

## GDL Allie Webb and Adrain Kohler

Welcome back to Good Day Live I'm Michelle Murad We have a different setup Um I'm here with my buddy Kyle True Blood and who are these lovely people sitting across from us Yeah Adrian Kaylor Yes Holly Yes And um for those that don't know you uh can you tell us a little bit about yourselves Yeah I'm probably best known for starting a company called Driver Yeah which is about 12 years ago and now I'm kind of an serial entrepreneur and have a bunch of other businesses up and running I speak at events and do all sorts of stuff investing companies advise for companies and writing my second book Congratulations I got a lot going on Yeah I have literally have like three paragraphs of the things that like you remember That's why I was like do you want to say it I can read It's incredible That's like broad broad strokes Yeah Broad strokes And then Adrian I'm best known for being married Doley Webb No I I'm I'm probably best known for the guy you call when you want to turn something around whether it's a relationship a business I'm that guy that's like you call him he's gonna care about you in ways that nobody else will which usually means getting straight to the punch Let's fix reality I'm that guy I love new new new ground And then um you also have a podcast It's the the naked leadership podcast Why naked Well there's no leadership that's not naked It's something else I mean there's lots of leadership that happens But well whatever metaphorically speaking that's not a terrible idea It's a nice a comedian that doesn't ever wear a shirt Burt whatever his name is you know the guy it's like the opposite of undercover boss Yes Here I am Undercover boss dresses up in more clothes Yes A naked yes I like it So naked Naked Leadership Like I like the best leadership that happens is really vulnerable and real and raw Um And uh this is the first time I'm actually sitting across from you too but I've had the pleasure of being on your Instagram both of yours and I what I love about you guys before I even got to sit across from you is that you both are very vulnerable not naked but you are naked No we're naked You are married You married I love it and raw I love your authenticity so much both of you Um I think uh ay your recent one that like really struck me was when you went somewhere for like a spa and like you're having anxiety about like wanting to do stuff And I am that person too I'm always busy I always want to be busy and you're really funny about like you take your stuff with you wherever you go Yeah I mean and what's been really interesting and amazing about us coming together is you know Adrian coaches people like me for a

living like founders and entrepreneurs and you know affectionately refer to myself as a maniac and I've learned so many things from him Oh yeah Here we are such a cute picture I I love by the way I love the pink Thank you I was the second wedding and to do everything different you know Um but yeah you know I've learned so much from you know well just being married to Adrian and being with him But it's it's funny too looking back over the years that you know I remember my brother who was my business partner was like I think maybe you need a coach around like year five of dry bar and building dry bar and growing dry bar was like just such a massive undertaking I had no experience in it I didn't really know what the hell I was doing And my brother said to me once I think maybe you should hire a coach and I was like no I don't need a coach That's like the silliest thing I ever heard And then I but then I had friends who were starting to get coaches and I was like huh still never even considered it And when I met Adrian and you know the way just the way he talks and the way he thinks you know is like I I used to always say things like business is business and personal is personal which now I'm like oh that's not true at all And you know and he really helped me see that and I mean a lot a lot of the stuff that I'm now putting out there is like really a lot of what we've kind of discovered together and like you just kind of take your stuff wherever you go which I didn't think about it like that you know So yeah it's a big way in which you're a gift to so many You are Ok So it's good though because you said you didn't like a lot of coaches and you're the kind of coach that thinks the most Yeah Yeah exactly Like a match Exactly People always ask me like who you know if they don't want to work with me who else would you recommend knowing I don't just don't know anybody That's what I want to hear from a coach basketball coach business coach Well the thing about Adrian is like maybe you'll get you say a little bit of this a bit him today but he's so direct and honest with people And I mean I think that's like the best way to be of course But like sometimes you're like I just need to be like a little nice you know and told me that last night we're laying in bed at 11 o'clock at night You gave me some feedback about how I'd been a little too Yeah that's true Our perception of negative Yeah Yeah I mean we have a lot cranky at 11 It's hard to communicate a lot We did well but we have four kids between the two of us So it was like by the time Yeah Oh yeah Yeah Cam is my ex-husband on all the way on the left I love the blended family This is great So you let through a coach like matchmaker Well I had been about a year or so divorced and I was using the apps and I was like I'm like this is what like people do

