

Mental Hitting Hacking with Heads Up Baseball Co-Author Dr. Tom Hanson (2020-06-23)

Joey Myers 00:00

Hello and welcome to Swing Smarter Monthly Newsletter. I have a surprise for you all here. I think one of the biggest aspects of hitting that kind of goes doesn't really get talked about is the mental side. And in specifically, we're going to be talking about the mental side of hitting.

Joey Myers 00:16

And today, here with me is Dr. Tom Hanson. He is a good friend of mine. We've been building a relationship over the last couple years. He's co-author of Heads Up Baseball: 5 Skills for Competing One Pitch at a Time with co-authored with the late Dr. Ken Ravizza. Also co-author of another book Play Big: Mental Toughness Secrets that take Baseball Players to the Next Level.

Joey Myers 00:39

And I just can't say enough about Dr. Tom Hanson. His book, the first one Heads Up Baseball was a big one for me in high school, he knows the story. And it was my sophomore junior year, I was really a mental mess, and I was reading everything I could on the mechanics of hitting and reading Ted Williams and Tony Gwynn and Mike Schmidt and Charlie Lau... All these books, and as you probably out there have read those books as well, that really confused me. And the one thing that really got back on track, and he knows, Tom knows, because it can be very confusing when you're hearing the game explained from one of the best in the game who don't typically know how they, how they do what they do.

Joey Myers 01:20

And his book, Heads Up Baseball and the late Dr. Ken Ravizza, they really helped me to get back on track. So, I can't say enough about Dr. Tom Hanson and thank you for coming on the show.

Dr. Tom Hanson 01:33

Very welcome. Thank you. Thank you. It's always great to hear I never get tired of it really like that. That's really rewarding for me. And also, as a kindred spirit because when I was in high school, I read you know, Art Of Hitting .300 and Ted Williams book I consider myself a self-made hitter in the basement in the winter, in Minnesota. Reading those books and trying it flipping through the pages and, and getting after it.

Joey Myers 02:06

And you were the hitting coach for who was it in college?

Dr. Tom Hanson 02:10

Virginia, Virginia...

Joey Myers 02:11

Um, yeah. I don't know if a lot of people know that about you.

Dr. Tom Hanson 02:15

I don't either. It was there when I was doing my PhD, and you're talking about the mental aspect of hitting and that is the title of my doctoral dissertation. I interviewed Hank Aaron, Rod Carew, Stan Musial, and Carl Yastrzemski. He wrote an interview, that's been my pursuit is much like you, very much like you. And that's why I like your work. So much. It's like wait, what, what are these people doing and what works and what is really happening?

Dr. Tom Hanson 02:37

And let's explore and that was my intent... My dissertation was to interview these guys and what were you thinking? Tell me more about it asking follow up questions that really made them deep, think deeply about what they were doing. And as you noticed that sometimes they hadn't like Aaron, he had never explained it before. He said, this is the most important part about hitting and no one's ever asked me.

Joey Myers 03:01

I think that would make you very unique is that you you've learned it You taught it, on the mechanics side physical side because you can go and get a sports psychology degree. And you can do the mental not taken away from some of the great minds out there that did that, that sports psychology degree and now they're kind of a sports psychologist and it's all about the mental part of whatever sport that they play.

Joey Myers 03:25

But it's another thing to have that experience and knowledge but and then also the teaching side. So that's why I think that makes you very unique in especially when it comes to baseball softball players. So on that note, what do you think is the best approach for players hitters in particular in dealing with this whole COVID layoff to return to the top of their game?

Best Mental Approach for Hitters in Coming Back from COVID Layoff?

Dr. Tom Hanson 03:49

Well, um what we focus on we feel so I would, I would really encourage people to spend time thinking about hitting and hitting really well, a great place to go in terms of making the mental practice as real as possible is the past. And so I would encourage people to just as a super practical out of the chute is to make a habit. Ask people to make a list of the top three to 10 greatest hits. I say make your greatest hits album, list, this is my greatest hits.

Dr. Tom Hanson 04:26

And then take a few a day and reenact them. Physically get up and act them out to reconnect your body with those experiences. And, and help it really remember Oh, yeah, this is what that was like. Because if you just kind of, there's a certain considered daydream about it, and that's, that's good. But the more full body experience we have, the better. And so, in terms of preparing and remembering what it's like, reenacting the greatest hits, is really at the top of my list of things to have people do.

