[00:00:04]

[MUSIC] You are listening to tell me your story where we connect to HLS staff on a personal level.

Welcome back to the second half of our conversation with Lilit Azizyan.

You consider yourself an introvert or extrovert at a time? Or whatever if you consider yourself an introvert was caused by language barrier or a cultural barrier?

[00:00:35]

I think there's a new term that I can't remember what it's called like what combination of both depending on.

[00:00:41]

It can be introvert, extrovert.

[00:00:43]

No. They have like, I can look it up maybe. But depending on the circumstance where I am and who I am with.

[00:00:53]

I think I consider myself an introvert. But it's also depending on a moment. If I feel safe with a group of folks that I immediately connect with, oh, that's it. There is no introvert anymore. I will talk nonstop. But if I feel like the place did not open up for me and depends on me to make that happen, I will stay introvert and even worse. I'll be quiet for the entire duration of any event if the space is not welcoming enough for me to feel safe to express myself there. It is interesting. About your drawing and painting. Did you keep doing it? You consider yourself a good painter?

[00:01:43]

I started before I moved here. Then I continue. Because I was actually in music school back home, we have a music school that is separate from your regular school.

[00:01:56]

Wow.

[00:01:56]

I finished seven years of piano, but when I moved here-.

[00:02:00]

You play piano.

[00:02:01]

I used to. The key word, used to. But when I moved here, I couldn't bring the piano with me because it was too big and we couldn't afford one here and I was too busy with adjusting and learning new things that had no time for it. Which is very unfortunate because when you spend seven years playing something, losing technique. But at the time your focus is somewhere else, you don't even think about it. I didn't loose anything on my card like a few years later, it's going to pass by and I'm not going to be able to play as good as I used to. I was doing piano and I was also going to add a drawing club. I think the reason why I stayed with it, because it's very easy to continue doing that because you can purchase the materials and continue doing that. Well, one of course, I liked it, which is why I started, but I continue that through college too. When I went to college for my degree, I was also doing like taking studio classes and doing some art on the side, so I take in painting courses too. But I think I prefer drawings. I like drawing better. I like pencils over oil paint.

[00:03:30]

Really?

[00:03:31]

I think just the process. It's a lot more messier here and you can have a studio. Once you get started, you can't leave the paints out because it will dry out. Back when I was in college, I had all that time where I would like going [OVERLAPPING] for three, four hours in the studio where you don't mind having the smell of the paint actually in that room where I think circumstance like you can put paint in your apartment. Like is just it's a lot more.

[00:04:03]

The whole treatment for painting out also needs to be careful.

[00:04:06]

Then you have to be able to dispose the paint [OVERLAPPING] in a certain way. You have to have those hazardous disposals where you can dump. It is just so much work to do that. I prefer pencil over watercolors or acrylic because I like sketching and I like drawing.

[00:04:29]

More landscape or human figure?

[00:04:31]

Human figure.

[00:04:31]

Really? Nice. I would be curious to see some of your drawings, so it'd be nice to see Lilit. You never tried our piano and a cafeteria by curiosity?

[00:04:44]

At this point it's been more than a decade.

[00:04:47]

You gave up even thinking about it?

[00:04:51]

I think for me it will be much harder to re-learn that.

[00:04:55]

Oh, okay, I see.

[00:04:56]

Because it's been so long. Of course I can read nodes but the techniques. When you lose technique and you can play it like really more difficult music pieces. But I love it because it's one of those instruments that you can play on its own. You know like sometimes when you have violin or trumpet, like a lot of that is part of the orchestra where you have so many people. Piano is I think one of those instruments that you play it by itself and it's great on its own. You don't need any accompanying instrument with it.

[00:05:36]

I need to go back and ask about family because I asked, did you came with your mom and your dad. Do you have siblings?

[00:05:42]

I do have a sister.

[00:05:45]

I'm sorry to ask, are you older or younger?

[00:05:48]

Younger.

[00:05:48]

Younger?

[00:05:49]

Yes.

[00:05:49]

Went through the same process?

[00:05:51]

Yes.

[00:05:52]

It's all good, all okay?

[00:05:54]

Everything good.

