Zelena Khan:

Welcome to NEXT, brought to you by ContentLabs. I'm Zelena Khan, your host, and I'm so excited to bring you season four with a brand new set of guests to educate, motivate, and hopefully inspire you in and out of the workplace. This season, we're talking to industry experts on everything from localization to artificial intelligence, to the importance of perseverance. Let's dive right in. Imagine waking up every day and being able to live your true purpose. Thoughts like this might seem unattainable to many, perhaps consider for the few privileged or wealthy, but does it really have to be? Our next guest Ultramarathoner, Michele Graglia takes us through his journey on how he found his purpose. We discuss motivation, perseverance, and how this can be applied to almost any facet of life. Be sure to listen to the end for information on how to win a signed copy of Michele's book Ultra.

Zelena Khan:

So if you asked me to have a conversation with our next guest a year ago, I probably wouldn't be able to relate at all. I'd probably say he was crazy. I'm pretty sure a lot of people think you're crazy Michele. But after <laugh> going through one of my own physically tolling weeks hiking in Southern California I get it. I get it. Michele, you are the definition of like pushing the limits and I think this conversation is going to be great for anyone trying to find motivation and struggling with the inner self.

Michele Graglia:

Well, thanks so much, first of all, for having me today. It's great to connect with you and I'm very excited to, you know, share some stories and hopefully share some good thoughts and good you know, philosophy that can transcend not just the physical activity, but becomes, you know, become lessons of life in a way.

Zelena Khan:

Michele, you are an ultramarathon runner. TransPerfect is a BtoB tech solutions company. How did we end up talking to you?

Michele Graglia:

Well, you know, I think people meet for a reason and . . .

Zelena Khan:

Sure.

Michele Graglia:

There's always energies get drawn together and it was, I would say the beginning of August, 2018, I had just come back from Badwater, which is the toughest foot race on the planet right in Death Valley. And I just come back to The Ashram, which is a high-end retreat in southern California, Malibu, where I used to be an instructor at. And I just came back from this race, which I had won. And you know, I come in and meet this, you know, every week we got new guests and I meet this great group of people. And among this great group of people, there was an outstanding group of people, smaller group of people that were all there together, and they were all captained by Phil, Phil Shawe.

Michele Graglia:

And you know, we had a fantastic week. We shared great hikes, we shared great conversation, great yoga classes. And you know, as I said before, we really connected at a deeper level. You know, there was no talking about business. I had no idea who used to come to The Ashram. They never told us who's who. And so, you know, at the end of the week Phil and I sat down for a minute. It was like, you know, I would like to eventually talk to you next week once I, you know, once I get back to the office. And then the following week we connected and I found out who Phil was and the whole crew. And so, you know, Phil and I spoke for, you know, briefly, and he was like, I love what you represent, I could say, and what your vision is.

Michele Graglia:

And the more I discovered Phil's story, the more I actually understood why we are kind of speaking the same language, you know, successful businessman and developing himself through, you know, through his vision. And so once we, I started, you know, I started sharing my journey, my dreams and things like that, he was like, You know what? I would like to, you know, to be of support of this and see if we can follow and, you know, follow this journey together and help each other out. And, so we did, you know, we found this, we created this amazing friendship with several members of the team. And you know, that very year the same, like I would say two months after the meeting or less, we found ourselves in San Pedro de Atacama and I was ready to run the 1000 kilometers of the Atacama desert in Chile.

Zelena Khan:

For anyone that doesn't know you and they just look at your external story you went from being a model to an ultra-marathoner. There's a lot in between that once someone really gets into your, backstory, right?

New Speaker:

Yeah.

Zelena Khan:

Take us through a little piece of that.

Michele Graglia:

Well, my life actually, you know, I was born and raised in Italy, so my life actually started in a very different way. I started working with a family business in the floral industry and that's what initially brought me to the U.S. So I was actually working as a salesman, so imagine me in a suit and tie and being all serious. And then you know, I eventually got scouted and the modeling world brought me to a whole new dimension because it opened up the doors to a world that, you know, it's kind of the world that you see on TV and in the movies and the newspaper, you know, it's the fancy, glamorous and, you know, filled with excesses in many ways. But, you know, through that experience I kind of, you know, I developed myself, I derived, you know, I started understanding that what I was doing wasn't necessarily wasn't giving me any sort of, you know, beside the material of course return.