now and you know at first I thought it was kind of fun You can like shop for a guy and I was kind of into it for a minute and then I started going out with these guys and you know I'm 47 and you know this was like five years ago and I was like I I think that this is not the way to find a guy you know but I'm like what am I gonna go to a bar Like I have two kids Like I don't know it was just like where do you even start And when I was uh doing my podcast raising the bar we would interview entrepreneurs and an entrepreneur came on Her name was um oh my God name Talia Goldstein Thank you And she started a company called The Three Day Rule which is Match making company where they base it Have you heard of it Yeah I mean and I was like I mean it was so serendipitous I had literally just broken things off with the guy that I was seeing like the Sunday before this the taping was on a Monday and she was just like listen we prioritize so many things in our lives that we'll pay for like you know a gym or a trainer or a nutritionist or like all the things and you know we prioritize that Why don't we prioritize love and finding love And I was like you are right I'm signing up and literally after that episode I texted her and I was like so so what do I do And then I met with the match my matchmaker You sit down and you have coffee you tell them all the things that you like and don't like about you know whatever and men women or whatever they do all all types of matching and they basically go and have coffee as they call it like the first date with the guys that they're like considering for the women that sign up or men can sign up to and and Adrian was my third date Yeah simultaneously They had uh one of their matchmakers had reached out to me on socials and just said hey we've got we we've um blah blah blah Lisa was her name I'm Lisa from three day rule I'm a matchmaker We have lots of our clients are asking to meet you which I figured was BS which it was I found out later It's a great line I'm I'm enough of a sales guy I know this is a line and it's an effective line Right I know what you're doing Yeah Exactly Exactly And I asked I asked her I asked her if it was a line She said no I found out later it was a line It wasn't true It was just fine which is great Yeah exactly She didn't she didn't know exactly Love it So we sat down and it was funny we sat down for coffee and you know we're about an hour and a half into coffee and I said how long do these usually last She said usually 20 minutes most people don't have those lengthy of answers as you have So so by the end of it I realized hold on I'm the product for your this works out for me This is great And um Adrian likes to like he he he did like the math on what it costs to go on a date with him after we got together Can we save the number Well I think um I I don't

remember the math on that and I I think that their prices maybe have changed but you probably shouldn't mention let's tell you it was an investment right You know but I'll tell you this if anybody out there is interested in a matchmaker I was actually approached by uh like more of like a one on one matchmaker like a person who like was like oh it's only \$100,000 And I was like what you know like I can no thanks you know but so this is this is considerably less and it's it's a company So it's not like you're dealing with this one on one and it's you know it's you know you can sign up which isn't cheap but it isn't \$100,000 or you can just get in the pool like Adrian and was in the pool where they will potentially call you if they have a client that they think would be a good match So the three day rule check it out And I basically I have like three or four friends who've now met their like long term people even my brother is now with the girl that he met from the three day rule So it does work clearly Um And then um how soon after your first date were you like this is the guy It it was all very very quick We had the uh well this is funny when the first time he texted me I was actually on a date with another guy who was not from the 3D rule uh who I actually really liked And I mean it was like I was like I mean here's the picture I was at the soho house downtown on a date had a couple of drinks like in the bathroom checking my phone and I got this message from Adrian and you know it was really like sweet and I was like I don't think I should write back to him right now Like I'm on a date that feels wrong So the next morning I texted him and it was like a Saturday and we ended up like texting all day and he sent me like really cute pictures of like his daughter on his shoulders and it was like all very sweet But I had gone to see the new guy the guy that I was already dating that day because I was like thinking things were going with him The second Yeah the second date the guy Yeah Yeah Yeah Second date second day Yeah it went well but then I ended up like continuing to talk to Adrianne and that night he called me which was like I was like he's he's what we're we're on text base What are you doing Calling me But you know very Adrian style He called me and he he just was like hey and so we started talking we had like a six hour conversation and we were on the phone from like I don't know nine or 10 to like five in the morning and we just couldn't get enough of each other just on the phone And then II I was leaving for New York the next day and I came home a couple of days later and he picked me up from the airport and that was our first anyone that picked lax it actually wasn't it was Burbank Ok All right OK Would have come to L A Of course of course of course Yeah And so then we had a you know right away you can

