

B2B Writing Success Member Update

A Q&A session with Reality Blogger Curtis Dennis

Speakers: Lisa Christoffel, Curtis Dennis

Transcript

And hi, hello, b2b writing success members and interested listeners I we open this up to more than just members today so we might have some additional folks on. This is Lisa Christoffel. I am the managing editor for b2b writing success. And with me today, I've got Curtis Dennis, who has been our reality blogger for the past roughly 16 months write something around this somewhere around there. Okay. All right, cool. So we're going to talk a little bit with Curtis today about, you know, what he was doing before he became a reality blogger, what life has been like as a reality blogger, and maybe a little bit about what his plans are afterwards. So Curtis, most people, at least b2b writing success members know your background, but if you could just share with us a little bit about what you were doing before you started copywriting.

Well, I've pretty much worked as a as a construction worker since I graduated high school way back in 1980. I went straight into the trades and worked in Vegas, Southern California, and then finally ended up here just north of Seattle.

Excellent. And you do like ceilings or roofs or something? Right? You do some specialty construction stuff.

Yes. was basically considered commercial construction. Most of what I did was the suspended ceilings, the squares or rectangles you might see above your head, you know, with the movie theater or the grocery store, or down at the drugstore. It's been it's been an interesting career. But it's not the easiest life by any means. It just you constantly have to commute to the jobs because you know, once you finish building the building, you have to go start the next one. So it was kind of nice, not having to go to the same office or cubicle every day. But up to two hours each way. commuting to work in Seattle traffic is no fun for anybody. So yes,

yes and get really old. So then how much actual copywriting experience had you had like, How long had you been working at it before you became a reality blogger.

I had helped my ex wife and I started, we jumped on the online bandwagon back in things. We launched the site in 1999 or early 2000. She did the coding because that's what she wanted to do. And she thought that she thought she liked the way that I that I wrote. And she says I'll do the coding and build the web pages and you figure out what we're putting on the pages. So that was kind of a right like I talk scenario, I didn't actually have any formal training or I hadn't even heard of AWAI at that point. So that's where it started. But then in about 2004 I started my own hobby sites and started looking for resources and eventually got hooked up with a web I think. I think the first thing I bought first course I bought was the was Nick's course the I think it was a digital copywriter is what we're calling it now. Now it's called a digital copywriter handbook. Yeah. Okay. I think then it may have been the writing for the web 2.0 or something along those lines. But that was the first formal training that I took. And then from there, I just, I seem to keep running into people that needed help on their websites or needed somebody that you know, knew a little sooner that could actually work on a computer. So I started putting together flyers and and things for not, you know, local nonprofit groups mainly just, you know, to have something to do. But then it quickly turned into people started asking for, you know, actual copywriting and, you know, ground up websites, and it's been kind of all over the place, but the copywriting seems to be the one constant with everything I will I've been been writing fairly consistently since around 2008. But it wasn't until wasn't till Boot Camp 2019 decided to get serious. I had torn my rotator cuff, surprise, surprise. And the surgery kind of knocked me out of the loop for I wasn't able to work my regular job for a year. So I really kind of at that point, was leaning into getting all the copywriting components going to the website. A few more classes. Trying to get some clients. And then when everything shut down, you know, when the pandemic started, you know, I just started applying for positions literally here, there and everywhere if it was connected with construction, I tried to use my, you know, almost 40 years of experience, and it opened a few doors that way and kind of got the ball rolling.

Yeah, that is that is one of the things that I recommend to members a lot is use your background, right? leverage your, your connections and your knowledge because it makes a big difference.

Yeah, I've seen I've seen a lot of people say, Oh, well, I you know, I was in the insurance business for 20 years, you know, I don't want to do that anymore. It's a

lot easier to write about your, you know, what you've been doing as a career than it is to actually do that career. I mean, writing about construction is nowhere near as physically demanding as actually doing the construction. So if you've got all that knowledge and expertise, you know, on the job experience, real, you know, things you can put out there to people, oh, I worked on a project like this, or a couple years ago, I did that. But it's just it's been an interesting ride here. It really has, it's it's been a fun learning adventure. And I've been able to keep the bills paid. While all this is going on, in spite of the pandemic and everything else. So I kind of think, you know, a little bit of skill and probably a real good helping of dumb luck. It's probably got the ball rolling for me. And I'm just, I have no desire to go back to putting my tool bags on five days a week. That's, that's just out of the question at this point.

