was a lot more streamlined. For me, it was different. It was a very hard transition, if I'm being honest.

I went from working a hundred percent clinically in the hospital to, when we first moved abroad, doing telemedicine from abroad. I was doing e-consultations, I was doing some caregiver coaching. And I did that for about the first couple of years. In the meantime, we were still building Hippocratic Adventures. And then eventually I transitioned to doing Hippocratic Adventures 100% of the time.

So that's what I'm doing now. In parallel, while all of this was happening, I learned Portuguese, which took time, but it was definitely easier when you're immersed in the language and in the country and then I started the process of getting licensed in Portugal itself, to be able to practice medicine. And I am now on the tail end of that process. So hopefully that will come in pretty soon.

HF (07:58.388)

This is such a great story because you're already giving us examples of different specialties, what that path can look like. And for the listeners, how would you just briefly compare and contrast what you think your life would have been like now in the States versus what it is here in Portugal?

AB (08:16.728)

I don't want to say I know, but I have a pretty good inkling of what it would have been if I'd stayed in the US. I was in an academic institution. That's what all of my friends were doing. I would have probably stayed on at that position, done inpatient palliative care, outpatient clinic consults. And there's nothing wrong with that. It was a completely stable, lovely life. But for me, it didn't feel right.

It wasn't that something was wrong. I felt like something was missing. I felt like there was a fire that I didn't have. You know that feeling where you're like, I could do this consult in my sleep. Yeah, I had that. And I was pretty early on in my career.

And when I looked at my wonderful colleagues around me, like five, 10 years ahead of me, what I saw were these incredibly compassionate people who were experiencing burnout. And they are lovely people. It was just the system demanded too much of them. And I knew that if I kept on that path, there was no difference between me and them. I was probably gonna end up like that.

HF (09:36.45)

What you said I think is resonating with a lot of the physicians out there who also experience burnout and can look ahead and see the trajectory of what's ahead and say, I can't do this for twenty years, but I don't know what else to do. So this is not the most common option that people pursue, but it's certainly worthwhile. And just if you want to just touch briefly on what your lifestyle is like, how would you compare and contrast your lifestyle?

AB (10:05.35)

My lifestyle in the US was very stressful. Like, very stressful. It was hectic. You take call on the weekends, you work a certain amount of weekends, you work a certain amount of night call as well. I missed a lot of birthday parties of my friends, I missed a lot of the first moments of my kids, you know, the milestones that they reached.

I didn't see them. I watched videos of them from my in-laws that would send them over. I didn't exercise. I tried. I took the stairs at the hospital. I would be like, Okay, let me try to go for a walk today. I tried to do three exercise sessions a week, but I knew that for me that wasn't sufficient. It was very stressful.

HF (10:59.682)

And right now it's August in Portugal and everyone's on vacation. Including a lot of the doctors. Well, let's get into the details. For a physician who is thinking, hmm, maybe I could live abroad, maybe I could work abroad. How do they start thinking about this?

AB (11:20.162)

Okay. So when we first started Hippocratic Adventures, the first question we got was, can I actually move abroad as a physician? And now I think people are realizing, okay, I can. There are other people doing it. It's definitely possible. So the second question they start asking is, okay, if I want to do this, how am I actually gonna earn a living? Right. That's the second question. And most physicians assume that they need to get licensed locally and practice locally, and that that's the only way. So if you want to live in France,

you're thinking, okay, I gotta like learn French, then I gotta get licensed to actually be able to live in France.

But that is only one option. And we've actually seen over the past six years of talking with physicians who have actually moved abroad.

We've seen physicians put together various different options to actually be able to live abroad. And I think what I've realized over the past six years is that before you choose the job you think you want while living abroad, actually take a step back and look at the life you want to build when you live abroad. Because your job should support your lifestyle, not the other way around.

HF (12:47.188)

That's a good point because it's often not how we're thinking about things. It's like, could I even get a non-clinical job, or could I, like you said, work in this country, or maybe there are some other options. So how would you like to proceed in terms of looking at the options but also thinking about asking this great question of what do I want my life to look like and what do I need to support myself?

AB (13:10.978)

Yeah. So let's start with the five common paths that physicians have used in moving abroad. And then we can figure out which of those paths or combination of paths could work for you.