[00:05:55]

Nice. One aspect of what you said because you lived there until almost high-school in Armenia. How was the transition in terms of things that I like to know, what was food like there? What was celebration like when you weren't you up to at the time that you left? What changed here? Do you miss things there that you were able to find here? Sometimes it's more difficult. How are all these things that change and what was something here when you came to as the oh my God, this is so delicious. I never had there.

Sushi

That's not American.

[00:06:39]

But it's the first time that I had it.

[00:06:43]

I agree.

[00:06:43]

I would say that at the time, right now, it's very different. I've been here for a very long time. But at the time, we didn't have too many cuisines from any other country so it was very often take Armenians or what a lot of people would call Middle Eastern food.

[00:07:08]

What was the typical lunch and dinner dishes?

[00:07:12]

Sure.

[00:07:15]

You would do doughnuts with the stuffed grapes. That's another thing. Some vegetable soups, there's

lentils, pilaf. Also different types of pasta, not like the ones that were coming from Italian cuisine. But vermicelli pastas. It's the different categories.

[00:07:44]

The spices are some differential, right?

[00:07:47]

Yeah, there were not. The cuisine is not very heavy on spices versus like if we were to take Indian food.

[00:07:54]

Or even Latino food, very strong.

[00:07:57]

Not as strong. A lot of vegetables, lot of tomatoes and cucumbers. Bread is very essentially not cuisine, so you have bread.

[00:08:08]

Oh my God, my place. I will survive so well there just with bread.

[00:08:13]

Just freshly baked bread. Then Lavash bread, which is very typical. It's like the flatbread. They make it in a tandoori. It's the clay ovens where like it's in the ground and then you will just place the flat sheet of the bread on the walls of it.

[00:08:34]

I saw something recently about that and I was amazed.

[00:08:39]

Lavash bread is very common and a lot of people like it. Especially when it's made in a tandoori and not baked in an oven.

[00:08:47]

Properly done.

[00:08:48]

Properly done. That's the other thing is at the time again, it's very important because now it has changed a lot. But at the time, you would eat fruits and veggies seasonally. We have all four seasons there. Whenever cherries were in season, you would eat cherries and then strawberries, and so you would go through this. You wouldn't ever have fresh cherries [LAUGHTER] in the winter. They would also do a lot of preserves for the winter time so you can actually have jams and marmalade and things like that.

[00:09:26]

That sounds lovely.

[00:09:29]

Then you ask for the comparison and then here you have everything all the time. I think one thing that especially in LA is very special is, you have so many pockets of people from different cultures who live in LA. There are so many, so many good authentic cuisines.

[00:09:52]

There's fusions and then there are the Americanized version of things. [LAUGHTER]

[00:09:57]

Did you have a chance to explore those places in LA while you're living there?

[00:10:02]

Absolutely, I love trying out. I think the first time I had Chinese, like sweet orange chicken rice for example. The first time I ate I was like, Oh my God, what is this? I only had one the second time, the third time, the fourth time I was like, give me some more. [LAUGHTER] Your taste buds also change and adapt. I love Thai food.

[00:10:25]

Thai food for me was the biggest surprise of my life when I tried. I love food in general, brad's in any shape or form I guess. [LAUGHTER] But that is completely distinct away in Thai food that I feel like, wow, that's incredible.

[00:10:46]

The flavors are very different and I think our cuisine is savory. It usually your main meal and sweets are normally like dessert.

[00:10:56]

Yes, that's for us, yes.

[00:10:58]

With exception of few dishes I can think of at the top of my head, you don't necessarily have sweet meat. It's usually meat and rice pilafand those are all savory and then sweets are more like the desert. Where unlike here, when you come here and it's obviously not American, but you have Thai food or it has different cuisines. Chinese food also with that mixture of meat, savory and sweet and sour.

[00:11:30]

The fried pork and with the red. It's spicy and the sugar same time and that is really interesting.

[00:11:36]

It's very different.

[00:11:39]

Yes.

[00:11:40]

So people either like it or they don't.

[00:11:43]

My family, when they come to visit, they feel a lot of the impact. I don't anymore. For me everything tastes wonderful. For example, even the dressings here, they don't like it. If you make a salad, for example, lettuce, tomato cucumber mixed, and I bring the dressings that I usually eat, they just think that's strange, is the same now has to be the typical Italian style, that's vinegar, oil, black pepper, salt, onions, and that what it is for them. If it's outside of that, they already don't like. Pancakes. They don't like pancakes with the maple syrup. They love pancakes, just the dough. Sure.