Yeah. So how much has your copywriting business sort of grown since you started a position because I know, a lot of the blogs that you write for us are new clients that you've either had discovery calls with, or you're writing for them. So it sounds like you're, you're building your copywriting income pretty nicely.

It has gone up this year has been the best year so far. Like I said, 2018 I decided to get serious, I signed up for boot camp with a super early discount used all my TWA dollars to you know, so that I could afford to get to you know, get to Delray Beach. And, you know, boot camp is just awesome, if you get a chance to go go. But the spec assignments, that was I submitted one spec assignment. And they're on, you know, Friday that, you know, the, the boot camp, you know, everybody's kind of hitting out during the awards and starting to run off. And they were starting to go through the spec assignments. And the people I were sitting with, you know, they were running the names up there. And, and a couple of people, they were just, they started kind of tapping me on the shoulder and banging on the table. And we're like, what, what, and I looked up and there was my name on the screen. And it was like, I won, and it was it was such a cool experience. Because I we all wonder if we're good enough, you know, do we got the chops? Can we, you know, can I actually take care of this client and, and, and write the persuasive copy or the How to or the pillar page that they need. And when a wi says you're good enough Boy, that just if that doesn't put a feather in your cap, and, you know, in some strutting your step, I just don't know when does it gives you a lot of confidence, right? It is a huge boost right then and there on the spot. And you know, and after we got back from boot camp, I kind of you know, was working over the summer to start building up the clients and everything. I think I

did the Elise's 21 day LinkedIn challenge. And it really started trying to just really hone in on the actual what kind of writing I want to do. I'm not a very good sales writer. I'm good on all the other stuff, but I don't think I'll be writing any, you know, long sales letters for anybody anytime in the near future. But, you know, there's plenty of people that need, you know, blog articles and webpages written and, you know, those are my peeps. So kind of kind of got the ball rolling there with boot camp, and I've just been, you know, trying to keep that thing moving forward ever since. So it's worked out pretty good. So 2019 would have been my first year of actually full, almost full time copywriting and I think I made maybe a whopping 20 \$500 all year long. It was basically just a couple of AWAI AR AWAI articles, and then a couple of local things I had found a couple local business You're on camino Island, they needed a little help. And so it was just like, Okay, I'm working with clients like, I think a lot of this you kind of have to figure out as you go along, you can have all the tips and hacks out there in front of you. But you know what worked, what works for Lisa doesn't necessarily work for Curtis, or other than the next person. So I spent a lot of time sorting through some of the Guru's and the must haves that everybody was screaming about, and kind of found my my own little niche there, which is worked out really good to figure out which pieces of advice work for you, right? Absolutely. Yes, yes. I'm just like I said, I won't do long sales copy, long sale copy. It's just a long form copy. It's, I'm not a big fan of reading it myself. But the 1000 is maybe 3000. I'll those all, they'll sit down and read, check them out what have you. So I think that's kind of important, too, is if you know, if you're not it's the email blast that you're getting from, from all the newsletters and things that the the email blasts aren't getting your attention, then you probably don't want to be an email writer. You know, I think there's a little bit of kind of finding your way there.

Yeah, yeah. And you have to have curiosity about the project, right? You have to say, hey, what makes this work? Or hey, you know, why does this not work? So you're right, if you're not curious about it, and it's probably not something you want to write?

