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2023-04-12 Pit Stop Alison Larkin.mp3

DATE

April 15, 2023

DURATION

1h 1m 55s

4 SPEAKERS

Karen Commins

Anne Flosnik

Alison Larkin

Craig Abbott

START OF TRANSCRIPT

[00:00:01] Karen Commins

Well, it is just after 2:00. And so we'll go ahead and start. I want to welcome everybody to the Pit Stop. It's your fortnightly midweek rest area to refuel your drive. I'm Karen Commins. I'm an audiobook narrator and the chief cartographer for NarratorsRoadmap.com. And I'm your host for Pit Stop and with me in the copilot seat is my fabulous friend, an award winning audiobook narrator Anne Flosnik, who you might know, hosts the Narrator Uplift show on Clubhouse. I missed you at the picnic a couple of weeks ago, and I'm glad you're here today. How are you?

[00:00:36] Anne Flosnik

Oh, I'm great, thank you. I'm delighted to be here with you and Alison.

[00:00:40] Karen Commins

Yeah. Anne, for those of you who were with us last time, we had a picnic with the audience, and Anne couldn't be with us that day because she was at her movie premiere a long ago one.

[00:00:51] Anne Flosnik

But it was fun. Yeah.

[00:00:54] Karen Commins

Well, she was the star. And so a star. She was walking the walking the red carpet while we were entertaining ourselves. But every other week we do this on Pit Stop -- audiobook narrators who do more than narrate pull into the Pit Stop and they are sure to inspire you to follow your interest and use all of your talents and gifts. And I want to let you know this conversation is being recorded so you'll be able to relisten or catch parts you missed. Feel free to comment in the chat and raise your hand in the app if you want to be part of the conversation, because we'd love to hear from you. And thanks so much for joining us today. I am super thrilled to welcome Alison Larkin to the Pit Stop. Alison is a comedian, audiobook narrator, producer and the founder of Berkshire based audiobook company Alison Larkin Presents, which is pinned in the app. You can go to her site. She's also the bestselling author of *The English American*, an autobiographical novel about an adopted young Englishwoman who finds her birth parents and true love in the United States, which sprang from her one woman comedy on the subject. Her new autobiographical one woman show, *Groucho*, a comedy, will premiere Soho Theater in London the fall of 2023 and will be filmed as a TV comedy special for 2024. We cannot wait to hear about those things. Allison has narrated over 200 audiobooks, including the complete novels of Jane Austen, and for news and giveaways do visit [Alison Larkin presents.com](https://AlisonLarkinPresents.com) and sign up for her mailing list. So welcome to the Pit Stop. Allison. I'm so glad you're here.

[00:02:43] Anne Flosnik

Well, it's so, so lovely to be here. Hello.

[00:02:48] Karen Commins

I'm curious how you found your way to audiobooks because I saw on LinkedIn that you you studied English and drama and you were first for TV and radio drama. So what were you planning to do? What and then what was your path and how you got to audiobooks?

[00:03:07] Alison Larkin

Well, it was an unusual path. I was I trained as an actress in England. I went to drama school and was acting in plays in the UK when in my mid-twenties I found the birth mother that I'd been looking for and wondering about all my life. I was raised and adopted at birth by an English couple who were living in Washington, D.C. at the time and was raised in England and Africa. And then I found my birth mother. And where was she living? But Bald Mountain, Tennessee.

[00:03:48] Karen Commins

This sounds like you lived there yourself. So, I.

[00:03:53] Alison Larkin

Mean, so I moved to New York City and became a stand up comic because what else do you do? So I. I wrote a show, a one woman comedy show, which blended stand up comedy and theater. I'd been a classical actress and a playwright in England and a stand up comic in New York. And I thought, Hmm, what if I was to blend these two forms and create a show that's half standup, half theater? So I did. And it was I played myself, my American birth mother, who sounded very like this, and my English mother, who was her diametrical opposite in every single way. And I did something that hadn't been done before, which was I. I told a story of what it was like for somebody from a really happy adoptive family to need to know the truth about the people she came from. And I figured out if I could do it through comedy, if somebody said it may have been Oscar Wilde, it may have been Dorothy Parker. Same thing. They basically said, if you want to tell people the truth, make them laugh first or they'll kill you. So So I wrote this one woman show. It became a hit. It led to Hollywood and all sorts of exciting things, like I was going to star in my own sitcom with ABC and CBS and blah, blah, and then I wrote a book. And this is going to answer your question. When I had children, I thought, okay, I don't really want to be anywhere near Los Angeles because to quote my comedian friend Argus Hamilton, the philosophy is I may not be much, but I'm all I ever think about. So So I took the kids. That's a quotable quote.

[00:05:41] Karen Commins

For a t shirt. It really is good.

[00:05:43] Alison Larkin

It's very August Hamilton And we came back east and then I had these children and I didn't want to spend my evenings in the comedy clubs. So I thought, I know I'll write a novel. And about an adopted English woman who finds her birth parents in the United States, which is based on on the show. And I narrated the audiobook for Audible and Audible, heard that I could do any accent. And they said, Would you be interested in narrating an Australian book? Can you do Australian accents? I said, Sure can. So I did three Australian books for Audible, and then they kept hiring me to do more books and suddenly I thought, Oh, wait a second, you mean I don't have to do any work? I just get to sit and read other people's books and don't have to write my own. This is much easier. And that's how I got into audiobooks.

[00:06:40] Karen Commins

And when was this? What about what time? What time was this?

[00:06:45] Alison Larkin

We're talking My book was published in 2009. Okay. And Simon and Schuster published it and it it became a bestseller. And then it I was doing I wasn't doing that many audiobooks. I mean, I was just I was living in New Jersey at the time and popping in and out of the Audible studio at the time. And I would, um, I would narrate a few books. And then I really started in about 2012 after I'd moved to the Berkshires with two children, which is an area where you really cannot make a living unless you're a writer. And I wasn't writing, so. When Cantor called me up and said, If you will promise us 15 audiobooks a year, we will set you up with a home studio. I said, Fantastic. So remember the guy from Tantor coming to my house in the middle of nowhere where I'd just moved with my two children, having just left my husband. And this guy, very nice man said, Well, the best place for you is probably going to be your closet. So I sat in my closet with my clothes, acting as a sound barrier, and I narrated all day, picked my kids up from school, fed them, put them to bed, narrated all night. And and and that's how I really got into it.