Michele Graglia:

It wasn't giving me any sort of purpose or fulfillment. I was only 26, 27 years old when I got to that realization. And I was living in New York City, living the dream, living the life that, you know, I thought was gonna be it. And then eventually, you know, I got it, I was like, you know, this is just completely empty and I feel very lonely and I feel very detached from myself and who I am. I think everything kind of needs to start from childhood dreams eventually, beause we all grow up with some sort of calling, some sort of desire but then it gets diluted as we grow up because of social conditioning.

Zelena Khan:

I think what a lot of people go through, especially with the immigrant journey, right?

Michele Graglia:

Totally. Yeah. You can call it the American journey.

Zelena Khan:

Yeah. Right. So you have the Maslow Hierarchy of Needs, you know, you fulfill the basic needs.

New Speaker:

Yep.

Zelena Khan:

And then you work your way up, right? So you have the money, you have the success, and there's like that, that top of the pyramis, like damn it I'm not there yet!.

Michele Graglia:

The thing is, the top of the pyramid is the most important part.

Zelena Khan:

Mm-Hmm. <Affirmative>.

New Speaker:

I think we can live well off without the rest. I mean, of course you got to make ends meet, saying that we don't need money would be naive. But I think, you know, what the hardest decision I had to make at that point, now coming back to my experience is do I sacrifice my financial to pursue something that most likely is going to be, you know, a hard career? Because running is not, you know, is not the NBA, it's not football. You know, you got to think about the reality of the fact that in the end of the day you still have to pay bills. I think that once we just focus on the material excess, we kind of sacrifice our own selves. In a short period, I think it could be necessary to make the effort to achieve a certain financial status, but I think that in long term, that's going to crush your soul. And that's why we see a lot of people, I think in our generations giving up their jobs, their great careers to pursue themselves, to find something maybe that pays a lot less, but every day you wake up with a purpose. Every day you wake up knowing that what you do allows you to grow, express yourself, be creative, and be you.

Zelena Khan:

So question, you essentially came to America for the family business.

New Speaker:

Yeah.

Zelena Khan:

Then you told your family, you are no longer doing the family business, you're going to be a model. So it's like, ok, hey Michele.

New Speaker:

Yes. <Laugh>.

Zelena Khan:

And then you decide to go back, then you completely drop that.

Michele Graglia:

Yeah, my parents have been in for a ride, that's for sure. <Laugh>, They're very supportive and I'm very thankful for that. But yeah, those transitional years in between the, you know, quitting modeling and eventually becoming a professional runner were absolutely challenging. And not on a personal level because I enjoyed the whole process of, you know, kind of reshaping my body, reshaping myself and what I was doing. But it were very challenging on a financial level. And so I put my head down and I worked hard And eventually, you know, a year after year I started picking up momentum, winning races, picking out more sponsors, more exposure and everything kind of developed on its own, that's for sure.

Zelena Khan:

Mm-Hmm. <affirmative>, I think it takes a lot of courage to make a career change and to identify things like that. And you know, like then you have, you have to think about things like the intuition and listening to the inner voice and you know, then also dealing with like that fear, right? You know, the fear of the unknown. And I feel like a lot of times things like this happens because like, people hit breaking points. Do you mind talking about that point you hit, like your aha moment, yeah, where this paradigm shift happened? Yeah.

Michele Graglia:

I think the whole paradigm changed when I, you know, one night in New York I literally reached the, you know, the last drop. You know, I couldn't, I came to the point where I was so depressed, so detached, it was very much the toughest time of my life. And you might say, you know, "Oh, poor you, you know, you got everything you want." But then, you know, when you have to answer those existential questions, I think those are always the hardest to face. And I think that, you know, it's always hard to talk about, you know, ending your life or anything at that level because you come to confront yourself. You come to confront your demons, your fears, and on a very raw, and it touches you deeply <laugh>, or at least it did to me.

Michele Graglia:

But I think that if you bring the urgency to what it is that you need to do right now, then you make the steps that you need to make. There's no holding back because you know that, you know, you already confronted that and you understand that as I said, your time is limited. So it becomes, it gives you the sense of I got to do it now for myself, for my life, and for my future because eventually the day, the choices that we make today are gonna shape who we become, you know, five years from now, 10 years from now. But then I came to the realization that if that doesn't fulfill me, it's not my path. And so just as easy as that, I was like, Okay, you know what? From tomorrow morning, as soon as I get up, I'll, you know, lace out my shoes and decide which direction I'm going to go. And I didn't know which way I was going to go because at that point I didn't know that running was gonna be the answer. I stumbled up on a book just several months after. I was in search for something. I was craving for, you know, to escape that cage and eventually it came from a book and a book changed my life.