HF (13:24.002)

Great. We love lists. We love like five of this and four of that. So let's start with your list. What's number one? That doesn't mean it's the first choice, it's just the first one.

AB (13:35.256)

I would say these are the five most common paths physicians take when they move abroad to make it work. So path number one is exactly what you think it is. It's practicing medicine locally in the country you're moving to. So you move to France, you move to New Zealand, you get licensed there, you work in that healthcare system. And this is great for someone who wants to work clinically and wants to really immerse in that country.

The trade-off, of course, is that you gotta get licensed there. There's a certain amount of bureaucracy. And if you move to a non-English speaking country, you're gonna have to learn that language. The second option, which is very popular, is living abroad and doing telemedicine into the US and seeing American patients via telemedicine. So this is great because you don't have to necessarily get licensed in a new country, you keep seeing American patients.

And people do this two ways. They either work for a telemedicine company that allows you to work from abroad, or they build their own practice. And this is what my husband did. He built a psychiatric practice, made it a telemedicine, telepsychiatry practice, and took it abroad. For this, you definitely have to be aware about regulations around doing telemedicine from abroad.

The third option is what some people do, which is they live abroad and then they return to the US for blocks of clinical time or locums work. So we have a trauma surgeon that lives in Barcelona. She does research while she actually lives in Barcelona, but then she does her operating time in the US. And so she coordinates chunks of clinical time where she operates back in the US, and she kind of keeps them clustered together, and she travels back and forth between Barcelona and the US.

The trade-off of this is of course that you're gonna spend chunks of time away from your family or traveling, basically. But for the right person, if you're able to coordinate getting chunks of clinical time together, whether it's 10 concentrated weeks, 12 concentrated weeks, maybe that's more preferable than working 47 weeks a year.

Because you can make a pretty decent income that can then support your life abroad. The fourth option, which I think is going to be really interesting for the folks listening to

this podcast, is transitioning into a non-clinical career abroad. So this could be in pharma, industry, medical education. And we had two physicians whose stories we highlighted that did this. One of them is an endocrinologist.

He moved from the US to Sweden and actually did not originally have a job lined up. And when he was in Sweden, he was like looking on LinkedIn, trying to find something in research, because he enjoyed research. And that's when he found a position in pharma for an American-based company that had headquarters in, I think, Sweden or in Europe. So that's how he transitioned into pharma. It wasn't necessarily planned before.

HF (16:56.116)

Interesting. And that was a real possibility because a lot of these companies are global.

AB (17:02.136)

Yes. And there is a real advantage when you work for, let's say, an American company, because they may actually want someone who is familiar with American culture and American work culture as well. The second person that did this was a primary care doctor in Colorado. And her partner got a position in Switzerland, so they moved to Switzerland. Once again, she didn't know what she was gonna do. She was like, okay, I'll just take like six months off and then I'll figure it out.

Within a couple of months, she got bored. She ended up on LinkedIn and she found like a freelance medical editing position. She ended up getting more involved in that, and she became the director at this medical education company. And so that's how she pivoted, kind of without planning it once again into a non-clinical career. And I will put myself on there actually as well, because I originally, when we moved from the US to Portugal, I didn't plan on going non-clinical.

I was doing telemedicine, I was doing some coaching. And then over time I ended up, you know, building up Hippocratic Adventures and then going a hundred percent non-clinical as well.

HF (18:23.926)

Right. And we'll be talking more about Hippocratic Adventures and what you offer, but you went the entrepreneurial path and created your own business. So you've been mentioning some really great options, such as industry, pharma, biotech, medical devices, also the big area of medical writing, medical education, medical communications, which can be done anywhere. And then being an entrepreneur, there's also consulting too, which could be a possibility. So I think this is gonna be of great interest. So it's really helpful you share these concrete examples to make it real.

AB (18:59.106)

And we actually had a psychiatrist who lived in Portugal and did medical-legal consulting for a firm in California. Because she was originally from California. So just another example of another specialty that found a different way of doing it.

HF (19:18.07)

That's really interesting that they didn't require her to be in the state. So excellent. And then you have one more of your five to go.