Dr. Tom Hanson 05:10

You can even do it right in the cages. They are in the cage working like, hey, what are the game when you felt you were at your best, the game against the bombers? Show me what that looked like, I wasn't there, act it out and literally get them to act it out and generate how confident do you feel right now? Seven Oh, come on, get to 10, were you a ten then? Yeah. How did you do that? Generate it right now. And that's also a big tip is for people to get that we're not really dealing with reality.

Dr. Tom Hanson 05:41

We're dealing with our representation in our head of reality. And so we want to get good at creating it and using the brain as a as a way to create a positive space rather than doing what most people do, which is just leave the state of mind to chance, and how you know what has to happen happens to happen in the outside world? Versus generating it from nothing, feeling good for no reason. Out of thin air.

Joey Myers 06:13

Do you find that the challenge with today's mobile device day and age, to be able to act it out visualize all that kind of stuff? Or do you feel you feel like some of the players nowadays are better, same worse?

Do you find Young Hitters Nowadays are Visualization Challenged because of Mobile Devices?

Dr. Tom Hanson 06:28

I think this capability is still there. I think they just do it a little bit less. Because they grew up and so many things are so structured from the get go, that they aren't quite as creative. I mean, just yesterday I had my Twins t-shirt on, Tony Oliva on the back, he was one of my guides for my dissertation and I really, you know, pretended I was him as a kid. Because he left-handed and I was more Harmon Killebrew built more like Harmon Killebrew actually. And flip around and be Rod Carew.

Dr. Tom Hanson 07:04

And that kind of stuff isn't as prevalent as it was, but that's really what I'm talking about. I mean, if I'm Harmon Killebrew, I don't choke. Doesn't mean I square up every ball. But I'm not super nervous, because I'm tapping into what becomes available in me by imagining I'm him. And Mike Schmidt told me, he imagined that he was Roberto Clemente. In the Major Leagues. Yeah. And that was an access. There's so much of it from the mental game standpoint is getting access to talent.

Dr. Tom Hanson 07:41

What do I need to do with this guy? What can I do with this guy to help free him that couldn't pick a liberator? How can I liberate this guy to help him liberate himself more active, to have access to count that swing that within the cage. How can I have that show up here? And so, we're always looking for ways to do that. And one is to pretend you're someone else.

Joey Myers 08:08

Well, that's, you know, that's interesting you say that, because there were times, and you could probably pick out times too that I didn't feel as a player, like I had an identity like mostly when I was slumping. I just felt like I my identity, my swing identity wasn't there. Like I didn't know who I was or what I could do. And going back to I would use to go back to Ted Williams. I loved his book, The Science of Hitting like, like you and like many others, read that book probably 500,000 times. And I would always kind of go back to Williams or I will always go back to sometimes Schmidt.

Joey Myers 08:39

But a lot of times it was Williams or I loved McGwire growing up. He's a big guy though. But I wouldn't I wouldn't mimic him and that's a great point. Where if you just don't feel like you have an identity, a swing identity, always go back to mimicking or copying somebody else's swing that you that you liked, and that's maybe similar to yours. That's a great point, Tom.

Dr. Tom Hanson 09:02

Because we can get really clogged up, it can be super congested inside ourselves because we've been taught this and been taught that and, and you think about this and think about that, and our cortex is both our best friend. That's why we have the technology and we're able to have baseball at all, because we haven't coached yet.

Dr. Tom Hanson 09:23

However, it also is like a sword that cuts the other way than can over think and so, need to find a way to say okay, that's great, I'm grateful for my cortex and yet, I want to try and occupy it in some other way. So it's like a giant traffic jam over here. Do pop up and say, hey, let's go this way, and go completely around it by not even being yourself, which of course, you still are yourself because you are yourself. You can't. It doesn't make you someone else.

Dr. Tom Hanson 09:55

But if you say well talk about WWJD. What would Jeter do? Yeah, and it's like, oh, I'd find some way to get the bat on the ball. Because I'm Derek Jeter and that's what I do. And so if you were there, you walk up and you embody him as you go, then you can you can bypass it's like a mental congestion mental emotional, psycho emotional bypass to imagine someone else. Including imagining you're you back at a great game that you had...that's where we're back on this Greatest Hits list. Like oh yeah again against the bomber so for me this home run against Detroit Lakes in Jamestown, North Dakota.