see it it's very palpable and it's really and I like that when you cut right to the chase like you said in your podcast even before we started you're like ok what's what's the deal guys And and by the way you know he also like cut to the Jays on a couple other things like that dinner We really both like kind of spilled our guts with what had happened in our previous marriages and why things didn't work And you know he had some some really heavy shit to tell me And uh it was a little bit like oh OK But it was great because you know he really wanted to be honest about some things that had happened and he wanted me to know what I was like completely getting into and and I really loved that and you know it's it really built our relationship on this like very foundation of this trust foundation of trust And you know I think it is really important that you know I think a lot of most people would be like let me tell you that on like the third date when she really like me you know but he was like I was on the other end Yeah But why I see most people uh subsequent relationships fail They don't really close the book on the first one and they hope that the them that was there the first time won't show up in the second one which is a pretty naive hope because it's going to So how do you how do you break up a pattern as you reveal a pattern to yourself Right You get real about it Oh how did I how did I participate And especially you know when you've been when you've been married before you better bet What was the breakdown in the first relationship And what was the contribution of the person you're sitting in front of And are they aware of their own number one And have they taken responsibility of a number two And are they committed to doing something new And if all those boxes aren't checked you better run for the hills because it's gonna happen again So I was I was real and I was do you have like a section of your company that just match make it match I know you do a million things both of you But the business like I'm listening to how you even conducted yourself And I'm like he's this is like his coaching It's like it's real Yeah Well and and and you would never think about that Like I remember you know him saying to me that he was he liked the fact that I owned what I what I my contribution to the marriage not working which is like no one had ever said anything like that to me before I mean most of the things he says no one has ever said to me before But you know there is this like oh if if you can own what you did wrong and and he really liked that and and I really like that about him and he's just really good at framing situations and getting things clearer and more across than than I am Yeah Well it's it's for I don't know how long I want to talk about this but it's for both people Right So first off she ought to know right when I was a

big drinking problem and womanizer I was a mess I was a mess and out of if you if you are a mess internally you'll be a mess externally Most people just judge the externals instead of caring about the internal So I turned my life around in a huge reconstituted is what you say reconstituted myself over those years between my separation and divorce and then meeting ally and I was proud of that road that I'd walked It wasn't like I've just been waiting and hopefully the next woman I'm not gonna be the old dude No I'm a new guy now So she had to know about that because they're gonna it's gonna come up at some point I don't want it to be a surprise later I want it to be real now And I owe that to myself Like if I've if I've done work on myself as people would say if I've done work on myself I'd be proud of it and stand in it and if and and I don't I'm not hard on my old mistakes at all They're my mentors I learn from them I'm not in shame or guilt about it and I won't be shamed or guilted about it either by whoever I was gonna be with next So it was also a kind of a in some ways a testy because if it was too much I would fully understand but it's not too much for me and I don't have any shame about it So you know anyway so it was like a both hands like on on both sides of the table I mean we're not that couple that goes on vacation and like no email don't get don't don't find us We want to be left alone We're like let's stay connected and if we need to take calls and do stuff we'll do stuff because we enjoy it We enjoy what we do with our lives And you know of course like you've heard that like if you love what you do you don't work a day in your life I mean I really believe in that you know and so does Adrienne and so we've really integrated our work and our life and we you know we work all the time but we also like play all the time and you know and finding that balance and just kind of finding that person who gets you you know because not everybody would be ok with that There's plenty of people who would be like we're on vacation stay off your phone stay off your email That would drive me nuts Yeah You know for me too because I want to be like connected where for me it's like more stressful to think about coming home and then having all this stuff Like I like to be somewhat connected and we kind of live our lives with that kind of kind of philosophy I think most most folks the challenges like how was it Um How would I say it Like I want you in spite of what's going on in your life like that Our relationship is special and the rest of our life is out here And so I'm competing with the rest of your interests and for you to get your attention here which is why most marriages especially people I work with It could easily be for us too It's like it feels like a competition for time Like when you say work life balance that's obviously