[00:12:32]

It is interesting to watch, it doesn't, but the best part is maple syrup right there [OVERLAPPING] [LAUGHTER]. They don't. Anyways, it is interesting to observe that. You are in LA, you finished your high school, you are in college.

[00:12:51]

Yes.

[00:12:52]

What was your difference in terms of high school and college? You were already great in your English, everything are sorted out, you pass with high honor for high school, you didn't care about the drama.

[00:13:11]

I don't know about high honors. But it was a journey. Definitely I get one I would say.

[00:13:18]

Where did you go for college?

[00:13:22]

I went to Pepperdine. [LAUGHTER] I have a story for that. I think I was in a biology class when I was in high school and I was taking a biology class at a college, and we went to a field trip to Malibu to, I don't know, to look up some marine life and something and I saw the university there. I was like what is up there? They're like, oh, you know this is that university, it's only for rich people. I go, okay. But I was like, oh my God, this is so beautiful because just the location of it right on that hill and it's facing the ocean. I come home and I tell my family and they're like, yeah, we know, I don't know. So-and-so took us to Malibu and then we saw it too but we can only dream about it. It's only for rich people. I was like okay. When I graduated, I spent [OVERLAPPING]

[00:14:27]

Graduated high school or college?

[00:14:29]

No, high school.

[00:14:31]

Preparing for college. I was like, I want to go to this school. My parents were like we're sure you'll do. How about Harvard? [LAUGHTER] Then I submitted my application. It was the only school I applied to. Although on my application I had to fill into other schools that I was going to apply to because it was a required field anywhere, let me submit the application and I got it.

[00:14:57]

The one that you dreamed of?

[00:14:59]

Well, that was the only one I knew.

[00:15:02]

The one that you went to a trip, looked at the hills and said, oh my God and people said, that's just for rich people.

[00:15:10]

I got my letter.

[00:15:12]

What did your parents say? [LAUGHTER].

[00:15:14]

They were shocked. The whole time because it was far from where we lived. The idea of me going away from college was [OVERLAPPING] in a very protective culture, so going away for college.

[00:15:33]

What are you going to do there? You cannot go. [LAUGHTER]

[00:15:37]

They actually didn't say that. They were of course, happy and we all were surprised. But I think one thing about my mom is, she's always one of the reasons why we moved here was because she wanted us to have better education. Education was never a [OVERLAPPING]

[00:16:01]

She did have a different journey there?

[00:16:03]

She did, she had her masters. She had one. Definitely she did.

[00:16:07]

Nice.

[00:16:08]

That's why they valued it so much. They've done a lot for me as a child to go into this too.

[00:16:13]

Your father too?

[00:16:15]

Yeah, my family. That's why they will let me go to piano classes, all classes. They really believed in this kind of a holistic, giving you everything and possibilities that they could give you at the time. It was not a question of so much work there. You should go to college or not. It was just like, Oh my God, that is good [LAUGHTER]. We go and when we got there the day we visited for a campus visit, there were claps. The colleges up on a hill and they were like, you were like, oh, that's in the clouds. When we came back home my mum said, you know I was thinking that I'm going to try to talk you out of this and go somewhere closer, but I want to forgive myself. If I did that. This is like a dream. I wanted to go to this town. Of course, we arranged for things and we went to college and I lived on campus. I worked on campus, [LAUGHTER].

[00:17:18]

It was a good experience?

[00:17:19]

It was a great experience.

[00:17:21]

It was better than the high school?

[00:17:22]

Definitely. Because you're already adopted, your English is much better [LAUGHTER] so you can communicate and then you have better relationships because you can communicate.

[00:17:34]

Yes, communication's important. Although a lot of people communicate and still have a really hard time, depends on circumstances they go.

[00:17:43]

Yeah.

[00:17:49]

So, after that, did you start working still in California or how did Boston that it was a period of transition before you decided to come to Boston?

[00:18:02]

Definitely. I graduated there, I got my masters there. I have worked there for several years.

[00:18:09]

Same school.

[00:18:09]

Different offices. Yeah. The opportunity came and it was also very convenient to go to school and work in the same campus so you don't have to deal with LA traffic [LAUGHTER] and scheduling was much easier. After I worked there for several departments and then I got my master's while I was working there and then I went to work for another school and then COVID happened. [LAUGHTER]

[00:18:38]

Wow.