Zelena Khan:

What book was that?

Michele Graglia:

Ultra Marathon Man by Dean Karnazes. He's a guy from, is a Californian runner. And you know, I read his book and he hit me like a lightning bolt. He was like, "Okay, we come, you know, we pretty much share the same journey and you know, anddespite we came from different careers, we've reached that success," right? And at that point he had that pivotal moment very similar to mine, you know. And so I very much related to what he said at that point that it was almost like an awakening. Once you break those barriers, you can allow, you can let your voice, your inner voice speak loudly and you can hear it and you can follow it. And eventually he found that, you know, he answered those questions running insane distances in extreme weather. And for whatever reason, I was like, that sounds awesome. I want to do it too. And so I bought a pair of shoes and he actually did change my life. And now we're here talking, sharing this.

Zelena Khan:

I know, I know. Speaking of books, it's kind of full circle, right? You read a book and it kind of changed your life. And then you wrote a book last year. Congratulations on that.

Michele Graglia:

Thank you <laugh>.

Zelena Khan:

It's very interesting to hear a story like that, right? Because you can reach this rock bottom and some people can just stay there or, you know, then you can use the hills to make you stronger. You know, someone can look at you from the outside like, wow, like, he's so motivated and like you don't just wake up motivated, right? And I think it would be great for us to start with your definition of motivation.

Michele Graglia:

Motivation is what gets you up in the morning to pursue your dreams because inspiration can come from anything really. You know, I can get inspired by, a race car driver as much as a runner, as much as a business person that achieved what he wanted to share with the world and anything in between. And so to me, the greatest motivation though always comes down to the pursuit.

Zelena Khan:

Mm-Hmm. <affirmative>.

New Speaker:

So what is it that I do that allows me to do what I love? So it's almost like a circle that, that creates momentum on its own, right?

Zelena Khan:

Mm-Hmm. <Affirmative>.

New Speaker:

It's like, I do this because every single day I work on my own growth or my own self. That allows me to be dedicated. It allows me to know exactly that every day I got to do this and this and this.

Michele Graglia:

I know which steps I need to make to achieve this, right? To win this race, to make, to be fit enough to be able to achieve this, you know, to sustaine the effort to run 1700 kilometers through the Mongolian desert or stuff like this. You know the road always takes you where you want to go. And so I think it comes down to visualization, dedication, and belief in yourself. Believe in yourself a hundred percent and you know, things are going to get bumpy, but if your vision is set on all the bumps in between, they're just, you know, noise or just failures that allow you to learn and grow. So it's always off of a breath of positivity of energy, positive to me.

Zelena Khan:

For sure.

Michele Graglia:

Positive energy, sorry, <Laugh>.

Zelena Khan:

And by no means are we encouraging anyone to just quit a job they're unhappy at. But we had looked up some stats on just like the workforce and you know, like the number one priority right now for Gen Z people, is that like, you know, they need to be fulfilled from their work. You think about like what you can do and then you think about what you actually can do. And then you bring up this, you brought up a really interesting concept about pushing versus pulling right?

Michele Graglia:

Yes. Yes.

Zelena Khan:

Can you talk about that a little bit?

New Speaker:

I think there's a substantial difference there between the two. You can work hard and push to make something happen to step up to a certain level, but I think through push, there's always resistance. So when we talk about resistance, it can only be endured up to a certain point. You can only grind up to a certain point before our human mind, our human brain, a human emotional, psychological levels are gonna eventually give up. So the pool is something that can be sustained because you're pulled towards something towards your calling, towards your dream, towards whatever you feel like you need to accomplish. And in my opinion, every time I had that attitude, that perspective towards anything I was doing, of course it's hard, but there was, it was always on a path of flow rather than resistance.

Zelena Khan:

You mentioned, sorry, you were telling that story and I kept thinking about where I heard where you said you put, got the sneakers, you put them on, and then you started blasting Don't Stop Believing. And then I was like, I was basically connecting it to, you know, if I'm working out or any sort of jogging, I might do, like, you know, what's empowering me, what's motivating me? Obviously Beyonce, but . . .

New Speaker:

<Laugh>.