Yes, yes. And I think one of the topics I think I've written about, well, I've written about few times, you know, are different strategies I've used for trying to, you know, find clients, some of them have worked, some of them, really. But there's a learning process, nobody's going to give you you know, a printed notebook that says, you know, here's steps one through 100. And when you get to step 100, you're done. Because everybody's a little bit different. And, yeah, I think if you're

not writing in it, something you're passionate about, you're going to find this job to be a lot harder. And in particular, with the reality blogger. I mean, we're not talking about, we're talking about writing skills are, or writing formulas, or templates, or any of those things. This is about more about marketing your business. And I think that's, I think that's really the hard part is a lot of people don't have a problem writing. It's the whole business side of it, that goes along. You know, luckily, I had my own contracting business. So I've dealt with contracts and lawyers, and, you know, all the fine print and been to court and, you know, argued over prices, I've done all that. And I think that kind of gave me a good sense of, of punching in the numbers that that the clients you know, are willing to pay. It just seems it seems to be going pretty well, I could definitely use a few more clients. But right now, I'm not going to complain, I've got a few ongoing projects going on. This one with, you know, on the reality blog is going to be wrapping up here soon. I'm just kind of waiting to see what's going to happen next. So there's a bit of anticipation in the air in my office.

That's cool. That's always a nice place to be. So what are the what are the biggest reasons that you think someone might benefit? So you you are moving on, right? We're, we're gonna announce a new reality blogger at boot camp, who will start right after boot camp. And right now we're kind of we put a call out to see who might be interested. So what would you if you were talking to a friend, right, who came up and said, You know, I'm kind of interested in the reality blogger position. What do you think the benefits are? What What would you say to them?

I would say it's been, it's been, it's been a great opportunity. Obviously, when it comes to the copywriting, you know, AWAI is head and shoulders above any of the other courses I've seen or checked out over the years. So if you can get connected with you know, an industry giant, you know, this is like, this is like hitching your wagon to Microsoft, in the computer world. If you're connected with AWAI as far as copywriting, those are the people I mean, you know, we've got, we've got Nick and Joshua and will and you know, all the cast, and they're just, they're so talented, and they're so willing to be helpful. So, getting connected with AWAI, even just as a reality logger. It's going to definitely, you know, get you Oh, it's gonna put you in the least connected with, you know, with the experts in the field, which is a great resource that, you know, we've had a few conversations via email. I've had a couple, I think withheld over over the last couple of years. But everybody's always been so helpful. So if you connected with AWAI, I think that's step one in getting your copywriting career going in the right direction. As far as

the reality blogger, the I've only had a couple of clients before, before, you know, you guys, in your incident wisdom, decided to offer me the job. So I really didn't have much experience. As far as working with clients. The clients that I did have, everything was kind of very casual. It's like, Okay, well, you know, we'd like to get a couple new blog posts done before the end of the month. And here are the why I know there's a deadline. And, and there's a process. And I think, I think, working inside that process, almost as soon as I started, it gave me a real good chance to see what a working for a professional client, you know how that relationship works. And also, you know, introduced me, it got me working thinking on the timeline. So I think I wrote in one of the one of the reality blog post, my schedule revolves around Wednesday, because that's when I have to have my article submitted to AWAI for the reality blogger. So my universe revolves around a deadline. And it took me a little while to figure out that I needed to make that shift, because I was constantly like, wow, where did the week go? I mean, it's Monday morning, and I haven't even started, this is not good. So I think getting into that, that that formal process as far as submitting it, and then if there's any edits, you know, and then I'm not sure what man's man's title is. I know, you're the managing editor. But I know there's also a couple people that review everything, before it goes published to the website. Somebody is adding the graphics, you know, because I don't do that. I just have to, I just have to type on the blank piece of paper. But yeah, I think being introduced to what that a formal process actually looks like. I've since connected with a local builder and digital marketing agency here.