[00:18:42]

I was ready already to transition to something different.

[00:18:45]

But the sure thing staying in California.

[00:18:48]

I was still in California. I was ready to transition, but then there was all this uncertainty because of what's happening with the world. After that one I was at that place where I was ready to move on, I started flying and then I got a call from Harvard so I was like there it goes.

[00:19:08]

How did that happen? I was in California doing something there. You were thinking about coming to East Coast or you apply for jobs that were available that were interesting for you?

[00:19:22]

I definitely was applying for places that I wanted to go to. I wasn't applying to get a job somewhere because I already have a job. I wanted to transition to be a little bit more strategic as to where I wanted to go with my career and things that I wanted to learn and grow professionally. In terms of location, I was ready to explore somewhere different than California. I don't know it yet, but I'm thinking maybe part of the fact that we got locked up in the same place also contributed to wanting to go somewhere else to explore because we were sitting under a lock for, I don't know the duration. [LAUGHTER]

[00:20:10]

It really generated a lot of changes in people's mind. Don't you think?

[00:20:15]

I think every person took it differently and for me, I was ready to go. If I were going to leave, then I wanted to be in a specific place that I wanted it to be. It wasn't like, oh my God, I need a job so I'm going to sit in and replace. It was more of strategic. Well, if it's in California then this and this criteria has to be if not then this and that criteria and I'm a planner.

[00:20:48]

I was about to say that sounds very much in your ally so then Harvard was one of the options.

[00:20:55]

It was one of the options is one that will have the options.

[00:21:00]

You got a call saying that.

[00:21:01]

I'm your friend.

[00:21:03]

No, a Lynn? Really?

[00:21:06]

Yes.

[00:21:07]

Wow, that's wonderful.

[00:21:11]

I know.

[00:21:11]

It's her fault, we can blame her. [LAUGHTER]

[00:21:13]

We can blame her.

[00:21:18]

Wow, that's really cool. You came into Boston in 2021?

[00:21:23]

Yeah. I've only been here for a year and a half.

[00:21:26]

A year and a half. Are you enjoying it? Did you like it, Boston and their work?

[00:21:32]

Boston or work?

[00:21:34]

Both because it's different from California in general.

[00:21:38]

It's very different. The good and bad so you have to be honest.

[00:21:42]

Yes.

[00:21:42]

I think there's no perfect anywhere. I missed the food in LA and people will sometimes. [OVERLAPPING]

[00:21:49]

I heard about that as well.

[00:21:51]

People are like no.

[00:21:52]

It is so much your option I think.

[00:21:55]

The taste is different. I don't mean to hurt nobody's opinions.

[00:22:00]

No, but I think is very true.

[00:22:02]

I think once you've explored the food culture there, I've been to New York I haven't lived in New York. A lot of people who live there that I talked to are like, New York is very different. It lays very different but Boston.

[00:22:19]

Because it's just and from that, I believe. I wonder if San Francisco and San Diego, LA, is right in between if both are completely different as well because it feels like is very particular [OVERLAPPING] to LA because Armando from Seed, we were chatting about this, he's also from that area. Well, he's from San Diego but end up in LA, I assume.

[00:22:45]

Sure.

[00:22:45]

He was saying that that's another thing. The food that is really different.

[00:22:50]

Very good. I think I find here that and I do go out strategically, I should go try this, I should go try this.

[00:22:59]

But it's still not as good as that to a close.

[00:23:03]

When I go to LA, I'm on a food tour. [LAUGHTER] I want to go to here, I want go to a new place here. Definitely getting all those things I brought back from LA.

[00:23:12]

Back from there.

[00:23:13]

Yeah.

[00:23:14]

Nice.

[00:23:15]

I think food wise but then when you compare pollution or traffic and it's better here. It's much more green.

[00:23:24]

Security too I think here is a much safer place in general.

[00:23:29]

Yes. I think in LA you will hear a lot of helicopters.

[00:23:32]

Yeah.

[00:23:33]

Which means that there have to be somewhere you live.

[00:23:35]

Depending on where you live. That's well. This is a walkable city you can go from here to downtown walking if you want to, and it's very easy.