Zelena Khan:

I think about, you know, that push, right? Like, I'm tired. Are you tired or do you have a little bit more in you and then just finding striking that balance? Yeah. When I was at The Ashram which we're both familiar with I learned about the Sherpa step and I was just like, wow, The Sherpa Step! And I have a definition or what is exactly the Sherpa step.

Zelena Khan:

Sherpa is the native Nepalese mountain people who are known for their display of physical prowess at extreme altitude, to hike up steep hills in a distinctive style called the Sherpa step. It is a particularly useful technique for saving energy when carrying heavy loads up inclines where there's little oxygen in the air. When you find yourself really short of breath, it's time to slow things down a bit, take smaller steps and breathe as you walk. And I'm like, damn, that was a great definition. I do everything fast, you know, I'm always going at a pace, you know, I want to take big steps. I want to take big jumps, I want to leap. But you know, you're looking at the top of a mountain and . . .

Michele Graglia:

You can't sprint up there.

Zelena Khan:

No. Yeah. You're looking at the top of the mountain and you realize, oh no, I can't, I can't take big steps. I can get to the top of this mountain, but I can do it with taking small steps. And I connected it so much to business. I connected it so much to reaching to the next level in my own personal life.

New Speaker:

Yeah.

Zelena Khan:

And I guess I want to know, what are you doing during these ultra marathons? Like, are you listening to music? Are you listening to nature? What are you doing now?

Michele Graglia:

You know, in the past I used to distract myself with music, but then I realized that it always brought me away from the experience. And so I think if you really want to saber what you're doing, you need to be present, you need to be focused, you need to, to accept the pain. And that's, I think it's the secret in, not just in ultra-marathons, but in life.

Zelena Khan:

Yeah.

New Speaker:

It's about, you know, every, so any sort of pain because we all suffer from something at some point in our lives. It's not physical pain is the let's say, least damaging one in my opinion. I think we have mental pains and emotional pains, that are always way more painful. And so in ultra running, you go through a myriad of these emotions. You live a year of life like, It's distilled down to one day of running.

Michele Graglia:

You go through so many highs and so many lows. And I think through these experiences you come to you become more in tune with yourself because you break down all of these emotions. We think that we need to be strong because, you know, we make it even for men, you know, it's always been the toxic masculinity that, you know, feeling ashamed when you're crying, right? But I think it makes us humans and being open to that allows you to connect to a higher level, to be in touch with your inner self. So in these specific cases for you being in a tough spot, going up on a hill at The Ashram or for me climbing a mountain, doing a ultra marathon is the simple act of bringing yourself to that moment. Because through pain there is awareness.

New Speaker:

Mm-Hmm. <affirmative>.

New Speaker:

I think there is always growth and there is always opportunities.

Zelena Khan:

It's funny, you bring up not listening to anything because I did not listen to any music on any hike that week at all.

Michele Graglia:

Yeah. That's, that's great. It's not easy. It's not easy.

Zelena Khan:

Well, I am a Guyanese girl from the Bronx. I did not grow up listening, well I did not grow up hiking. My family did not define that as fun. My mom thought I was crazy when I told her I was going <laugh>. What keeps you going right when, you know, fear creep in when you know, I would think someone like you, even though you are, you've reached that success, will still have some imposter syndrome. Because I feel like a lot more people have it than we actually talk about. So what do you, what do you do?

Michele Graglia:

That's a tough question. That's actually a really good question because you know, I was just talking about this with this other top runner that I'm sharing these days with just before this big race up here. And we were just talking about the fact that it's, it's almost like, I don't think it's the imposter syndrome, but it's almost like hard to believe that we are in this position, you know? Or that's what I think a lot of people actually suffers from is understanding, like trying to grasp the understanding of being a certain position or having achieved a certain status. And then eventually finding yourself there and you're like, Okay, did I cheat anybody to be here and because we always come to question ourselves, Am I really that good? Am I really capable of doing what I, you know, what I said I was going to do?

Michele Graglia:

So I think that's, in my opinion, it should be a motivating factor. And I always try to clear the mind from these negative thoughts because they don't serve you any purpose. So in my opinion it is always everything, energy always has to be flashed out, and you always have to create your positive energy. And that's always from your, the mental that addresses your emotional in my opinion. Because it's always about your, our thoughts. Those are demons too, you know. Very shallow in my opinion, but they're demons of our times because there are so many people trying to achieve the same things. And there's so many, there's so much noise out there that always bring you to self doubt. And so, you know, if you actually change the energy around, you're like, no, I'm here because I deserve it.