[00:08:14] Karen Commins

Anne you had that Tantor system too, right? They came to your house, or did they just expected you to set it up?

[00:08:22] Anne Flosnik

No, no, no, no, no. It was all over the phone, like the fairies over the phone or something. I don't know. It was magic. I still don't know how it all worked out, but it did.

[00:08:22] Alison Larkin

You mean you narrated over the phone? No. You're even more impressive than I thought.

[00:08:43] Anne Flosnik

Special Dispensation.Hotline.

[00:08:46] Anne Flosnik

No, Anne Flosnik is so good, she can narrate her own.

[00:08:51] Karen Commins

That's right.

[00:08:54] Alison Larkin

And not only is she a movie star, but.

[00:08:59] Karen Commins

Oh.

[00:09:00] Anne Flosnik

Well, thank you, Allison. But anyway. No, no, no, no. They set me up over the phone with instructions. You know, this goes to that. And. Wow, the pieces. They sent the computer tower and they sent the. Well, I shouldn't really say too much, I suppose, because that was a proprietary thing at the time. But anyway, they sent all the bits and bobs, including the microphone, and told me what to do. Wow. Well, you see, you.

[00:09:27] Alison Larkin

Must be now. So now we also know we're going to add, add technical whiz to your list of talents, because.

[00:09:36] Alison Larkin

I couldn't figure it. I said, no, no, no, you're going to have to come because I'll cry. I won't be able to do this. And they did come. I think it's very impressive that you did it, Annie.

[00:09:47] Anne Flosnik

No, no, no, no, no. Well, you. You're the big technical expert. I know absolutely nothing. No, but, I mean, it was just. It was. Nobody was going to come as far away as I live. That's true. No, they're very, very patient. And, you know, I have found that IT people especially, they just have a way of very calm and nobody's going to die. And you just put this into that. No, really, you know, and it you just follow the steps and it doesn't judge. You just, you know, you put A to B and press C and, you know, I wrote down whatever they sent and then they had extensive instructions, too. So, you know, any chump could do it and I did it.

[00:10:27] Karen Commins

Well, well. And as somebody who worked a lifetime in IT, I love hearing you say, yeah, it people say nobody's going to die from it. It's going to be okay. Because if I had a nickel for every time I said that, it would maybe get me a meal, I'm not sure. But anyway, so you you were doing audiobooks and were you were you doing other kinds of voiceover work too, or were you just all in on audiobooks?

[00:10:54] Alison Larkin

Well, me, yes.

[00:10:56] Karen Commins

Yes. You're the interviewee

[00:10:58] Alison Larkin

I'm sorry to hear that.

[00:11:00] Alison Larkin

Okay.

[00:11:01] Alison Larkin

Yes.

[00:11:01] Alison Larkin

Well, I have moved to the Berkshires with two children, and I didn't have time to think, so I was. I was delighted to have a lot of work from Tanto Tanto with the people who really stepped up first. And then once I, you know, I'd started working for them, I was just doing audio but couldn't be bothered. I hate auditioning was so tedious I just didn't want to do it. I mean what I liked was these people would call me up and say, Would you like to do this book? Alison? And I would say, Yes, please. And it was that we all want Yes, But I didn't I didn't want to have to do I mean, I had been a voice. I did a lot of voiceover in LA, and I did the voice.

[00:11:45] Alison Larkin

Of Pauline in Pauline's Perilous.

[00:11:47] Alison Larkin

Pyramid for PBS. And I did I was a voice in there was a big cartoon called Mike Lu and.

[00:11:56] Alison Larkin

Og, and they played the voice of a character who had a lot of interest in learning Latin, which, as I'm sure you can imagine, was very popular with American youth.

[00:12:12] Alison Larkin

And did a lot of voice work. And I used to do kind of dubbing, seemed to I was going to be the new Lisa Simpson when they all went on strike. They they actually were going to cast me as Lisa because I was able to mimic her voice. And at the I had the right pitch and the right tone. And so I'd done all the voice stuff in LA, and I just want I really just wanted to hang out with my kids, truth be told. So I thought, well, the auditions are all so ugh. So no, I just sat there and narrated whatever Tantor sent me. And then Macmillan heard about me and then and then other publishers and came along and. And so that was how it kind of happened.

[00:12:56] Karen Commins

Yeah, we all wish we had that kind of magic pixie dust where they would hear about us and they come to us and we don't have to audition. It must be nice.

[00:13:06] Alison Larkin

Well, Anne's the same mean and standard. Yes. And you won awards and everything and you're very, very good. And and I mean, you had lots of romances with them. I don't mean literally.

[00:13:23] Karen Commins

You might want to rephrase that. I happen to know she's been married very happily for over 35 years. So I don't think her husband would like what you just said. No, I mean, I'm sure I wonder how.

[00:13:40] Alison Larkin

Many of them there are now at Tantor.

[00:13:45] Alison Larkin

Oh, half a dozen or so, I would think. Well, you.

[00:13:49] Karen Commins

Know, recorded books has bought Tantor along with a bunch of other companies, and then they're doing casting for other companies. So. Right. Right. You know how they know? I mean, to have so many different imprints that they're dealing with, that would be a logistical challenge in and of itself. Yeah.

[00:14:12] Alison Larkin

Well, yeah. So, I mean, after that, though, I decided to set up my own production company. So once once I mean, I really loved narrating, but I also, um, I knew I could do Jane Austen really well. And I on a hunch, I thought, Let me just see what would happen if I produced and narrated Pride and Prejudice and produced it myself. And I did. And it, it, it sold. I mean, it really sold. So I thought, Oh, I'll do Emma. And then I started to do other books to begin with in the public domain, then not in the public domain, and then thought, Oh, I don't want to do all the work. So I would hire really talented people, only like really good narrators who I loved and built my company, which started in 2017, and now we've just produced our 98th book and we've won 14 earphones awards and fantastic. And then during the pandemic, I had this I mean, it was all so awful, wasn't it? And I was thinking, you know, we audiobook narrators and writers are used to being completely isolated, but people who actors aren't. And I suddenly thought about all the actors that were around me who were, you know, quite depressed, disconnected. And I thought, Right, okay, then I'll produce Moby Dick. So. So Cecil B de Larkin calls. Calls up Johnny Epstein. Epstein, who is an absolutely fantastic actor because I just knew on a hunch he was the guy. And he actually drove up to the Berkshires from Florida in the pandemic with a knife in his car, by the way, because he didn't want to stay in a hotel in case he got COVID.