[00:23:43]

I would say if I would feel safe almost time to do that. There's a lot of foot traffic here. You won't see that unless you are going to appear in one of the places and then you'll see within the city one-half as much foot traffic. I can pick good or bad I want to say different.

[00:24:05]

Now I agree with you. I think it is.

[00:24:07]

I think there's also a component of when you spend a lot of years living somewhere, you get used to it. Because you've got your comfort zone even.

[00:24:22]

Yes.

[00:24:23]

When people would come and visit me in LA and be like, oh my God, why is there so much traffic I'm like, what that's normal. For me, it never bothered me so much because you're already trained to get used to it. It can take you hour-and-a-half to get to work.

[00:24:40]

It doesn't become a big deal.

[00:24:41]

But now that I've lived here when I go back, and I have to switch to that traffic.

[00:24:45]

Yes. You'll notice a difference.

[00:24:46]

I'm like, oh my God, why is this taking some a lot more impatient in traffic because I'm like this is really bad.

[00:24:56]

It is. You are here now working with ITS is a good place to be. Folks are nice.

[00:25:05]

It's a good place to be.

[00:25:05]

Is Lynn treating you well? I know that she's very difficult. [LAUGHTER]

[00:25:11]

Unfortunate.

[00:25:14]

She's a wonderful person. She's just wonderful.

[00:25:19]

Genuinely kind.

[00:25:19]

Yes. The kindest. I tease her so much since I was in the west with the candy bowl and all those stories.

[00:25:27]

Not the candy bowl again.

[00:25:29]

Yes. But she's one of those people that feels like she's a wonderful person and love her.

[00:25:37]

I don't know if she ever has a bad day because you would never know.

[00:25:41]

He has. Is that kind of a person. I have one question to you. You told me about biology. I don't know if I have the impression that when you went to school biology was your thing. When technology happen to you for you to come to ITS.

[00:25:59]

It didn't it. [LAUGHTER] My degree is in Intercultural Communications. I didn't want to do international relations because I didn't want to get into politics. I wanted to learn more about people and cultures.

[00:26:16]

Awesome.

[00:26:17]

Every international relations emphasizes political and work while intercultural in their comments more of cultures and people. I don't have a degree in computer science, believe it or not, and then my masters is in business administration. That's probably why I like spreadsheets a lot because I did finance as my concentration. Once people ask me, how do you know this in Excel? I'm like, well, I just do, but most of that comes from the coursework that I've done.

[00:26:57]

Cause you made use of it there.

[00:26:59]

That's where it's coming from. I think the transition I would say happened at a time I worked for a university most of my career on different departments, but at one point I was working for Office of International Student Services. Right up my alley I got to meet people from all over the world. Then you can see these cultural differences between this region and that region had not spoken or some people and how shy are the other one.

[00:27:34]

Some are louder some are quieter.

[00:27:36]

You observe this and this is just fascinating to me. Also that's why I also like cultural travel because I will put my stuff and I'll sometimes go out and walk on the street just to observe. Then you can pick up a lot of things about the specific culture and traditions and what it's like to be a woven in certain places for hike. My pre-COVID trips to Morocco.

[00:28:14]

Did you go on your own?

[00:28:15]

I did. I went on my own but to Morocco I went alone but I was part of a tour group.

[00:28:24]

Perfect.

[00:28:25]

But other places I do go solo. It's definitely and I think you have to be very cautious of where you're going. What the culture is like. Some people would, but some people won't. Some people won't even go to like some European countries which I think are much safer to go as a solo traveler. But they will prefer to go tourists. Depending on the country I've done solo trips a lot and there's pros and cons to both, but I think that's going to take another episode. [LAUGHTER]

[00:29:08]

We should do one episode, just talking about trips, travel.

[00:29:12]

But let's say going back to your original question, that observing writer culture and how things are. When I was working so on one night, I took a walk on the main street that was very late and there was a soccer game. I'm walking down the street and cafe after the cafe, very much like the Priyanka cafe you would see people, majority of men watching soccer. They're not too many woman out. What does that tell you? I'm quietly observing and so you think that you're just like wondering, but you're actually looking at this different things and observing and learning about the culture, not by somebody telling you to guide because they will present it differently versus when you are like independent [OVERLAPPING]

[00:30:09]

They will sell completely different. Yes.