Michele Graglia:

I'm here because I worked hard for it. The goal is just the final destination. But you know, it's been said in many ways and many times it's about the journey, not the destination, but our whole society just focuses on the destination that you never enjoy the journey, it's just rushing through. It's almost like you waking up in the morning and you just brush your teeth and you're just getting ready and you're doing five things at a time because everybody thinks they can multitask. And then eventually you glide through hours and hours of your days without even being aware of what you're doing. And those are hours of your life that you've lost. So the self-doubt, the impostor syndrome is just a cage that we are putting on ourselves.

Zelena Khan:

Yeah. That's why reprogramming is so important. Right. You know, we talk . . .

Michele Graglia:

100%. Yeah.

Zelena Khan:

Yeah. Thinking about the chances you didn't take, whether it's not because of what you thought of yourself, but maybe because you know, your family upbringing or there's so many factors that come to play and I think you know, when you think about books like yours, it's just about reexamining your life and pushing your limits and, you know, that's why this is such a cool book,

Michele Graglia:

<Laugh>. Oh, thank you.

Zelena Khan:

Well, it's cool because you know, I think about professionals that might be listening that are, you know, well into their careers or college students that are listening. You know, it's never too late. It's never too late to think deeper about where you are and where you're going.

Michele Graglia:

Yes. We're absolutely never too late. Life ends at the end, you know?

Zelena Khan:

Yeah.

New Speaker:

Anything in between, you always have time.

Zelena Khan:

Yeah.

New Speaker:

Age is just a, you know, it's just a time that we give ourselves a breakdown of things that we think we need to do by a certain age, you can actually connect with yourself. And once you do that, I guarantee you connect to a higher source of knowledge. There's a universal knowledge, There are natural laws that if we connect you, everything falls into place. And don't get me wrong, I haven't gotten it all figured out, but I speak of something that I'm starting to taste, that I'm starting to feel and I live by. And that allowed me to express myself at the highest level and still working on it. And that's the best part. It's a never ending journey of growth, but the more you tune to that and every level, as I say, you don't need to be a runner.

Michele Graglia:

You can do it, you can translate this to any business, to any activity. But once you become more aware and more conscious of yourself and the true nature of ourselves, you don't care about that noise that floods your brain, that floods your mind because that's just societal influence. And that, Z, like, you work on yourself. It's almost like blaming somebody because things are not going right. How about you start working on yourself. It's like that roomy saying that I love, It's like yesterday I was intelligent and I wanted to change the world. Today I'm wise, so I'm changing myself.

Zelena Khan:

Yeah. Ooh.

Michele Graglia:

It needs to start within. Yeah, oh, quoting people too, what?!

Zelena Khan:

I think I would be remiss if I didn't talk about any of your races, we know about the races you've won, Watching you run up mountains effortlessly is a little mind blowing. But I would love to hear a story about maybe a race that one would consider a failure and maybe, you know, what you learned from it.

Michele Graglia:

I got to tell you the truth I've had, I think I've had more failures than successes. I think like every person that wants to achieve something greater you have to be able to enjoy the successes and face, you know, the setbacks, because there's always going to be more of those. And at least in my experience, they've always been very painful. At the very beginning, I always took them hard. Just like every one of us, there's the negative talk that brings you down. You start doubting yourself, but then eventually, you know, you get back up and you do it again, and then eventually goes, well, then it goes back again and you learn and you grow. And I started to come to this past few years, only think about the fact that I've been in this, you know, I've been transitioned to this ultra running, ultra trail world for the past 11 years.

Michele Graglia:

So it's long, but not that long. And only these past few years I came to develop this understanding that the result, as I said before, is out of my control. All I can do is work on myself, condition myself, physically, mentally, emotionally, to endure these certain type of efforts, but then accepting that the result is never under my control. I can do my best and eventually I could even follow a cliff and break three ribs like I did in the mountain race here in Italy a few years ago. The long term goal to me is not winning the race, this race or the next race. It's what is that I'm winning in my life that allows me to be who I am, pursue my passion, and follow my vision.

Zelena Khan:

I think hearing a story like that is so important for people because not only in racing, but in life, right? Especially with social media playing an impact on comparing yourself to others and, you know, seeing a successful person whether it's a job, a relationship, a family and not understanding that that's all part of the journey, right?

Michele Graglia:

Yeah, exactly. It's accepting that you, you don't see what's behind other people's curtains. You know, what's behind the stage, the mess that is behind the stage.