[00:16:11] Alison Larkin

So he slept in his car and he had a knife by his side just in case anyone attacked him. Very exciting. Anyway, he came up and he gave the most brilliant performance of Moby Dick. I mean, he was superb. And then I forgot all about it. And then it was an Audie Award finalist along with Harper Collins and Macmillan and for for literary classics and fiction. It was huge. So I've sort of got to this place now where I just I seem to know what's going to work. People give me money to produce books and I'm and we're growing and we're now going to grow even more. And actually, I'm going to throw out to the narrators out there because you're all brilliant. If you have a book that you really want to do, it doesn't have to be public domain at all. It could be an original piece of writing. It could be something that you can get the rights for that you think we could get the rights for. Let me know because we have we're expanding and I am passionate about working. I just think that, you know, I love working with really gifted people. And we've got more. You know, there are various people working with me now. And and I just think we should expand as far as we can go. Why not?

[00:17:26] Anne Flosnik

Um hmm.

[00:17:27] Karen Commins

Well, I like how you think, but. But when you when you talk about the rights, would you be looking for the narrator to have acquired the rights or you're saying come to you with the idea and maybe you could acquire the rights if.

[00:17:40] Alison Larkin

If I love it, It's such a pain. Acquiring rights, as you well know.

[00:17:44] Karen Commins

It's a slog.

[00:17:45] Alison Larkin

I mean, it's a slog.

[00:17:46] Karen Commins

And you can even get an answer sometimes, even just that's the hardest part.

[00:17:50] Alison Larkin

But if the narrator has got the rights. Absolutely. If I love it, we'll do it. We'll find a way to do it if we can. But if I mean, we don't have a right to department. But if anybody out there is listening and would like to be our rights department, shoot me an email because, you know, why not? You know, if somebody knows is good at that. But we've had I mean, we've got the right system. Fantastic books. Oh, God. There was this book in England called Jessica's Ghost in England and called Friends for Life in the US. And it was a beautifully written book about teen suicide, which sounds grim, but it wasn't. It had lightness and humor, and it was encouraging kids to connect with one another. And it was about love, really, and it was a really important book. And the guy had seen my comedy and we met and said, Can we do it on audio? He said, Absolutely. And so I'm actually quite excited because everything that's happening for me with the comedy that I'm doing next is going to, I think, have more and more authors come to us and say, Yes, you can do our book because we like to do it really, really well and. We care about it and we promote it properly. Not that I'm saying the others don't, but we. We take extra care, I think.

[00:19:06] Anne Flosnik

How did you learn how to do all this? Alison? Well, being I think if my memory serves me correctly, you are one of the first and one of the most successful narrator publishers. You ran with this very early. Well, you know, I just.

[00:19:25] Alison Larkin

I just did it because it seemed pretty. It wasn't rocket science, and I just did it. And I didn't know whether it would whether I'd pull it off. But to be honest, I had to do it because I don't see why I should keep this quiet. My husband had lost all my money, my husband, my husband now. And yeah, I mean, I'd made a lot in Hollywood and I was going to have my own TV show twice, and I'd had this big bestselling book and all that stuff. And then sadly, it turned out that he wasn't very good with money. He wasn't a bad man. He just was not good with money. So I was in the Berkshires with two children who I had to support on my own. So sort of necessity was the mother of invention, so I knew I was making a certain amount, as are we all when we were hired by Tantor or whoever it was. But it wasn't a huge amount. And I thought, I've got to find a way to make more money. And then as I did, I would just put the money back into the company and keep growing it. And I just I have a knack for promotion, I think. And, you know, it's it's, it's doing well. I mean, and I'm just very excited because a couple of people who've seen what I'm doing are saying, we'd like to give you some money to keep doing more books. And I'm going, thank you so much.

[00:20:46] Karen Commins

And come over here and sit by me and let's talk.

[00:20:49] Alison Larkin

So now it's like a question of what? And I really want to bring things into the world that will make it better. What does that mean? It could mean many, many, many things. But I will I'm not going to bring in I'm not going to bring in a book that has a mean spirit. I'm not going to bring out a book that makes people feel worse than they did when they started listening to it. And but that could be anything. And so it's pretty broad umbrella. And that's sort of where we're at. We're at the brainstorming stage right now. It's quite an exciting place to be, actually.

[00:21:20] Craig Abbott

Well, that.

[00:21:21] Anne Flosnik

Goodness gracious.

[00:21:23] Karen Commins

I'm still back on your comment. If somebody wants to be your rights department because you don't know this, but I, I actually love researching rights holders. People come to me about I mean, sometimes I'll even ask them, well, you know, what's the name of the book? And let me see what I can find out. Great. Because because I love doing that. But then I'm thinking, well, maybe I shouldn't tell her this because I'm already doing other things.

[00:21:48] Alison Larkin

No, no, no. I think you should drop everything else and just be my rights. But, you know, it wouldn't be that. It wouldn't be too much work. I mean, it would only be I'd have to really love a book if a narrator listening today came up with a book that hasn't been done yet. I mean, I would if I'm in love with it, if I feel this is something we should be doing. And you love it, too, then Absolutely. But it's not going to be every book, you know, it's not like there'd be ten books to get the rights for tomorrow, but that would be amazing. Mind you, they say if you want something done, ask the busiest person. A busy person. Yes.

[00:22:28] Karen Commins

But you you would really need to work with an attorney, though, to draw up a contract. I mean, I might be able to find, oh, I have the person or the path in to talk to them. I have that. But. Oh, well, good. I mean. And what other help do you have? Do you have an assistant, like a virtual assistant or a physical assistant or are you doing everything yourself?

[00:22:52] Alison Larkin

I think I must have about maybe 9 or 10 people working for me, but they're all remote because thanks to technology, they so. So it's just me and my trusty assistant, Charlie, who is a dachshund, a rescue dachshund in the house. And my kids are now in college. So I don't have I don't really need one, but I do have people absolutely working for me doing various different aspects of of the business and doing it beautifully. And I'm always on the lookout. I was very exciting to go to APAC this time because I, I was wandering around listening to people's voices. And as I in fact, one of them is here, Craig is here. And I heard his voice and I'm going, Oh my God, he's perfect for a project I have coming up. So I introduced myself to him rather boldly and listened to him a bit more as he was chit chatting about how noisy the room was because they always are at a pack. And then I thought, Oh yeah, so when the time comes and the material is there, I mean, that's what that, that's exciting. I love coming up with mean new, new. In fact, I found four voices. I can't tell you who they are yet, but but four people. And we've got projects beginning to roll since APAC. So it was quite exciting.