They build websites, but a couple of their customers are contractors. So they found me through the website through my website, and I'm working on the second website rewrite for those guys right now. And that was the first thing I was asking them was like, Okay, well, when, you know, I need a timeline. And they're like, Well, you know, well, the website's not gonna be going live for probably a month. So you know, we're working on a new template. So you know, anytime in the next 30 days, and I'm like, Well, you know, I need to, I need some deadlines, because I've got other people to schedule around you. So I, you know, and they were just like, Oh, we didn't, you know, it's a small firm, there's only like three or four people there. And they were like, oh, wow, that's actually not a bad idea. We should probably formalize, you know, so and I said, Yeah, if you just let me know which day of the week it is, you you is the deadline date, I'll make sure to meet the deadline. And, you know, because they can't, even if they have the template done, they obviously can't put it online until they have the new content. So you

know, it's a lot like construction, you you've got several different subcontractors moving around on a project, and each of them has a specific task. And even though we're all doing our own thing, they all come together at the end, you know, for that finished product. So But no, the reality blog, having this, you know, having this job for the last year or so now, I think is actually kind of solidified my business practices here and how I how I run my business, you know, it has you got to meet the deadlines. So, but I think I think anybody just starting out, if you've only worked with a few clients, I think they would probably get the similar benefit. The structure, you know, that professional structure instead of that kind of a casual. You can have it ready by you know, the second Tuesday of next week, we'll all be good with that. Having a deadline makes it much easier to schedule everything else around and and when you're juggling. I'm just juggling four or five clients right now. The deadlines, you know, those milestones, that's what keeps everything moving forward and, you know, keeps the clients happy and keeps me you know, hitting those deadlines. So,

right. Did it also help you through Get into a cadence of writing on a more regular basis or idea generation and that type of thing as well.

Yes. So I've kind of formulated my own process here, I've got my desk and everything with my computer and but the one thing I do is I keep a giant notepad right next to the computer and list everything. As I'm going along, it definitely forced me to get more organized. I couldn't just leave things sitting around to the last minute. Like I said, working with AWAI is awesome. And the last thing I wanted to do was miss a deadline or, or turn in something that was just absolutely horrible. So yeah, that that structure and definitely kind of made the rest of the writing business kind of fallen into place. For me, like I said, I've got some organization, the structure is great. And it does, it does help keep you writing every day. I can't think of the last time I didn't write, the last day that I didn't write something. Even if it's just scratching down some notes about something, you know, catch a headline on TV or something. Yeah, there's constantly got a pad and paper close by, got my computer got my my notes on my note application on my phone. So if I'm out and about and I something catches my eye or something I'm constantly. So I've got little stacks of interesting ideas and topics. And I tried to sort through those, you know, from my own website blog, in between writing assignments. So the structure and everything has been great. It's just me doing nearly as well.

That's excellent. That's excellent. So what do you think, the biggest challenge or challenges that somebody might face as a reality blogger?

I think, for me, because I was just like, Well, you know, I got a degree in web design, I'm pretty good with SEO, I have no shortage of subjects to write about. But it's not that easy. Most of most of what I wrote wrote about was things that I was doing to improve my website, ways I was reaching out to clients that I did warn about the pitch list email, which had quite a few people contact me, you know, via Facebook, and they were like, that's a great idea. And I was like, it's not mine. If I picked it up somewhere else and filed it in my memory bag years ago, and and then I got a trade trade organization had award in some of the the top 25 contractors in the US and was like, Oh, I can turn this into a blog article about, you know, pitch those emails. And I think that's the hard part is getting that creativity fired up, if you will, anybody from AWAI came to me and said, Curtis, you know, we need, you know, 1500 words, on top three things you need to do for SEO right now. Boom, I'm writing. But when you have to figure out the idea, you got to figure out the subject matter. And then assemble the resources, but you got to do some research. You know, all this, like the the core web, Google's core, core web vitals update, and then you know, that shift from the from delete, there's, there's a lot to keep track of, and trying to get creative while you're trying to stay current. You can find yourself going down rabbit holes really easy. So I started outlining everything, putting down my notes, and then and then it's more of a go back and fill it in. After times, they might have tried to outline it and then let it sit for a while and think about it and then come back to it a few hours and the next morning. And go that way. And it seems to be working seems to be working really well. But like I said, if you're not, if you're not marketing your businesses, we're not trying to grow or trying to improve your SERP ranking or something, you're not going to have a whole lot to write about. So right and that's a really, really good point, right? Because the point of the reality blogger is to let everybody else