set up as a competition If this is winning this is losing it's a balance But I want ali to win period across the board and however I can support that Awesome and part of our intimate relationship is part of that but it's just a part of a big universe So anyway if you're generous in that way it opens up brand new conversations that most people don't get to generous We're not generous on time right now We have to cut to a quick commercial We'll be right back Welcome Welcome back to Good Day Live We are in the middle of an amazing conversation about relationships and work and being generous to your partner and all that great stuff I mean I feel like I have more questions Oh go go ahead No let's let's let's let's carry on What am I Well I'll pick it up Yeah sure I'm glad you guys are back Good day Good day we have with us Miss Allie and Mr Mr Adrian Kaylor Yes Well done Thank you Well done that one For sure Made a mental note of it No we we were at red flags uh before we left and I just wanted to say that we've been playing red flags for some time and we always treat red flags as though that we should run from them And I found it really profound that you guys actually you didn't you kind of took ownership and you not only use them you you know you you kind of loved each other's flags in a way And I think that's like so profound I mean that's gonna work for sure Yeah Well is the way to look at it is it isn't it I don't know It's definitely unfair It's uh if we if we're out let me get my head together five conversations at once First off if I'm dating someone looking for red flags number one I'll find them Yeah That's right Like we find what we focus on Number one Number two is I'm I'm we usually have this guy Xander said our view of ourselves fluctuates between flattery and pure fantasy So instead of looking for red flags own yours first which most people don't want to have that conversation first You know because we've all got our own If we don't have our own then that is our first red flag is we're self awareness of ourselves Right Yeah You know so if I own mine in a way it's gonna invite hers to own hers in a way Right And and her red flags aren't character defects They're needs Right Most red flags are unexpressed needs So if I'm up for really loving her it's different than I'm up for liking her Right If I'm up for liking somebody then great that's a superficial conversation I'm up for loving her whatever her red flags are that's where I'm called to go into He definitely doesn't always like me Are you a love coach No But like I mean no but I mean it's all the same the same Let's define some terms right What is that I mean what is the ultimate expression of vitality It's love right And so if it's love in business if it's love I mean I come in get called into high functioning fast moving leadership teams Their

issues are always interpersonal they know how to do strategy stuff all day long It's not like they don't have enough competency to win If they don't know how to express themselves they're not willing to they're being political they're not trusting each other There's elephants in the room they don't want to talk about It's always you know we say all results come out of an interpersonal dynamic So it's all about relationships and it's not segmented off Like here's the as you were saying there's not the business version of me and the personal version of me No the 55 year old version of themselves is in the room in the boardroom and they don't want to talk about that and all their fears and concerns and distrust and da da da da But anyway those are the use of the conversations that are needed So it's all about love at the end of the day It's so true I mean I think that we've you know Adrian has helped me in a lot of relationships you know now that we've been together but as I've looked back over the years of building dry bar of how I really avoided conflict and I didn't deal with problems within the organization and I would go and complain to my brother and bitch about it but I never like met it head on because I was like I no I don't I don't want to I don't like conflict I don't want to get involved in it and and there was you know nobody was telling me otherwise really You know and it's like when you learn this stuff you're like oh yeah Yeah That makes so much sense But it's like you don't know what you don't know And then you know no one's helping you and guiding you through that which you know Adrian does so beautifully with his clients of like you know he always says like you know people talk about what's under the table People aren't willing to talk about like what's under the surface in a company in a relationship like anywhere Why do you think that is we're too afraid Yeah Well we're all just normal Right We're all humans At the end of the day our brains are wired to survive and survival is looking good and feeling good and being right being in control So that's the gravity of human being That's what the way every human you don't get a vote on that Your brain wants to do that Now if you want something more in your life you better get be about something more than that And love isn't on that list right But it's it's interesting to think that love is love is so all those are naturally very evolutionary based That's why every human we're the same love is the only thing that doesn't make sense per evolution like love is is sacrificing and being vulnerable That doesn't make sense in the survival of the fittest worldview Why is that now I think that's because we've got some kind of endowment before that meaning like some kind of there's a spiritual core to us that you know meaning comes from sacrifice you know so and that's what