[00:24:09] Anne Flosnik

Wow. Wow.

[00:24:10] Karen Commins

So obviously they know who they are.

[00:24:12] Alison Larkin

Well, one of them doesn't know he's got the job yet. And another one is is a woman from another country who who is on holiday. But she but she will know soon enough. But yeah, no, it's good It's it's exciting. And the thing that, you know, I'm trying to balance though I mean I think, you know, you mentioned in your introduction that I have been away from audiobooks. I mean, wasn't away from audiobooks, but I didn't do a huge amount in the last year and a half. I had a tricky pandemic because my fiance, who was from India, died suddenly and and tragically. So I then was, you know, we all were. I mean, what a traumatic time it was for everybody. And so my way of processing the impossible has always been to write about it. So I disappeared for a year and I wrote Grief the Musical, a comedy, because I had experienced something really unexpected. I had assumed that if I lost the love of my life, I would be wanting to crawl under my bed and never come out again. And instead I found that I wanted to live more fully than ever before. And it was it was something that grew and grew. And I had met Archbishop Desmond Tutu in 25, 2005. A friend of mine was making a film about him, and I met him over I met him at a dinner and he actually it was quite an interesting story. I was sitting at the end of a table and Tutu was at the end other end of the tables sitting next to two very, very impressive young men who were impressing him and telling them all about their achievements.

[00:26:11] Karen Commins

As impressive young men are wanting to do and.

[00:26:15] Alison Larkin

The emphasis on the word men. But let's let's not be sex anyway. Sorry, chaps. But anyway, not all of you. But. So there's Tutu at the end. The table and he says he stops them talking and he says did not win the Nobel Peace Prize. To listen to you two going on and on and on about how great, really, while you completely ignore the young woman at the end of the table. So so Allison tell us about you and said are right. Um. Hello. I said well I was adopted and I came to America to find my birth mother and I do voices because I can do any accent. And he said, Can you do Margaret Thatcher? And I said.

[00:27:02] Alison Larkin

What you.

[00:27:03] Alison Larkin

Want.

[00:27:03] Alison Larkin

To do. Desi, I got what you need. You know I got it. All I'm asking is for a little respect. Sock it to me. Sock it to me. Sock it to me, sock.

[00:27:18] Alison Larkin

And he cracked up, and then he said, I want you to come with me for two days. And I hung out with him for two days and we just cracked each other up. And then and then he said to me something. At that time, he said, I want you to remember something. I can't control what happens to me, but I can control how I respond to it. So flip forward 15 years and this wonderful man who I had literally just agreed to marry three days before dies suddenly. And I remember Tutu, I couldn't. I kept thinking about Desmond Tutu, and I contacted the friend who, you know, had introduced us. I actually found an audio book which I highly recommend called The Book of Joy, which is the Dalai Lama and Archbishop Desmond Tutu with Douglas Abrams. And it was I would listen to it on a loop at night and wake up and listen to one of these two great spiritual leaders talking and go back to sleep. Anyway, long story sort of short, I this woman who had introduced us said, you have got to tell Desmond Tutu what you just told me about this, this this remembering of what he had said to you.

[00:28:38] Alison Larkin

And and I told him, I said this great loss has happened, but I feel a tremendous joy and a desire to live more, not less, to love more, not less. And I don't know what it is. And he wrote back and he said, Allison, you've got to tell this story. And I wrote back and I said, I can't write another book. I really can't. I just can't. He said, So write another show, tell jokes, write songs, but tell it because many people to whom this would have happened would condemn themselves to a life of despair. And you can bring hope so. And then he died. So I kind of had to do it. I mean, you can't promise Desmond Tutu something and then not do it. So then I followed through, did the show. It sold out in the US and now that's it's going to London in the fall. And then we're doing the comedy special in 2024. So there's that going on at the same time. But I think it'll be very good for the audiobooks because in interviews and things I'm sure I'll be talking about the audiobooks as well. So it'll, it'll be good for both sides of what I do.

[00:29:46] Anne Flosnik

Cross pollination. Yes.

[00:29:48] Karen Commins

Well, and the incredible story is so inspirational. Absolutely, yeah. That people will definitely want to learn more about you and your other work just even from that story. That's such a and I don't use the word amazing lightly. I mean, people will say, Oh, that dress on you is amazing. No, it's not amazing. So if I say something is amazing, it really and truly is. And that's what your story is. This this meeting with Desmond Tutu was extraordinary.

[00:30:15] Alison Larkin

Yeah. And and what it is and where I'm at now is the reason I've sort of disappeared from audio for about a year. I mean, we produced, but not. Not as much. I'm back, but I've just I'm literally just finishing a book called Grief the book a comedy, which is the story. It's it's and and that is we've had some some interest from publishers and that sort of thing. So I'm just I'm doing that at the same time. But I just think, come on, we all learned something in the pandemic and what we learned was don't waste your time. And, and and that's that's what I feel. We could all be dead tomorrow, so don't waste it. What do you want to do with it? Oh, wait a second. Maybe we could make the world a bit better. How? Oh, wait, We could do good work as artists. We can do good work, and we can bring good things into the world that didn't exist before. What a unique position we're in. So I'm. That's sort of where I'm at right now.

[00:31:18] Anne Flosnik

Wow.

[00:31:20] Karen Commins

Well, and I know you worked with somebody to write music for Grief.

[00:31:26] Alison Larkin

Yes, I did.

[00:31:28] Alison Larkin

Well, I was sort of I mean, I was sort of going, oh, God, I don't want to do another one person show because it's a bit like being in the booth. You know how it can be lonely in the booth. And I thought, I don't want to be on stage on my own. And then I thought, Aha. I and I remembered Gary Shriner, who wrote the music for my first show, which was not a musical. Neither is Grief the musical, by the way. I just liked the title. But still, there were a couple of songs in it, so I called him up and Gary's one. He's an Emmy Award winning composer, and he's worked with everyone from Elton John to Yoko Ono to Joan Osborne, and he's played at Carnegie Hall. And he's if you if you think you don't know him, you probably do. He's he's brilliant. And I called him up and I said, look, would you if I can come up with some lyrics, would you please write some music? And he said, yes. And I drove to New York and I went six times in total. I'd stay over and we'd work on on. I think there were 6 or 7 songs in the show. And each song sort of, sort of, um, really kind of crystallized what I was trying to say.

