Sometimes rumor, there's no such thing as strengths and weaknesses. It's just characteristics and attributes. That's all it is. So Simon, you're a bowl of energy. You've got all of this talking. It's fun and charming. That's because you're enjoying it, right? But the exact same characteristics and attributes that I have, like a windup toy in the wrong environment, people like, he doesn't stop talking. I couldn't get a word in edgewise. It's my fricking podcast. I think I asked one question like, what the fuck? It's a blessing and a curse. And so what anybody has to get good at, you have to get good at reading the room. And if I sense that I'm in a room full of engineers and people who need to think for 10 seconds before they respond, shut up and let them think 10 seconds before they respond. And there's a weird, if you're like me, and a lot of salespeople I think have that sort of gift of gab, and they're why they choose that.

But there's a little trick. There's a weird physiological correlation between moving our hands while we speak and the space at which we speak. So I've learned that if I'm in a room of people who speak slower than me, who need more time to process, I'm a verbal thinker, I think out loud. So this is me thinking when you hear me talking. But when I'm with people who think to themselves and they think quietly and every time I speak, I'm interrupting their thoughts, I'm making it hard for them. I've learned to hold my hands still. And there's a weird thing is when I hold my hands still, I actually speak slower. I'm not forcing myself to speak slower right now, but I can hear that I'm speaking slower at night right now because my hands aren't moving. And so I've learned to read a room and adjust my style to make the people in the room comfortable and more likely to listen to me. But if somebody is also a fast talker and they're also an outside thinker, then I can let go of my hands and I can do whatever I want as best as I want.