AB (19:28.246)

And the last option that a lot of people trial is actually taking a sabbatical abroad. So a lot of physicians almost never give themselves permission to consider a sabbatical. And the whole idea is that you don't need to figure out your next career before you actually move. If you have savings, if you have a working spouse, maybe you decide to take a couple months or a year off and give yourself time to figure out what that next move is.

And we had an anesthesiologist who was a partner in her anesthesiology practice. She had clinical responsibilities and administrative responsibilities. And she has taken three four-month sabbaticals over the course of the past three years, I think, with her four kids and her husband, and traveled literally all around the world.

Like she took a crazy number of pictures. You know what she did so well? She created a sabbatical policy for her private practice. So she didn't just like create this opportunity for herself. She created opportunities for people at her practice, for the physicians at her practice.

HF (20:47.158)

That's lovely. That's really lovely, because we often think of sabbaticals as things that academics get or people who are not physicians. It's kind of a rare thing, but I think it could be life changing and it could relieve a lot of burnout.

AB (21:01.518)

Yeah. Just giving yourself space to explore something different, to be excited again, to be awed again, to be surprised again.

HF (21:10.828)

Exactly. Now, I know given the time we have on this podcast, we don't have sort of the bandwidth to go at length through each of these different options, which are all very compelling. But I did want to have you say just a little bit more about telemedicine because a lot of questions come up around that. We talked about it on the last episode, so check that out. You also have resources for this. So would you like to say a little bit more about someone who might be thinking, you know, family medicine, could I do telemedicine abroad or I'm an endocrinologist? How would you answer these queries?

AB (21:46.862)

Telemedicine lends itself very well to certain specialties. Specialties like primary care, urgent care, radiology, and psychiatry are gonna have a lot of options, and many specialties can oftentimes do primary care or urgent care as well. OB is another one, with women's health and stuff. If you are a surgeon wanting to operate, you may not

have as many telemedicine options, but that doesn't mean you can't do pre-op evaluations and stuff.

The tricky part with telemedicine is that not all telemedicine companies allow you to work from abroad because there are certain regulations around it that you have to be aware of. But we have a resource called Telemedicine and Beyond. And in here we list out the telemedicine companies that allow you to work from abroad, the ones that don't allow you to work from abroad, but allow you to work from the US. And in that, we call it and beyond because we have expanded it to include pharma and industry roles that you can do both in the US and abroad. It has over 600 pharma companies on there. And we have filtered their job openings by the ones that are available to physicians only.

And you can then filter it by your therapeutic area, by your specialty, if you have experience in pharma or not. And so you can get a real sense of what opportunities are out there. And then we have non-clinical options in there as well. So yes, if you are looking for telemedicine work, you can do from abroad or even any of these other options like pharma or non-clinical work, I would check out Telemedicine and Beyond.

HF (23:34.668)

That sounds like a fantastic resource. We will make sure to link to it again in the show notes because it takes time to put something like that together. And you're probably the only one who has something like that.

AB (23:46.696)

It is thanks to my husband. My husband, he's the co-founder of Hippocratic Adventures, he went down a rabbit hole earlier this year trying to figure this out. And he started with pharma because a lot of folks wanted pharma positions abroad. And you know, their job titles are very confusing if you're not used to kind of figuring out what you want in

pharma. So it is pretty incredible. Like I can speak more about it some other time, but if you are looking at telemedicine or pharma or non-clinical options, check it out.

HF (24:22.488)

Don't walk, run. Okay, it's sold. Anybody who's interested should get this. All right. Now let's go to this great question that you asked: don't think so much about the job, but first think about what life you want to have and what income you need. So how do we unpack this?

AB (24:42.36)

So most people start with like, what's the job I want? What's the country I want? I actually encourage you to take a step back. And I think there are four important questions to ask yourself if you're considering or if you're even curious about what life abroad could look like for you. The first question, which I think is the most important, is what do you actually want your life to look like? What does your Tuesday look like? Are you dropping your kids off at school? Are you working four days a week?

Are you living in one country permanently? Are you spending summers in the US? Are you semi-retiring? So really allow yourself to think about what you want your day-to-day life to look like. Are you speaking a different language? Right? Are you curious to learn about a new culture? All of that matters. The second question I think worth asking at any point is do you actually want to continue practicing clinical medicine?