Dr. Tom Hanson 10:48

That was only a single because it hit the center field fence so hard. So I can I can replay that and no one hang up from this interview and just go hit...because what you focus on you feel.

Joey Myers 11:05

Now what do you what do you feel is the most underutilized mental skill, approach, or practice? Either one of those you have to fill in all those but mental skill approach or practice. What's the most underutilized?

What do you feel is the most Underutilized Mental Skill, Approach, or Practice?

Joey Myers 11:20

What do you feel that players don't really today don't really use as much as they should be?

Dr. Tom Hanson 11:27

Yeah, I'm just kind of trying to think of a different answer than the one I just had. Just that whole, accessing, essentially the different identity by pretending you're someone else or reenacting one of the one of your own greatest hits. I think that's my answer to that question to me. That just really isn't, isn't utilized very well and the people take a breath I would say if I was going to go there, because when we wrote Heads Up Baseball originally, that I went around and asked a bunch of people, this is like back, Cook-McCaskill and Jim Abbott, the guys that Ken worked with, and it was far away the breath was the most helpful thing that Ken taught them, which Ken was bummed about.

Dr. Tom Hanson 12:20

Because, you know, you'd like to think that these things, got something more of the something more complex. And the thing for me, with the breath, it's there's so much more to it. Normally, it's like, hey if you can get a guy to take a breath that's a "W", you know, in and out, well, there's courses that I can do on the breath. There's so much more to it. But one thing I'll say though, the answer the question would be breathing in and out to your nose.

Dr. Tom Hanson 12:56

So we're really designed to tune in to breathe through our noses, because you've got filters there. It also can be much more calming on your brain because it's going past your brain. But I teach...you see that kind of classic Heads Up Baseball back foot goes in the box, they look at the bat, take a breath and they see ball, hit ball. And then step in, classic, like that baseball move.

Dr. Tom Hanson 13:24

For me, I'm big on the breath. If that's the feel good, guy, great. Otherwise, my kid from the time you pick up your bat, deliberately breathing through your nose and get on LSD, which stands for long, slow, deep breath, through the nose. Even throughout the at-bat, doesn't have to be that big, on the third deck and I can see that guy took a breath and a breath. It can be a slow, long, slow deep breath is actually the calmest way to breath.

Joey Myers 14:04

And that tells me... Go ahead, finish your thought...

Dr. Tom Hanson 14:07

No, that was my thought.

Joey Myers 14:08

So yeah, I agree with you. I think that's a big one. I know we both share a common interest in yoga and breathing and things like that. And like you said, I think there's a lot of different programs out there that

teach the breath that people can go to. I know, headspace was one that I that I used in probably a couple of years. And you know, a couple things that stuck with me especially to get to sleep was to just count your inhale, count your exhale.

Joey Myers 14:33

So you would count an inhale as one and exhale is two, and you would count that way all the way to 10. And then you would start over. And I always know when I'm going to fall asleep or I'm close when I start losing track of what number I was on, and I know I'm almost there and as it pertains to hitting that, that being present in the breath, takes away anything any future anxieties, like when I have a video on YouTube that's done really well just very simple. It's scared of the ball like when hitters get hit by the ball and then what do you do technically? How do you how do you train a hitter to turn and get the back and butt facing the ball coming in you know where you turn in towards the catcher so you don't get hit in the rib or you don't get you don't turn towards the ball and hit in the face of the chest.

Joey Myers 15:24

And in that video it's interesting the comments that I get are that afraid really sparked some of these comments like well, you know, I do well on BP but then when I get in the game, I just get scared. I just get anxious that whatever. And this breath is a great, simple, we do what we have to do it anyway. And it's a great way to really slow down the heart rate and get us back to that present moment.

Dr. Tom Hanson 15:51

Yeah...and with that long, slow, deep, there's more going on in the breath, you know, now you can tune in feel the air going down and talk about sinking in and feeling it go into the pelvis. It doesn't really happen but when you're thinking of drawing way down there. And being slow, long feeling deep.

Joey Myers 16:16

And there was a, there was another book, I can't remember the name of it, but it was talking about the studies of going into going into the breath and that they were saying that the exhale is probably the most important part where you talk about that LSD long, slow, deep breath that the 13 second exhale. So they say exhale, like you're breathing through a straw. So really slow, you're releasing that really slow and they said that 13 second mark is what really brings your vitals down.