[00:32:37] Alison Larkin

Because I think in a song you can do that. And so he was amazing. And what I started with was like, Where do I start? Like, where do I start? Ah, what do I really want to say? And it was, Don't waste your time on things that you know really aren't worth a dime. Each day you get to choose how you will spend it. Don't waste a minute because tonight might end it. Don't waste your time. Turn. Turn off your phones. Stay close. Make love relax. Take break from the facts. If she dreams of Peru, tell her you will go too. Don't waste your time. And that was the message that I got, was like, Oh my God. So I think when Bhima died, I went straight into the present and I've been there ever since. It's been almost three years now. Well, it will be at the end of July. So it's a it's a unique sort of it's well, it's not that unique, but that's sort of why I did it and why I wrote it, because we don't you know, this is it. This is it. This is our time. And and we don't want to waste it.

[00:33:49] Anne Flosnik

No, nothing is promised or certain.

[00:33:54] Karen Commins

Have you thought about and maybe you already are doing this, but having sheet music sales to go, at least for that song, I think I'm sure you're well ahead of me on the game here, but I'm sitting here. No, I'm not. Know the melody goes. But I bet it's something I'd like to learn to play. Well, I'll tell you what.

[00:34:12] Alison Larkin

Once we've done the comedy special, then after that, I think. But think before then, we've got to kind of keep it a bit under our hats, but not really. But yeah, but we have it.

[00:34:23] Karen Commins

Have it ready at the time. You do.

[00:34:23] Alison Larkin

So maybe then I can have You can run the sheet music department right to.

[00:34:32] Alison Larkin

New department sheet. Sheet music. Karen Commins. I love it.

[00:34:39] Karen Commins

Oh, no, no, no, no. Because yeah, like I. I buy sheet music. I don't know how to make sheet music other well, other than, you know, making a PDF of it and putting it in my music app. Other than that, I don't. I'm not your person,

[00:34:58] Alison Larkin

But you're amazing. You have a gift, Karen, for thinking of things like that. I mean, you know, I've never thought of that. And you, you have a way of of, of thinking like that. So what's your story? How did you come to have that kind of thinking, which is not not traditional.

[00:35:22] Karen Commins

I'm not the guest here on Pit Stop. Come on. Okay, Well, anyway, maybe somebody can. I see people in the chat, Melissa, saying, Karen, you're hired again. And Greg Abbott says that I wear all the hats. So. So maybe that's all we need to know. I mean, you know, I just. I mean, I don't mean to be rude, but I don't. I don't want to take time to talk about me because I'm wanting everybody to hear about you. But just real quick, in answer to your question, I mean, I've just always been logical. Like I said, I've worked over 25 years in IT. I have, you know, Bachelor's in journalism, Master's in computer information systems. But aside from that, I've just I Mark, maybe it was I minored in marketing in college. I've always had an interest in marketing. But beyond that and this is the honest truth, the beyond that my goal. And I don't really say this to anybody most of the time, but I try to add value to everything I do. Yeah. And with that in mind, like even when I mail something, I will put a \$0.01 stamp on it because I am adding value to it because.

[00:36:37] Alison Larkin

That's wonderful.

[00:36:39] Karen Commins

Um, and so that's where that comes from is just the, the desire to be helpful, the desire to add value and always loving marketing. So I guess those things coalesce into, you know, you could sell sheet music.

[00:36:55] Alison Larkin

Yeah, No, but you're very generous and you've done a huge amount for the audiobook community. And I think, I mean, this is the secret which of course everybody really knows, but we forget sometimes it's the thing, you know, that if you want to be deeply happy, then help everybody. I agree. Yeah, absolutely. And I think you know that. And I think I think I figured it out and I think it's true. And and you're amazingly generous, though. And thank you. So thank you. We all thank you because you always are. You know, if somebody has a question, you're the one who'll answer it. So, um. Thank you.

[00:37:32] Karen Commins

Well, thank you for those very kind, warm words. I do appreciate it. But I also know your time is limited with us today. And I want to be sure that if the audience wants to chat, we'd love to hear from you. Just raise your hands. And there's some questions that I have. Like I have what I call the Pit Stop Hot Seat. And so one question that I would like to ask you is if you went into the witness protection plan, what identity would you like to assume?

[00:38:04] Alison Larkin

Oh, would I have to? Would I have to assume another identity?

[00:38:09] Karen Commins

And I guess you could. You could even pick which voice you want to use.

[00:38:12] Alison Larkin

Well, this is the question.

[00:38:13] Alison Larkin

Will I be seen? I mean, could I be any accent at all? Or will I still look like me?

[00:38:22] Karen Commins

You could do whatever you wanted. You know, they they get. Plastic surgery if you wanted that. Or you could. Just what identity would you want to be?

[00:38:35] Alison Larkin

Well, you know, I did spend a lifetime searching for my biological family, so I would be able to integrate that knowledge into my identity. And I, I, I really like being who I am. But if I'd have to if I had to disguise myself. That's such a good question. I don't know. I don't know. I don't know. I think mine might like to wrap myself up in cloaks and and just wander around as a cloak person watching everybody and. And not being seen. How's that?

[00:39:18] Alison Larkin

What a waste. I don't know how.

[00:39:19] Karen Commins

You'd get your mail as a cloak person, but a cloak.

[00:39:22] Alison Larkin

Well, you know, you know what I'm talking about. And you know those cloaks that that people wore in England at school in the olden days? Yeah. Gray cloak. And I would wonder around and nobody would see me. That's.

[00:39:35] Anne Flosnik

That's a crime against humanity.

[00:39:38] Alison Larkin

It is. But can't be. I can't be myself. Right. So I don't know. I might. I don't know. I think I'd probably change accent every day. I might like one day say hello, mate, I'm going to be Australian and then we might be from Russia the next day and then we might. I don't know. I really it's a very good question. I don't I don't really have a very good answer for you. I might like to be a flier. Oh, what about a pilot? I could be a pilot and fly little planes and pretend to come from.

[00:40:09] Alison Larkin

A different country. And that might be fun.

[00:40:13] Alison Larkin

Oh.