look over your shoulder as you're growing your business, but if you're not growing your business,

right, you're gonna be you're gonna be sitting there in the blanks for hours at a time and it's just yeah, and also, like I said, I try to keep the try to keep my little notes handy which are good for inspiration and then It just, yeah, like I said, You've got to figure out what works specifically for you, I mean, I can take the, you know, the 10 steps to becoming a successful copywriter and go through them,

but doesn't mean that it's necessarily going to work for me, I do things a little different. But that's what works for me, and my clients are happy, you know, they're still giving me more work, and they're happily paying their bills without any problems. So I have to kind of assume that I'm kind of in a good spot right now. But, you know, we'll, we'll see what happens later this year. But yeah, if you're not marketing or trying something, there's not a whole lot to write about. Like I said, to pitch those emails. And I personally have never even gone to the Upwork website. But I know a lot of people find great success there. And I hear a lot of people don't make any money there. So, you know, you've got to kind of figure out what you want to write about. And then you're going to have to spend the time checking it out. You know, I try to include the links, and you know, what, if there's a cost involved for something I recommend, I try to, you know, try to get all that information in there. But yeah, if you're just, if you're not really trying to market yourself, there's, there's just not a whole lot you can write about it. So you've got to be you've got to be willing to, you know, at least try a few things and be willing to share you know, what went really well and, and what really bombed I mean, but again, just because it bombed for me doesn't mean that it would bomb for, you know, for the next reality blogger that in my brain, that's, that might work perfectly well for them. So there's a lot of trial and error, and you've got to be willing to take a few chances with your marketing. So I think those are the two biggest points there.

Okay, so What plans do you have for later this year? Like, what are you looking? Or do you have any additional places you're going to do some outreach to to build your client base? Or what are you thinking you're going to be doing after you're done here?

Well, I've been trying to figure that out. I do. I love the copywriting. But I also I also love SEO. I mean, it's one of those things that I geek out on. And I think I think when I applied for this position, I think I referenced the fact that I wear three different caps. I either have my copywriters cap, my coders cap or my Gleaners cap on. So you've got to be you've got to have a little versatility there. And I'm thinking, I'm definitely gearing up for boot camp. thrilled about the whole, you know, the three day finding clients summit the following week, it's like, oh, three days is so much better than three hours. So I'm, I'm hoping to, I'm hoping to land a couple clients from from boot camp, maybe see what else AWAI has available. But I joined the joint circle of success earlier this year, I just got tired of, you know, like, Oh, I'd like to, you know, check out writing an E book and then

not being able to find good relative information on it. It's like, you know, if I just go to a Wi Fi, I get the latest and greatest. And it comes from the people that are actually doing it. So I think after boot camp, I think I'm going to continue with my clients through the end of the year. But I think next year, I think I may I think I may launch go into the the SEO and the content audits. It's a little bit on so you're,

yeah, that's a great market. Absolutely. That's a great place to focus. And you've, you've been so great about, like, from an SEO perspective for, for the websites and everything. Giving b2b writing success members, all kinds of great advice about how to get their websites, you know, closer to page one and everything. So, you know, that's been that's been phenomenally helpful. So we're about out of time. Is there anything that I didn't ask you that you want to share with? With members or with anybody who might be thinking about applying for the reality blogger position? Is there anything you'd like to tell us? That I didn't ask you?