Joey Myers 16:43

And I know I've been a part of Toastmasters public speaking stuff for since 2012, I think. And if there's a speech that I got to give, and I'm nervous, I'm breathing, I can feel my breathing, getting rapid. I've used that long, slow, deep breath in order to bring it back. And I agree with you. I think that's a great... you see Mike trout now and you'll see him take that big breath, and then he gets back in so it's kind of quicker you don't see him kind of slow that out but I think a slower breath would help to kind of ease that anxiety.

How to use the Breath to Lower Game Anxiety

Dr. Tom Hanson 17:18

Yeah, give you something to play with, and as a coach I would I would want to make that distinction for the guys and have them play with both to see what feels best. A lot of times, the guys going to be so amped or nervous during a game that he's not going to be able to do much more than a bigger breath through the mouth and that's fine. It's not like that's bad. It's not like wow, just think of how much how good Mike Trout could be if he slowed his breath. He could really do something; he could make the money in this game.

Dr. Tom Hanson 17:56

But he is big on the Heads Up Baseball he talked to Ken about, you know, his biggest two things that he got within the mental game was with Ken was walking slow to the plate. So walk slow to the plate, slow the at-bat down for him and then finishing his breath before you got in the box and the outside box take a breath. If he catches himself getting in the box before he finishes his exhale, then he would step out, certainly... standard because it's all going to be sped up.

Joey Myers 18:32

And, and that's great. That's a great little routine. And I think a lot of times that escapes hitters you just kind of get in you get so caught up in that it's like a wave over catching the override and you're pulling you out to the water when it for every at bat, you know, and have a routine...

Joey Myers 18:47

And that's what I loved about Heads Up Baseball is that there was there was a routine there were solid routines that you can use and one of the routines that really helped me was, and I can't remember what you you guys call it but it's like cleaning the slate. Like where the batting gloves, you can unVelcro Velcro back up, but you gave a few of them. Can you talk a little bit about that? How like, say if they swing in a pitch that they weren't supposed to swing at and to keep themselves from spiraling? You guys had a couple suggestions. Can you go into a couple of those?

How Building Routines can help Hitters 'Clean the Slate'

Dr. Tom Hanson 19:16

Certainly. So I talked about it in terms of a Green Light routine, and here's what I do. When I'm feeling good. And a yellow light routine, here's what I do when I get a little rattled, things speed up. So I hear the question as what's my yellow light routine? And so it can be the term that I like, didn't make it in Heads Up Baseball, Ken didn't liked it. But I had "Meanify"... it's a cool word, I think, to "Meanify", like, by grabbing the bat that that when does your at-bat start? Oh when I get the bat because I "Meanify", if I give it meaning, rather than do it unconsciously. So the act it plays.

Dr. Tom Hanson 19:56

You can have something that you've practiced like I'm doing the glove, step out this you know just you I'm in a breath and then close it back up and have something that you say to yourself. Or go into dirt picking up dirt using it and then throw it away and then okay that's behind me literally you can throw that behind you. You can step back in and clean out with your foot the box, and say okay I'm wiping way that a lot of people that could do that one for the first particular at-bat kind of a thing. Okay, this is

mine. I'm wiping out all the energy of people who have gone before because this is this is mine. Like when I walk my dog. She has her way of establishing that hey, this is mine.

Dr. Tom Hanson 20:49

Do that but it's the same principle. And there's always the foul pole focal point. It's really great. I like to have them imagine, similar to one of the Star Wars movies when Ben Kenobi and Yoda. And a couple other guys that have died where floating up in this tree. And I think they were dancing with those little bears in that in that one. And, you know, they looked up given the view, I think looking up and seeing these guys up there and then giving them you know, thumbs up in their own way. And so you think, something like that, that's going to be there in the game foul poles classic Evan Longoria.

Dr. Tom Hanson 21:35

With that, and anything that you want that's going to be there in the game, and "Meanify" that like put those puts your plan here, people that make you feel good, your coach, your mom, whoever it is, that helps they can say something to help you get yourself back centered, put them there before the game and then you can step out look to them... And then they'll say you know: Joey use the force for whatever you need them today and then it can connect you back in.

Dr. Tom Hanson 22:13

So those would be a few items that you could choose from you wouldn't have someone do them all but the good people many, and then practice them. Practice in practice during BP, you can practice those while you're waiting. Your turn to hit.