[00:40:16] Karen Commins

Actually, there's nothing from stopping you. I mean, you don't even have to be in the witness protection plan. There's nothing from stopping you from doing these things. And in fact, I sometimes think that kind of question might reveal to us other things we'd like to try, but maybe we've held ourselves back. So maybe you don't want to wander around in your spare time. You want to take some flying lessons.

[00:40:37] Alison Larkin

Maybe I do.

[00:40:38] Alison Larkin

I'm so You know why?

[00:40:39] Alison Larkin

Because I'm scared of heights. And I think it's a really good idea to do what you're afraid of.

[00:40:46] Anne Flosnik

Oh, I feel queasy even thinking of it.

[00:40:52] Karen Commins

I can picture Anne's face with that. Whoa.

[00:40:55] Anne Flosnik

You're so brave, Allison. No, not.

[00:40:58] Anne Flosnik

Really.

[00:40:58] Alison Larkin

No. Oh, my.

[00:40:59] Alison Larkin

Goodness. Well, I don't know. You're only brave, actually. Maybe it's brave if you are afraid. There's a line I wrote in my book The English American. My birth father in the book says There is no.

[00:41:12] Alison Larkin

Courage without fear. And that's.

[00:41:16] Alison Larkin

True. That's true because you can't be brave if you're not. But you're not brave. If you're not afraid of doing something, then, like, it doesn't scare me to go on stage. I'm sure many of you are the same. That's not scary. Going on stage in front of tons of people. Yeah, I'm a little afraid of having to have a clean kitchen.

[00:41:35] Alison Larkin

It's all relative.

[00:41:38] Craig Abbott

Yeah. Yeah.

[00:41:40] Karen Commins

Well, we won't. We won't talk about your kitchen at the moment. No. Good. What? I saw this question the other day and I thought this was kind of an interesting thing if you were a postcard. And of course, I like this because I like postcards. So if you were a postcard, what would it depict?

[00:41:58] Alison Larkin

If I was a post card. If you were a post. If I. If it was my ideal post.

[00:42:03] Karen Commins

No, if you were the post card. Mhm. Would you depict.

[00:42:09] Alison Larkin

Tigger.

[00:42:09] Karen Commins

Tigger and you picked that because.

[00:42:13] Alison Larkin

I tend to bounce. Ah I'm very enthusiastic.

[00:42:19] Alison Larkin

I've got a lot of energy and, and I'm very cheerful on the whole thank goodness. Very lucky actually to have a cheerful nature. So I'd probably say I would be be a bouncing Tigger.

[00:42:36] Karen Commins

I think that's a great idea and a lovely idea, and it just makes people want to hug you, which that would be nice in person. That's what we we we're bound to do.

[00:42:47] Alison Larkin

Yeah, that would be great. That's the one thing that I find hard about our profession. You know, we we're all sensitive people. If, if if we weren't, we wouldn't be good at what we do. We're sensitive. We feel things deeply. Therefore, we can interpret the books that we read. And actors on the whole tend to be sensitive. Writers tend to be sensitive. You have to be because your nerves are almost on the outside of you. I think they have to be in order to create the work. And and because of the nature of audiobook narration and this is, to be honest, one of the main reasons I've moved into producing as well. It's so isolated being on your own in front of a mic. And I love I love connecting with other people and bringing them in. And so I think that's it's, I think we should all get together much more often, but this is certainly a lovely way to do it.

[00:43:45] Karen Commins

Yeah, we've really been enjoying clubhouse. When I say we, I'm meaning Anne, too, because we co-host for each other. And so we're doing this every other week, each of us. And um, it's great, you know, the conversations we've had have been very free flowing and informative and entertaining, and then the audience gets to join in. And by the way. Audience you still can. Our clock is ticking, and we won't have Alison much longer with us today. So definitely we want to hear from you. If you want to say hi or have a question or comment. So you don't really have a roster though, right? You don't have anything where narrators would just sign up to be considered?

[00:44:31] Alison Larkin

Not yet. I mean, I probably should. Hey, do you want to be the head of rosters? Three jobs?

[00:44:41] Alison Larkin

Because I get these.

[00:44:43] Alison Larkin

Emails and I listen every time to people who send me stuff. And I always know you always know when someone's got it. And then I really do need to have to put them in one place actually. So rosters are jolly good. It's also a very grown up word roster. I like it. Yeah. Committed, but not yet. You know I don't I'm not producing we're not producing enough yet to warrant a roster that's going to change in the next year or two we'll be we're more doing a fewer quality productions than sort of masses of them So it doesn't really warrant a roster. But certainly if anybody, you know, feels in their, you know, feel, Hey, I think this is something I'd like, you know, someone you'd like to work with us then then email me and we'll we'll we will send it to we'll send you an email. Karen Commins keep track so much.

[00:45:44] Karen Commins

Wait a minute! I don't like how this conversation has turned. You're the executive producer. You're in charge of casting and so I think you should definitely be over the rosters.

[00:45:44] Alison Larkin

No, no, I have. I just I certainly also actually, I work with other people as well to cast sometimes. Um, but so far I've just been going on, um, on just gut and hunch. But how much longer I'll be able to get away with that? I don't know.

[00:46:12] Karen Commins

Well. And when your gut instinct and your hunches are telling you to hire the actor, that's going to get the Audie nomination on Moby Dick. I mean, can't argue with that. Can't fight that. Right. You know, that's.

[00:46:26] Alison Larkin

Well, it was also a huge risk financially because it cost me about \$20,000. I mean, you know how much it cost. It was a union actor. And we. It cost me a lot of money.

[00:46:36] Karen Commins

Oh, yeah. That's a long Book.

[00:46:37] Alison Larkin

It's a long book, but it's. It's doing really well.

[00:46:41] Alison Larkin

Great.

[00:46:42] Alison Larkin

Thank God.

[00:46:43] Karen Commins

And I remember the cover of it. It was. Yeah, I remember when I saw it. It was just so striking. It had that whale tail and. Yeah, that's right. You could read everything very easily. And it, you know, it wasn't cluttered up, but it was just like, yeah, there Moby Dick. And I thought it was just. Beautiful in its simplicity.

[00:47:04] Craig Abbott

Right.

[00:47:06] Anne Flosnik

So just for the audience, Allison, are you a union signatory or was Moby Dick done under one performance agreement? We're a.

[00:47:13] Alison Larkin

Union signatory.

[00:47:15] Anne Flosnik

Oh, that's good. People to know. That's. That's fabulous.