Zelena Khan:

Yeah.

New Speaker:

And so it's, that's why, you know, I always bring it back to . . .to me, the most important factor in life is meditation. It's a moment of stillness. It's a moment of connection with your breath, with yourself. It brings you to simplicity. And that simplicity allows you to process your thoughts and understand that those are just clouds in the sky but you're the universe.

Zelena Khan:

When I mention meditation, a lot of people think that, oh no, I can't do that. I can't sit in a room quietly.

New Speaker:

Yeah.

Zelena Khan:

And it's not really about sitting in a room quietly or not speaking, it's really . . .

Michele Graglia:

Just listening to yourself.

Zelena Khan:

mm-hmm. <Affirmative> That's coming back to yourself because . . .

New Speaker:

Yeah.

Zelena Khan:

You know, we're all busy. Everybody's busy.

New Speaker:

Yep. Yep.

Zelena Khan:

And, you know, you don't make the time.

Michele Graglia:

And that's why we also get sick. That's why we get sick on a physical and a mental and an emotional level.

Zelena Khan:

Yeah. You know, you've done a Ted Talk, you've done a lot of interviews where you talk about motivation and it's definitely expanded your impact, right on just people as a whole beyond racing and marathons. What's your hope, you know, for yourself like in the next five years?

Michele Graglia:

Well, of course I have big dreams and I have big visions and you know it's a great blessing to be able to be part of the TransPerfect family because I tell you, this is what's, in many ways what is allowing me to pursue this. But what is the true pull behind it is the impact that I could have, or the inspiration that I could be towards other people. And because I know how powerful inspiration can be in the worst time of my life, in the most challenging time of my life, a book, the inspiration of the words of a book, not only changed my life, but they actually saved it. And so, if I could do that for one person, 10 people, 100 people, the more resonance I can have to share my message and share this concept of building this inner strength in a way working on yourself not necessarily to be successful, because success eventually will follow.

Zelena Khan:

We're trying this new thing. Well, we're gonna try an activity. Let me know if you're okay with it. But we want to do a word association.

Michele Graglia:

Okay. That's challenging. <Laugh>,

Zelena Khan:

Says the ultramarathon runner. You ready?

Michele Graglia:

Let's go.

Zelena Khan:

Okay. So I say a word. You say the first word that comes to mind.

Michele Graglia:

Okay.

Zelena Khan:

Success.

Michele Graglia:

Achieving your highest self.

Zelena Khan:

Motivation.

New Speaker:

It's a fuel.

Zelena Khan:

Ultra.

Michele Graglia:

Beyond anything.

Zelena Khan:

Journey,

Michele Graglia:

Growth.

Zelena Khan:

Life.

Michele Graglia:

Exploration.

Zelena Khan:

Death.

Michele Graglia:

Life, come on. <Laugh>

Zelena Khan:

And, running.

Michele Graglia:

Running is primal, the most primal way of expression. The most primal way of being. The most primal way of feeling.

Zelena Khan:

Okay. And the last word is winning.

Michele Graglia:

Winning, understanding.

Zelena Khan:

This was amazing. I had, this was such a great conversation. Thank you so much.

Michele Graglia:

I'm happy, I'm happy as well. And I thank you for guiding it the right way.

Zelena Khan:

If I keep pushing myself, then I'll get what I want. So many people can relate to this, but you can only push so far, right? Michele hit the nail on the head when he said, "If you're pulled by something, it's easier to find motivation to keep going than if you're pushing." All of the choices we make today are gonna shape who we are in five, 10, and even 15 years from now. I'll leave you with a quote that you can listen and ponder when making some of these choices. It's a poem by Robert Frost, called "The Road Not Taken". "Two Roads Diverged in a Wood, and I, I took the one less traveled by, and that has made all the difference". Thank you all for tuning in. If you want to connect Michele you can find him on Instagram @mickeygraglia. And we're giving away a signed copy of Michele's book Ultra, which you can enter to win by emailing nextpodcast@transperfect.com with your answer to Michele's question: What can you do today that's going to change who you are tomorrow? Thank you for listening. If you made it to the end of this episode, thank you for listening. Make sure you hit the like button and follow us wherever you get your podcasts. If you have a question, comment or suggestion, we'd love to hear from you. Email us at nextpodcast@TransPerfect.com or visit our website at nextpodcast.TransPerfect.com. Support for this podcast comes from TransPerfect, a family of companies providing language and technology solutions for global business.