Joey Myers 22:29

Yeah, I love those. Those really helped me when I when I read Heads Up Baseball back in high school and really helped again center me and get me into a good spot and the other thing, and that's good for out on the field there during at-bat, when you step out and stuff like that. And the other thing that I would do is I'd have a specific movie.

Joey Myers 22:46

The one movie that I watched that was kind of my slump buster was Mr. Baseball with Tom Selleck. And if you remember that one, and a lot of my other younger hitters, I try and get them to watch it because they don't they have no clue about that movie, the only old movie that they used to The Sandlot.

Joey Myers 23:01

And you know, with the movies what's nice is they put the package these movies into a nice little character here where they call it the hero's quest where the hero you got there, they're this larger than life person. They get this they're calling that they want a hero we want you to come and do this and then hero turns it down and then there's some leverage that that makes the hero have to take the take the challenge and then he gets and takes the challenge. And then he falls and you think oh no he's out you know think of Rocky movies or whatever. And he down and out the heroes not going to make it and then when he rises from the grave, you know Batman rises.

Joey Myers 23:42

And so that movie was really good for me because it was baseball obviously. It was Tom Selleck. I like him, especially back in the days and Magnum P.I. And you get that whole hero's quest hero's journey in that movie, and at the end, you feel good. You're like, yeah, he was really struggling. He couldn't hit you know; he gets shipped off to Japan to go play baseball, and he hates it at first because he thinks he's too good for it. And then he ends up falling to the bottom. And then finally he does the drills he does. He worked on his swing to get back. And then pretty soon he had the Major Leagues want him back. But he's like, No, no, I'm having too much fun here, type of thing.

Joey Myers 24:14

And so having a movie or documentary or something, hopefully, baseball related but one conversation I had with Daniel Robertson was, who played in the big leagues for I think, five years or so and then played a bunch pro ball. He was talking about the climber movie on Netflix, the documentary. What was it called? free, free. Free solo. Yeah. So having a movie or documentary that really kind of takes you through that emotional roller coaster, but at the end, it always has like a good feeling with it. Very cool.

Joey Myers 24:51

Well, any anything new that you're working on right now?

Anything new that you're Working on Right Now?

Dr. Tom Hanson 24:56

Well, not really. I feel like I've really been to the COVID thing and it's been great for me from a learning standpoint, I've really taken off and learned a ton of new things. And I am really excited about the work I'm doing. I do a lot of stuff with a thing called psycho sensory. We're actually clearing out the path. So the path is for me to put it this way, is to clear out the path because we bring so many, so like if you're 0-for-10, you tend to bring that to the plate with, we know that you go into a new count 0-0.

Dr. Tom Hanson 25:40

You know, it seems like you go up with two strikes, but it's really 0-0. It's really because you're bringing your past with you that really were really geared... Really, I think depends on what we think of the future and we think that the future holds more of the past, and so it's really so much fun like the Big Leagues for me, is working with someone's belief systems, and clearing out negative past experiences and to free the person. Because remember, it's all about freedom.

Dr. Tom Hanson 26:16

And if there's stuff... I have an interesting quote, I got in touch with him this morning, he works with a lot of athletes. And he said 80% of the athletes that he's worked with, he ends up suggesting they go to see a counselor because there's been so much trauma and so much stuff in their past that ended up getting in the way of their performance.

Dr. Tom Hanson 26:42

And so that to me like if I'm if my work to work with one on one and I'm also just launching a new group program because I'm now wanting to just go no holds barred with it. What I'm into, and some of the

stuff pushing the boundaries really haven't talked about it much here. Because they want to give people practical things that people can put into action. And that's what Heads Up Baseball is. And but to me, if I got an hour with him, we'd spend 15 minutes on the belief system on their identity. And clearing out things from their past that are limiting them in their performance now.

Dr. Tom Hanson 27:27

And then we'll spend a few minutes on the future about cleaning their future. And then the last five minutes, maybe 10 minutes talking about the competitive package. What are you going to do between pitches? That's mostly Heads Up Baseball. Okay, what are you going to do on this field, and that's a great tip that the new the big stuff is the belief system.

Dr. Tom Hanson 27:52

And so I do a lot of work with that. So super excited about a program have got three people in it in. And, you know, whenever it's out there, the more you know, it'll be unfolding. But in terms of what am I excited about? That's what I'm excited about. It's really having a structured program that teaches people more like a more like a core. It's often my one on one stuff, it's what are you working with now and what's going on, and I work with them, but then we can be linked into it. And there's fundamentals that I haven't trained them and they haven't caught the, you know, come up with yet.