HF (25:47.434)

Yes. That's a great question.

AB (25:49.464)

Sometimes physicians are so desperate to figure out how to practice abroad, but they haven't actually given themselves time to think about whether they even want to continue practicing. So for someone that loves clinical medicine, great, you're gonna

keep doing clinical medicine. So maybe you practice locally, maybe you do telemedicine, maybe you do blocks in the US for a bit of time. For someone that wants out or is like, you know what, I am good with clinical medicine, I wanna try something different.

This is where you get an opportunity to kind of pivot and try something different, whether it's pharma industry, non-clinical, medical-legal stuff. I mean, you know a lot more about this area than I do. And then for someone that wants some experience abroad but is not quite sure what that looks like, maybe that's where a sabbatical comes in. It lets you dip your toes, it lets you try it out, see if you like it. And maybe you realize, you know what, I love clinical care. I don't want to do something else. Or maybe you realize, actually I could get used to this.

The third question I would ask is, what does your household need financially? So when people think about this, they actually think like, can I replace my US salary while I live abroad? That's the most common question. But I would encourage you to ask, what does life actually cost when you're living abroad?

So maybe you take the two or three top destinations you're thinking about. What does housing cost there? What does child care cost? What does medical insurance cost? Do they have universal health care? Cause that could be huge. And so the relevant income that you need is actually not about replacing your US salary. It's about the income you need to have the lifestyle that you want as you live abroad. And it may not be the same number.

HF (27:46.31)

Typically do you see it being more affordable to live abroad? I know that really depends on the country, but in general, what do you see happening with the physicians you work with?

AB (27:56.65)

It depends. If you are moving from New York City to London, and like smack in the middle of London, your cost of living is probably gonna be very similar, if not more expensive. If you are moving from let's say New York City to a smaller town or city in the south of France, let's say I don't know, Toulouse, your cost of living will be much less. Starting with the housing. I won't even get into the quality of the produce that's there. I don't know. It's delicious.

HF (28:32.118)

Right, right. And then your vacation budget might be a lot better. You know, exactly. Easier to take these vacations. Yes, yes. And then you have a few more questions to go through.

AB (28:47.436)

The fourth question is how much change can you actually tolerate at once? And this is where you gotta be honest with yourself. Because you know, moving your family to another country, it could be US to Canada, and you're still gonna have a lot of change. So you have to be really honest. Not only may you be moving countries, but do you really want to also change careers?

Do you really want to learn a new language? Do you also want to try to learn to drive stick shift at the same time?

Or drive on the opposite side of the road? So you have to be honest with yourself. Like maybe you are good with change. Maybe you're ready for it and you want that adventure. Awesome. Then you'll do really well with all of the changes at once. But maybe you decide, you know what, I can deal with pivoting a career. I can deal with like getting a new driver's license, but I do not want to be dealing with learning a new language.

So that's being honest with yourself too. And so then you make different decisions because of that. For me, I was willing to pivot to a new career. I was willing to learn a new language. I was willing to learn a new culture. I was not willing to learn how to drive stick at the same time. So we spent a little more, got an automatic.

HF (30:14.606)

Your point is so well taken. And a lot of physicians have a personality type where uncertainty and change can be challenging. And just being aware of that, I love how you said, you know, really think through these things and also know that sometimes what you think might be how you feel is not going to be how you feel. But just I think it's a great conversation to have. Now I know there is a lot here and it can take you know, months, even a year to research this, how would you help someone start to think about steps? Because we always like having, well, okay, so I'm interested in this.

What would be some next steps after I've done this brainstorming and kind of soul searching that you talked about, imagining the life and the career together and what I need and why? Like, what would they do after that?

AB (31:06.466)

So we actually have a really great free physician starter kit on the Hippocratic Adventures website. And that walks you through exactly what the next steps are. So first we talk about thinking about the life you want, which we talked about. Then it's really about exploring the different ways physicians are actually doing it. So this may mean checking out different vlogs and blogs and podcasts to figure out which of these options may resonate with you.