Um, it's not as easy as it seems. I remember when I saw the call. The email that I responded to, was in April of 2020. I think it was. I was Yeah, I was like, I could do it as close, you know, I've my businesses up, I mean, we're licensed, you know, I'm all set up here. It's like, my business is actually been in business since 2004. What I've done is changed over the years, but it's I've had the companies, you know, forever. So I it's definitely not as easy as it seems. Being able to research things, especially if you're going to get into some of the technical stuff like SEO, you know, because you don't want to put out bad information. So you need to not just, you know, copy or, you know, pull some citations from one article, you've actually got to do the due diligence and follow up. So I think that's the part. You know, there's a lot more research that goes on to making those things, you know, to making those blogs accurate and reliable information than just sitting down and, you know, popping open a Word document and start typing away. Like I said, I don't think my process will work for everybody else. It may work for a few other people, but But yeah, just be diligent on the research. Allow yourself plenty of time. What I've actually started doing over the last few months now is, you know, I submit my article on Wednesday, for the reality blog, and Thursday morning, my first order of business is to Google around and find a list of ideas for next week's article, and, and then start start the process of figuring out what that's going to be. Sometimes it's kind of easy. I think I did one, if we've got one coming up on it was some web design basics. Now, something like that, um, you know, something, an article like that I can write from, from memory, almost,

because while CS, I got a degree in that stuff. But some other things. Some of the other topics I've covered, not so much all the finding out all the details of what was included in the Google Web vitals update, because nobody had one article that listed everything. And I remember, I think I spent like, literally a day and a half, pulling all those all the speed factors and everything, you know, finding them across all the different places, they were listed on the internet. But I think I've enjoyed it. You know, I was, I wasn't sure if it was going, you know, boot camp was going to get extended again, or what was going to happen. And I was like, Oh, I actually wouldn't mind if, you know, they did extend, extend this for a while longer. But I do realize, you know, it's supposed to be a temporary position. And it's been, it's been a huge benefit. Especially for me trying to, you know, seriously get into the copywriting game. You know, with everything that was going on last year, I don't think I would have been nearly as successful. And I not been the the reality blogger. And there was one other thing I wanted to throw in there. You know, AWAI has worked with, I don't know, how many 1000s of different copywriters over the years, um, I couldn't even guess the number. But what I found is, there are quite a few AWAI members running their own businesses and, you know, doing their own thing right now.

And I'm, I've answered a couple of calls for agencies, and we're talking about the experience and this and the other and, and they say, well, where did you get your training? And I say AWAI, and they're like, Oh, me, too. And I'm like, really? And then like, well, yes. And I said, and I said, Well, what do you think about AWAI? And they're like, well, they helped me get started, you know, some organization, you know, no complaints. And I'm like, Well, you know, you might find this interesting, but I happened to be the reality blogger for the b2b group right now. And they're like, you're writing for AWAI? And I said, Well, yes. Yeah, I'm not writing the big sales letters. And I'm not doing the courses. I am writing for AWAI. The and at that point, the The next question is, well, how soon can you start? Yeah, it there's absolutely, there is a huge credibility boost. You know, working for AWAI, especially when you run across a matter of fact, a couple of the people on work that couple these agencies, a couple of people were wanting to go to boot camp, because they're like, why I've been to boot camp in like five years, you should go. And they're like, Oh, well, it's sold out. I know, but there's a virtual option now. So but yeah, there's a There's a lot of AWAI a iers out there. I don't know if that's an actual word or not. Maybe AWAI graduates and just stumbling across them, you know, that common thread, anything you can do to make it easier for the client to say yes. You know, and AWAI makes it a lot easier for these

clients to say yes, that's a really great point. Especially if you don't have you know, a, you know, I don't think I even had a portfolio when I applied. I think I had just written a few articles. Since you guys hired me to, you know, for this position, I think, according to Grammarly, and I know it's not an accurate count, but since April of 2020, I have written 1,400,000 words through Grammarly. So it's slow. You'd be, you'd be surprised. Oh my gosh, that's like six Harry Potter books. Holy cow. Well, my girlfriend's while we're both potterheads. She's a little bit more extreme than I am. And, you know, when I saw that little thing from very early the other day, and we just happen to be watching the watching the was the Half Blood Prince or whatever. And I was just like, you know, I just as I've written, you know, almost a million and a half words in about 16 months. And so Amber immediately got on there in Google. AdWords is Harry Potter have? And she's like, No, you've written all six Harry Potter books. Wow. So another way another perspective? Yes. Like,

yeah, I never would have Yeah, sure. You get you get a lot of practice? Absolutely. Well, thank you so much credit for, for agreeing to get on and talk with us. And for all of the great ideas and content. What's up, you got another idea?