love really is is I'm gonna pay the price now for what's next So most of us would just rather win today and if I lose tomorrow fine But I'll just I'll take today's you know short term gain long term pain as well So I have so many questions so many questions I know I don't have so so much I literally I I was like thinking about it like over and over and over again we can sit here and ask how you create a dry bar all about your books But at the end of the day success is great But if you don't have somebody to share it with and the love between like I I'm getting chilled even just saying this between someone I feel like it doesn't mean anything And for me like it's in incredible you're both incredibly successful people But what I think is so and I'll say it a million times is really cool to see somebody sit I've never seen a couple sitting holding hands like this and not for this long and not on our show And it's just for me it's one it's inspiring two It's awesome And I feel like uh a I have to ask you this because I know you're like a a creative worker bee And did did you get more inspired after meeting him creatively For sure And I mean just to kind of back up a little bit of the other stuff you were saying You know I I also like so many people women you know who are you know got married when they were like 27 and didn't really know themselves yet and didn't know who they wanted to be with You know I mean I married an amazing man but it just we grew apart we grew differently We changed so much over the years and I felt this like I need to stay in this marriage because I made this commitment and like no matter what and I would that was really in my head for a long time until I finally like you know a lot of things happened that really made me realize like no like life is too short and I think there's more than this and I had to go find it you know and I just felt this like overwhelming sense to go and do it and and it was hard and it's too much to talk about But like we I really hit rock bottom after my separation in in ways that I didn't see coming and but it was like so worth it to get to this and and to be like oh this is what it's like like you know not settling and yes I answer your question I think you know Adrian has really inspired me especially after you know where I've professionally been with it with like selling dry bar two years ago figuring out like who am I now with not having the identity to dry bar It's you know I I feel like it's it feels like champagne problems but it it's real you know this like founder dilemma this like oh I've sold a business so I don't do that anymore And now what do I do And everybody knows and equates me to dry bar and I'm grateful for that and I I love that and it's opened a million doors for me But it's it's just like well who am I now Where's my purpose now Which you know Adrian and I talk about

all the time and he's really pushed me a lot you know and things that I'm like I think maybe I want to do this or I want to do this and then I'll kind of like stop talking about it and he'll be like what happened to that thing And I like that I know a lot of accountability what you talked about last night when you were like too much tough love That was different But but he has you know I mean he really like helped like kind of give me the the push I needed to to get my jewelry business off the ground And you know like two years ago you know when I was in this kind of conundrum of what's next and I was you know considering joining boards but I didn't know where to start And you know he's like you know just start start calling people start putting yourself out there You know two years later I'm on a bunch of boards You know it's just he's been really like in my corner helping me kind of navigate you know my life which is really what he does professionally for people I just don't have to pay for it I pay for it in other ways OK The question the question to you Adrian is the same Do you feel like that you have been creatively inspired because of her 100% more than just gravely inspired relation inspired Um Definitely but Vocationally inspired she's always pushing me um to go bigger go harder go more value myself more That was one of the I mean back to that first conversation that we ever had where I was like hey by the way here's the package deal I know Prince Charming is taking the air out of the room right now but here's the real package deal And her way of being with me in that conversation really started off this whole trajectory of believing in me Um and she's perpetually kept pushing me forward and really been like a number one fan of mine which has made a huge difference for me uh publicly and and privately So uh you know and you you better Oh yeah so uh I I not to cut you off but so when I did my research what I think is really cool about both of you is that you both are coaches Well I'm not technically a coach but I but I'm sure I coach people inadvertently Yeah totally Um You do like just by again being naked and and saying not those of you that just really not being vulnerable dealing with the real stuff But yeah uh this is the video the other day uh that you posted on Instagram which I really really liked um and I really loved your response to him Like I don't even know what you're talking about right now Like I think he said something about like who he's at which I love But let give a quick play of this Like it's fast paced There's so many things to do So many conversations to have endless task lists You know what it's like right now go go go put out this fire talk to that person get this thing done and then everybody that I'm talking to on a daily basis all the leaders I work with I tell