[00:30:11]

Independent observer. The transition, they answer your question. Once when I was working in that office, we had a very similar project and what we're working on here, and they needed somebody to help them with that. It was more of an organically, I did it because we had too and I grew into that role by taking on different projects and responsibilities. Then I moved to another college that was a little bit more targeted towards like BA role and then here where I'm fully hoping the transition.

[00:30:48]

I would never know that you had no experience with that before. I would never guess by a mile because you really have a hold down the entire thing and identifying issues, identifying bugs, identifying whatever grammar or lead or whatever it is that should be here or there. Questions that you ask I feel like you are with Reem and Pana and Lynn in the same level there figuring out things but knowing the software or development of all that thing.

[00:31:33]

For me, at least personally was more of a natural and organic brought by taking on more responsibility and doing more projects and lending. That's the core of it, is problem-solving and just planning and figuring out. A lot of times like those skills are what's necessary for me to do the work that I'm doing and also like understanding what Rean and Pana. It was more like more technical folks are doing and telling you earlier that I should learn a little bit more about and develop. That's how you can, as I continue my journey through life, becoming a little bit more familiar with the technical all of they said it depends understanding at a different level that I don't. But my role is that bridge between the two because they have their expertise and I have mine and then you guys have yours?

[00:32:33]

It's fascinating.

[00:32:35]

It's like a bridge between the two roads.

[00:32:38]

You have from all of us immense respect for what you do there. I think it's a brilliant thing and we really trust you with everything that you do. In the beginning when you're trying to figure out what to do and just starting to deal with this thing. In the beginning, we're a little bit more strict in a way that you were do anything, you did nothing wrong. But we have no clue about what you're doing, we just following you. Then sometimes Jordan say I going to math with Lilit, so it was a funny thing too, and you kept that. But with time, I think we create a better relationship, which is a great thing to have.

[00:33:25]

You hit now in the head, I very much enjoyed working with you specifically. But I think once you develop that relationship with any department, where I am not coming from the other side. We're all on the same side.

[00:33:40]

Yes.

[00:33:43]

I know why like, especially with Scrum the way that it's done. How you do it it's like very like what are you going to get this done. Now what did you do last time or what would you do like planning process and then actually being able to stay with it throughout the duration of the project. I know when I started and then I was learning the whole process I'm like, oh my God, this is so strange. But once you get used to it, then it's like it becomes second nature.

[00:34:14]

It is wonderful. We are really happy. Everybody is there, so it is great. We joke.

[00:34:20]

Of course.

[00:34:21]

Pratike doesn't need to worry about this. Well, maybe a little. [LAUGHTER] When you say we might take we might still learn from ITS. I remembered for whatever reason. In Sasha, we're crossing hallway and then Sasha mentioned saying, oh, you're planning to steal lady from your department so you don't even think of [LAUGHTER] but that was funny Pratike reacts so fast on that one. Anyways.

[00:34:51]

I would say ground that we're coming towards the end of the project. I don't want to let you guys. [LAUGHTER] I'm like, oh my God, I should break something just so we can have another meeting. I think we've come throughout this month, so we've come along way. I really [OVERLAPPING].

[00:35:08]

We're going to figure out a way to keep connect and doing stuff together, I think was a great experience. I know anyone that still have to do that. I know that Harvard is a constant moving. I think people should have that chance as well. Lily, I think that's it. I think you reached out with the end of our episode here because you had made a whole journey from Armenia all the way to Harvard, which is a wonderful thing. Thank you very much for accepting to come and talk to us. This was lovely. I told you that was going to be a easy conversation. We didn't even get to the bucket list yet.

[00:35:49]

I know.

[00:35:50]

Maybe you have to come back and have a second episode to talk about traveling. I think that's a cool topic to talk about. Maybe you can get two or three people who travels a lot that you know.

[00:36:02]

The travelers?

[00:36:02]

Yeah, and even different. A solo traveler, the group traveler or whatever is to talk about experience, I think would be a cool thing. Let's think about that.

[00:36:15]

That's fine. You know project manager can handle whatever.

[00:36:20]

[LAUGHTER] I think I have an idea. Let me think about. Give me some time to process that and then you figure out.

Anyways, Lily again, thank you very much. It was wonderful chatting with you. I hope you can repeat that conversation in a different way. [MUSIC]

For everybody out there listening to us, I will see you soon. Thank you very much. Bye. [MUSIC]