Dr. Tom Hanson 28:37

So this is a more like a structured coaching group coaching course, that people can take. So I'm excited about that.

Joey Myers 28:45

What a great point. Yeah, the idea that you're walking up to the plate with an 0-2 count, but it's actually 0-0, or it's the baggage that they're bringing with them. And I've felt that in my playing days, I remember walking up to the plate beginning of the game and I mean, you get all the buzz about a pitcher. He's really good. He throws really hard. He's got good stuff. And Yeah, you feel like you walk up there 0-2.

Joey Myers 29:05

And like you're saying with this program that maybe you can if you if you want to share any links to resources for that, send that send those to me and I can include those in here with this, but I can look at that great. I think that's a great program and you know, simple nothing super complex about that. You just like you said, you're looking at the past some things in the past that maybe are blocking you, you can't look at them, you know, how you feel your future is going to be and then what are you going to do right now to compete.

Joey Myers 29:33

So I, in a nutshell, probably could take both of those books as big books full of a ton of great, great information and knowledge and expertise. And that's pretty much what the Heads Up Baseball did for me, you know?

Dr. Tom Hanson 29:47

Yeah. Yeah. So and I'm, I'm getting into technology. I've got this headband that just had its own two days really, that measures my brainwaves so that I'm able when I'm meditating, I'm getting instant feedback, you know, like, and until I'm able to, to get the training to a whole other level. It's like getting feedback on a pitch or on a ball that you hit, where it went like on a HitTrax kind of thing without instant feedback. What happened and now I'm doing that with the medication.

Joey Myers 30:20

Interesting. Well, we may have to may have to talk on another call. Because I got some ideas kind of along similar lines. So we'll have to talk about that for sure. I'm very interested in that right now as well. So last, last question, where can we find you? Where can we find more info about you?

Where can we find more about you?

Dr. Tom Hanson 30:38

Well, the best place to go, where I'm just now and great because it motivates me on the more to put DrTomHanson.com as a hub that can spin out to I'll give you a couple here, but DrTomHanson.com. It's in progress but it's there, but it's got a good way to go. But there are links there to get to other places for Heads Up Baseball, is HeadsUpBaseball2.com, number two, and can get Heads Up Baseball the book.

Dr. Tom Hanson 31:15

There's also a compete program which is designed for coaches to be able to, to get it and send email, video access to the trainings for one video per chapter of the book. So it's essentially like I teach Heads Up Baseball to the group and they can talk to the team and they can watch it on the phone. So I love that we have tremendous feedback from people on that.

Dr. Tom Hanson 31:40

And Play Big Baseball. PlayBigBaseball.com it's where you can get that Play Big.

Joey Myers 31:49

Cool. Well, hey, I think Yeah, appreciate your time. I know you're busy guy like you said, you're a learner like I am and it probably seems like there's so much stuff to learn and not enough time in the day.

Dr. Tom Hanson 32:00

I know, I feel like I'm just, I'm just coming online. And I'm excited about what I'm learning. And that's what I would I guess I would wish for everyone. It's not going to be so thick. I've been in the mental game since 1985. And I feel like I'm just starting to get some things figured out. And so don't feel bad if it seems complicated. Just enjoy the learning process and, and, and be curious. Rather than that you know it all.

Joey Myers 32:32

Right, keep peeling the onion. We're brothers from a different mother, brother. So I think he's had appreciate all your time. And like I said, we'll have to touch base about some of that other stuff. But I think it was a lot of good info that players can put into action just right now. So thank you for your time.

Dr. Tom Hanson 32:49

You're welcome. I've been going I thought of you yesterday the... My guy that I go to bring my family to body work guy... and right on the top of the table is Anatomy Trains.

Joey Myers 33:03

Tom Meyers probably somewhere along the family tree but I'm not related.

Dr. Tom Hanson 33:09

Understood, understood, but I know that that's key stuff to the approach which I love.

Joey Myers 33:15

Very much. All right Tom Hey, thank you brother and keep up the good work and we'll definitely keep in touch we'll see if maybe we can get a couple links for these guys to send your way.

Dr. Tom Hanson 33:25

Right on.

Joey Myers 33:25

Alright Tom.

Dr. Tom Hanson 33:27

Thank you.

Joey Myers 33:27

Alright, bye