And then it's actually about taking action. And in that guide, we talk about the next steps in terms of taking action as well. It may be reaching out to someone in our Facebook group to be like, I want to move to the UK. How did you do it? It may be researching licensing guides that are on our website. It may be signing up for telemedicine companies, seeing if you even like telemedicine, you know? So if you start with that guide, it literally walks you through your next steps.

I would also say like you don't have to figure out the next ten years. You just need enough clarity to say this is the one or two paths that I'm curious about that I want to explore next. That's it.

HF (32:15.39)

Oh my gosh. I think you just took the temperature down a couple notches because people are probably like, my God, this sounds kind of overwhelming. Where do I even begin? But we are going to make sure people have access to that starter kit. How lovely that it's free. What a great guide that you created. And again, isn't she wonderful? Like seriously, Ashwini does this because she loves helping physicians and she and her husband have done so much hard work to make this easier for those who want to be adventurers.

And what you just said about, you know, what you choose doesn't have to be one path forever. I think that is really helpful too. This can be an experiment. And then figure it out as you go along. So that is fantastic advice. I'm curious, Ashwini, is there another example that you want to share of a physician moving abroad that comes to mind?

AB (33:04.59)

I always go back to that trauma surgeon, the one who was told the life abroad that she wanted wasn't possible in surgery.

HF (33:17.134)

Who told her that? Who told her that?

AB (33:18.766)

You can imagine who told her that. I always use her as an example because most people are like, your husband's a psychiatrist. It's easy for them. You're an internist, it's easy for you. You can do primary care via telemedicine. I'm a surgeon. I need to operate. And so this is a perfect example of how a surgeon made it happen for herself and for her family. So it allowed the type of lifestyle she wanted without putting her career on hold.

HF (33:51.928)

And how often does she come back, and for how long?

AB (33:55.302)

It depends. I last spoke to her a couple of years ago. I think now she's actually moved to France. But at the time that I spoke to her, I think she was coming back two or three times a year. So she was able to negotiate her time. So it happened in chunks. And one of those chunks was in the summer where she was then able to kind of see her family as well.

HF (34:17.608)

I love that. Like when people say no, say heck yes. Right. I'm gonna figure that out. Yes. That's beautiful. Everything's figure outable. Yeah. Now as we're coming to the end here, tell us how we can get in touch with you, what your website is, and if you want to review your resources, that's fine too.

AB (34:22.552)

Okay. So if you're at all curious about life abroad or living abroad, check out hippocraticadventures.com. That's where you can get the Physician Starter Kit. And the other resource that is amazing is that Hippocratic Adventures is based on a community. And it's a Facebook community called Hippocratic Adventures, US Physicians Abroad, and that is an easy way to connect with folks who are living abroad, who are curious

about moving abroad, where you can literally connect with physicians that have made the move and get the inside scoop from them.

So it's a completely free community. It is only for physicians. So we do verify that you are a physician when you enter that group, but it is just this rich, nurturing community and every single one of the blogs, vlogs, and licensing roadmaps on our website has been written by members in our community that moved abroad. So it is a hundred percent a physician community based effort.

HF (35:47.546)

What a gold mine. Oh my gosh. And a great Facebook community, because when you hear other people's stories, it makes it real and doable. These are wonderful resources. We'll make sure to link to everything that you have in the show notes. And I can't thank you enough for coming back on the podcast another time. So excited to have you here again. Dr. Ashwini Bapat.

AB (36:11.956)

Thank you so much, Heather, for having me and I really hope this is helpful and inspiring to the folks that are listening, and that it encourages them to take action, whether it is moving abroad or just finding something that aligns better with what you want to do.

HF (36:32.066)

All right, my dear listeners. So, this is a great opportunity to win a prize because we still have our share the podcast contest going. It's a contest you cannot lose. All you need to do is share a podcast episode with three different people. It could be the same podcast with three different people or three different episodes. Email us the initials of the people and the podcast numbers at team. That's T-E-A-M, team at doctorscrossing.com, and you will win a prize. And trust me, you're really gonna like this prize, I promise you. So again, be a winner. You're a winner. Share the podcast. We love you. I think this is a great one to share. And as always, don't forget to carpe that diem. And I'll see you in the next episode. Bye for now.