I was just gonna say, I know the notably that people listening in May can't call they can't necessarily call in. But you know, throw a question out there in the b2b group. And I'm actually at my desk for the rest of the afternoon, I've got to jump into another website rewrite project. So I'll be kind of fumbling around with that this afternoon. If anybody has any specific questions, they want to pop them in there at Facebook. I'll do my best to answer I think it's been and just published your article today as well, on your experience as a reality blogger. Yes, pretty cool. Very cool. And, you know, one thing, you know, especially starting out the, you know, having an ongoing client for a year, you know, if you're just getting started or just getting serious, does a lot to kind of steady the nerves a little bit. You've got something to look forward to on an ongoing basis, as far as you know, recurring work. And you get a chance to build relationships with the people that AWAI. Yeah, let's say send me a check every month. I mean, this is like, so I was if anybody this seriously, cuz even thinking about it. When I applied. I told my girlfriend, you know, I was like, hey, Debbie, you guys gonna hire some hire somebody to write, you know, for like, you know, write articles for a year. And she's like, Oh, I'm gonna apply for that. And I was like, wow. Yeah, I think I could do that. My goal was to just I wanted to get past the first round of cuts. That's all I was really concerned about, at the point at that point in time, was getting some,

like I said, I had the success of bootcamp. And it's like, Okay, well, let's, let's see if I'm still hitting the mark here. See if I'm as good as I think I am. And it was like, Oh, yeah, he's okay. We're getting we're considering you. So now we want you to write, you know, this, another piece. And I was just like, Wow, my goal was to just make it past the first round of cuts. And so when you guys came back and said, you know, you want the job. I about fell out of the chair. Like I said, the steady work, you know, definitely kind of helped formalize your, your, your, your writing habits. Mine weren't that organized to begin with. But yeah, now it's a lot easier. I don't sweat 1000 word articles anymore. It's not that not that big of it's not that difficult to do now. And I think that's part of one of the benefits of the reality blogger too, is you just you can create your system of what works for you and modify it or tweak it as you need to. And then when you're done with the reality blogger position, you just, you know, that organization stays with you. And the experience has just been phenomenal. So and all the published articles, you now have the samples and everything. Yeah, absolutely. Yeah. Like I said, What is started, I don't think I had maybe three or four articles. I think I've got, I think I've got a we're gonna end up with about 70 something for for the reality of everybody else I, yeah, I've got quite a stack of samples now, that's, I don't worry about samples anymore. That's, and most of them are live links, which is the better, you know, to submit a Word document to somebody, you know, they're like, well, this is very nice. If it's on the internet, well, that's kind of a couple steps above just a good writing sample, this is good enough to get published. Yeah, makes makes a difference. But I'd say if you're, if you're, if you're thinking about it, go ahead and send it in, see what happens.

You never know. And, and where you send it in to in case you're, in case you didn't get that a letter that went out on July 29. About this is help hvlp at b2b writing success.com. So just drop me an email, let me know you're interested in the reality blogger position, what you would bring to it, what you, you know, what experience you've had, what your goal is, as a result of the getting the reality blogger position. And those are all due by Thursday, August 6, I will take a look at everything I've got in and I'll let you know within the next couple of days. whether or not we're going to ask you, as Curtis said to go, you know, send us an article right to write something for us. And you will get paid to write that article. And then we'll, we'll whittle down the reality blogger from there. So thank you, Curtis. I really appreciate your generosity and getting online and talking to everybody about your experience.

Not a problem. Not a problem. Glad to help. Glad to help. Awesome. Excellent. All right. Well, if anybody has a couple questions they want to throw in there in the b2b group on Facebook. Yeah, I'll be on an off the computer for the rest of the afternoon here. So I'll if there's any questions, I'll do my best to answer them. And, and good luck to everybody.

Great, thank you much. And everybody, have a great rest of your afternoon. Take care of Bye bye.