[00:47:18] Alison Larkin

I mean, it's it's it's something we are at the moment. We're. Yeah. So I've only had union actors. I've only been able to, um, up until July of this year and we're going to have a think about it. We always pay union rates to union actors. So yeah.

[00:47:36] Anne Flosnik

That's very laudable. I do see that Craig has got his hand raised up to the sofa here with you.

[00:47:42] Karen Commins

That'd be great.

[00:47:43] Anne Flosnik

Yeah. Here we go.

[00:47:45] Craig Abbott

I think I did it.

[00:47:47] Alison Larkin

There you go.

[00:47:48] Alison Larkin

Hey, Craig.

[00:47:52] Alison Larkin

It says his mic's off.

[00:47:54] Karen Commins

Yeah. Oh yeah. You have to unmute.

[00:47:56] Craig Abbott

There you are. There we go. Hi, Chris.

[00:47:58] Alison Larkin

Listen to that voice.

[00:48:00] Alison Larkin

Listen to that.

[00:48:00] Alison Larkin

Voice.

[00:48:01] Craig Abbott

Come on. Do you think maybe.

[00:48:03] Karen Commins

That you told him to keep keep talking?

[00:48:06] Craig Abbott

Yes. She said, I'm looking for I'm looking for new voices. So keep talking. I want to hear your voice. So listen.

[00:48:13] Alison Larkin

To it. Listen to.

[00:48:14] Craig Abbott

That. How can you how can you say no to that? So, um, I was. I was curious, though, I, I was under the impression that Alison Larkin Presents had been around a lot longer than you're saying it has. So I'd like to hear more about what you're, you know, you're talking about in the next year or two and being very careful about what kind of portfolio you build. Can you talk a little bit about you mentioned Civil War to me. Can you and I know that mean you're known for English literary classics. So are you are you here to take over America? Is that is that. Well, I.

[00:48:55] Alison Larkin

Think so, don't you?

[00:48:58] Craig Abbott

It sounds like. It sounds like it.

[00:49:00] Alison Larkin

Well, it's really it's a good question. I mean, I've just I had a choice about it was four months ago I realized that I had brought the company to a certain level and I could leave it where it was and produce occasionally or build it. And I decided it would be much more fun to build it. So we are branching away from public domain and we're branching away. We're not just doing English books anymore. I'm particularly excited. I will tell you guys, I found this author, I discovered her, I got COVID, as did we all. I got it in January and I was really sick. And I read this book called Napton on Sea by an author called Sam Maxfield. And it was terribly funny. It was completely unique because it was writing about women in a in a in a totally different way. And it was set in a seaside resort in England, and I had a fever of 102. I picked up the phone, I called the author, and I said, I'd like to produce you to produce you on audio. And she said, Oh, no, I don't think I can afford to do that. And I said, No, no, no, I'm not asking you to pay me. I want to pay you and let me please, because it's really good anyway, that the first in the series, it's six books is coming out, um, in the summer and I think we've got a winner. I think I've found a great author that's we call us.

[00:50:34] Alison Larkin

We say not your ordinary, not your ordinary Audio classics. Classics don't have to mean that they're public domain or that they were written a long time ago. Well, they have to mean is they're really, really, really, really good. And I think I've found a classic comic voice. I'm very excited about it. So that that's the sort of thing we're looking towards. And then, you know, if somebody comes in and says, here's some money to produce a whole bunch of books about the Civil War, I'll do it. Thank you. Sure. Especially if I've got the funds to hire the best directors, the best team, the best, you know, make it really, really good. So I just want to do I just want to do really good work. And I'm talking with a number of people brainstorming ideas at the moment. What would be fun? What would be interesting? What what would sell and and how can we, you know, make, you know, come out with something that's going to make people feel better? It's not necessarily a feel good book either. It might be, I don't know, a mystical poet who nobody's heard of for a long time. But if you get the right narrator reading that and you promote it in the right way, it can it can have an effect on people because God knows we've got to counteract the nonsense going on in the world, don't you think?

[00:51:50] Alison Larkin

Oh, yeah.

[00:51:51] Craig Abbott

Yeah. So, so the other question I had for you would be about your opinion of the trend lately to have large casts of narrators in a book multicast.

[00:52:07] Anne Flosnik

Well, it's very impressive. I mean, I can't do it, but I think it's interesting. I mean, why not? And I wouldn't be against the idea, but it's it's more audio drama. And that's what they were doing at the BBC. And that's what I don't know how many of you, if any of you knew Bill Dufres, who was a great, great audio producer and and also a great human being. And he was he was doing it. I think it's I'm not doing it quite yet. But if Karen would like to run our audio drama department for John, I'm not closed to the idea. And actually we are going to be doing a play. Uh, we are. So we are, Yeah. What do I think? I think all power to them. Just please do something good. Please do something good. You know the place. Let them use the talent. You've got real talent. Then make it be something really, really good. And a lot of the stuff is. I just don't really have time to listen to it. Oh, I do have another piece of news which I forgot to mention. I'm not allowed to say which podcast company yet, but the announcement is coming in 2 or 3 weeks. I will be it'll be the Jane Austen podcast with Allison Larkin, and I'm going to be they're going to be using my recordings and I will be introducing each episode and interviewing people all over the place, which will be really fun and exciting. So I'm actually interested in in that world as well. I think the world of the the podcast world is very interesting as well, but mostly mostly audiobooks. And I think it's a case of we're going to feel it out as we go along. As the answer to your question.

[00:53:50] Anne Flosnik

What kind of people would you be interviewing in relation to your Jane Austen podcast?

[00:53:55] Alison Larkin

Well, I have some connections with some of the Colin Firth and some of the oh my gosh. Well, just I have some connections because I. Yeah. Oh, wow. Yeah, but but that's not confirmed yet. But there are other people, you know, some of those, those types but also fans, you know, and you know, Jane Austen is I know a lot about it her and I've I've got to know the Jane Austen community quite well. So that's that's a very exciting and I'll let you know, Karen, once I know when that's actually coming out. But it's not too far away. I think we're about a month away from release.

[00:54:35] Karen Commins

Because, I mean, you can tell Fangirl of Colin Firth over here. I mean. Yeah, yeah.

[00:54:39] Anne Flosnik

Well, he's still our hearts be still my beating heart.

[00:54:43] Anne Flosnik

Be still our beating heart. I know actually his.

[00:54:46] Alison Larkin

Brother.

[00:54:47] Karen Commins

You've been doing stuff with. I didn't mean up with the Jane Austen Society like I know you've gone and done readings there, and.

[00:54:54] Alison Larkin

Well, I'm 'm an ambassador for the Jane Austen. Yeah, it's called the Jane Austen Literacy Foundation. And it was founded by Jane Austen's great niece, fifth great niece. And what it exists to help refugees and others in literacy crisis learn to read. And so she's using the Jane Austen name to sort of help help kids mostly in India, actually. But there are also kids being helped in parts of the United States. And so I just that's something I do to sort of help promote that work, which I think is fantastic and important.

[00:55:32] Karen Commins

Well, that is. And I unless we have any last comments from the audience or from you, it's we're coming up on the top of the hour. And I know. Yeah, I'm okay with you.

[00:55:42] Alison Larkin

Till five past and then I've got to go. But it's up to you.

[00:55:47] Anne Flosnik

Put your cloak on. Right.

[00:55:51] Karen Commins

The invisibility cloak. That's exactly.

[00:55:54] Alison Larkin

That's exactly what.

[00:55:55] Alison Larkin

I must be thinking.

[00:55:56] Alison Larkin

About. The invisibility.

[00:55:58] Anne Flosnik

But if I can be anything you did.

[00:56:00] Alison Larkin

Say.

[00:56:01] Alison Larkin

That's. That's what I'd be. I'd be hiding behind the cloak, watching everybody.

[00:56:05] Alison Larkin

Oh, wow.

[00:56:09] Alison Larkin

Anyway, but yeah, so. But thank you so much for having me. This has been so fun. So you do this every two weeks?

[00:56:17] Karen Commins

We do. I have pit stop on alternate Wednesdays. And. And does. Narrator uplift on alternate Thursdays?

[00:56:25] Alison Larkin

But why is it called pit?

[00:56:27] Alison Larkin

Pit stop?

[00:56:28] Karen Commins

Because NarratorsRoadmap.com. You know, we have we have a pit stop. It's just a road allegory kind of metaphor thing for me because it's your midweek rest area to refuel your drive. So, you know, and it just ties in with NarratorsRoadmap.com. It's. Just marketing.

[00:56:47] Alison Larkin

I love it. It's great.

[00:56:49] Alison Larkin

I love it. I love it. I love it. I love.

[00:56:51] Karen Commins

It. And and and chose your name because.

[00:56:55] Alison Larkin

Thank you, Anne. Oh.

[00:56:58] Anne Flosnik

Because she's English. No, but like you, I had a longing for community. And this was the simplest way that I could see a way in to add value without any tech expertise or, you know, when you think.

[00:57:14] Alison Larkin

Yeah, it's great. I think it's fantastic.

[00:57:18] Anne Flosnik

Thank you. We love it.

[00:57:20] Alison Larkin

Yeah. Well, good. Now I know you're there. I shall pop in and out. Oh, lovely, lovely.

[00:57:26] Alison Larkin

And you can wave and.

[00:57:27] Anne Flosnik

Wave at you. Oh.

[00:57:30] Anne Flosnik

And also, you can listen to it at your leisure because everything is recorded.

[00:57:34] Alison Larkin

Yeah, exactly. But also, I mean, if there are any narrators listening who, you know, sometimes also you might, you might come across a writer in your town and you might fall in love with their writing. I if you fall in love with their writing and and you want and you think you'd be a good narrator for.

[00:57:55] Alison Larkin

It and.

[00:57:57] Alison Larkin

You think I might like it. Don't hesitate to shoot me an email. I'm most interested in hiring narrators who are passionately connected to the material they're reading, and I'm really excited about discovering new voices as well. So I don't know. That's just throwing it out there. But you can find me easily. It's Alison with one L in Alison at AlisonLarkinPresents.com and you can shoot me an email and and then Karen will manage.

[00:58:30] Karen Commins

Wait, what?

[00:58:31] Alison Larkin

No, I'm joking. I'm joking.

[00:58:33] Alison Larkin

But no, I mean, I can't promise that we'll do it, but we might. And we are actively looking for unusual material, new narrators. And we're we're opening things up right now, so we're just open to ideas. And you know what? If it's not a great idea, it doesn't matter. The next one might be. So you don't ever feel shy about about saying, Hey, how about this? Or how about that? Because we're open at the moment.

[00:59:03] Anne Flosnik

Well, there's an invitation we can't refuse.

[00:59:06] Karen Commins

Right. And such a lovely way to end a really fantastic conversation. But it is the top of the hour and time for everybody to get back on the road. So that concludes today's Pit Stop. The recording is going to be available on Clubhouse later today and in the near future, I'll post it in a transcript on NarratorsRoadmap.com. And I hope you'll all take another road trip with us in two weeks on April 26th. Then that day, NARRATOR And production company owner Ann Richardson will be with us on Pit Stop. And do you want to talk about the next NARRATOR Uplift on April 27th?

[00:59:45] Anne Flosnik

That's going to be our dear friend and colleague, Caroline McLaughlin. Are.

[00:59:51] Alison Larkin

Yeah. And Alison, any final words from you? Oh.

[00:59:58] Alison Larkin

Oh, I think, um. Okay, I'm going to quote Archbishop Desmond Tutu because. Why not?

[01:00:07] Alison Larkin

Yes.

[01:00:07] Alison Larkin

Remember this? Oh, no, no. I'll quote 2 people. Oh, good. I'm going to quote 2 people. First of all, I'm going to quote a friend of mine who was dying. I'm sorry, It sounds a bit depressing, but honestly, I don't think people go very far after they die. So maybe it isn't. But that's another subject. He I said to him, if you could give three pieces of advice to the people who are left behind, what would they be? And he said, That's easy. Love is the only thing that matters. Remember that most people are doing the best they can with who they are and connect because it is only in connection that love can find expression. And then finally, Desmond Tutu's quote, which has helped me tremendously and always will, I think is remember, you can't control what happens to you, but you can control how you respond to it.

[01:01:04] Karen Commins

Mm. Love that. And I appreciate that so much. Alison And I appreciate everything you've said today. We've had just such a great conversation with you. I hope that everybody comes back in a couple of weeks, and in the meantime, I hope you find joy in every journey and live the life of your dreams. So thanks again, Alison, for this delightful conversation. And thanks, Ann, for your excellent observations and support. And thanks to all of you in the audience for spending time with us today. And I hope you have a wonderful week and we will see you soon.

END OF TRANSCRIPT



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