them stop stop take a breath You're frenzied If you show up like that it's gonna create frenzy in your organization You are your number one asset If you don't take care of yourself you're gonna multiply your dysfunction with other people So today take a breath take the next effective step Make sure to subscribe for more ways to lead fearlessly And then I think we have Allie's video right after that Oh no no moment for for a moment for that You know it's funny I remember when he posted that and a couple of and I I think I reposted it or something and a couple of my friends who have businesses were like oh my God I was like gonna have a heart attack watching his video And I and I um and I was and I I sent that to Adrian I was like oh no this is negative feedback and he was like that's great That's exactly how I wanted her to feel You know that was the point I was like oh I didn't think of it like that I just felt like oh it was like maybe too much But he was like no it was great It's exactly like how she should be you know thinking about it Yeah So I was trying to channel the emotional state of most people feeling frenzied Yeah Yes We all get frenzied by bringing up emotion out of other people Do I I don't get I don't think you do Do you I um I might in the moment but I I'm you know most most most of my uh the way I serve a lot of people is like being at least at home we talk about it like I'm the ballast in the ship meaning like the the weight in the bottom bring on the storm Let's keep moving forward you know And so in the moment if I'm feeling frenzied sometimes I catch it so many times I don't as well but I'll take a deep breath myself and do that I mean this is like autobiographical It's like what do I need to do OK I can do that That's a bad idea That's a bad uh do this one Clar Clarity Clarity Yeah Yeah Get some space from it Get some space like get above the me because the your body wants to just react right your limbic system all the survival brain reptilian brain whatever you want to call it it just wants to react And if you take if you literally if you take two deep breaths in and one out it resets the autonomic nervous nervous system so you can get back and and engage that prefrontal cortex you're back in the executive function of the brain they call it You're right Yeah you're right Um It's great We had a breath work person on Friday but you just incorporate so many different things You incorporate so many different aspects into your work It's it's great It's really fun You know it's very holistic in that way Yeah You know and it's um I'm sorry you wanna watch this Yeah I wanna I wanna watch them Um at Allie's coaching That was 12 years ago If you don't know much about me and my story I didn't go to college I went to beauty school because I really loved hair I loved doing hair my whole life especially blowouts That's why I started dry

I had a very unconventional path I didn't really know how to run a business but my parents were entrepreneurs and I was scrappy and I really think that that was a huge part of my success I was scrappy I worked really hard I would do any job do anything And I learned as I went and that's ok It's ok to learn as you go figure it out as you go you don't have to have all the answers You don't have to know everything When you're starting a business you just have to be willing to learn be open to feedback surround yourself with people who are smarter than you That's what I did And I don't always have the answers I didn't always have the answers and I'm definitely not always the smartest person in the room but I have grit and determination and I think that that is really why and how I became successful Awesome Yeah No that's awesome That one I think I got a little choked up on when I watched it Like I truly because I'm sorry go ahead No I I think it's just like I think it's really cool to see you know you're not technically labeled as a coach but you accomplished so much that a lot of people want to and you're giving so much like I said like to someone the other day dropping gold like dropping on gold nuggets of like wisdom to people that are like that might be like fans of dry bar or like you know all the other million things that you're doing Um But like you're being so vulnerable and saying like listen like I didn't know what I was doing and I but I just did it well and I think that that goes back to like the vulnerability stuff that we're talking about is like you know I think historically business owners and founders and CEO S like at least the way I viewed them most of my life was like they're up on this pedestal they're much smarter than me you know and I felt that tension you know as even as we were growing Drive Bar and we put our board together and it was like you know there are private equity partners like were these really smart guys is he went to like Harvard and Stanford And I remember like being like oh God like how am I gonna like how am I gonna be in a room with these guys Like they're so much smarter than me and and what I learned through that process was like they're smarter than me in some ways and for sure but they're definitely not you know they don't they didn't come up with this idea and they would say that to me I mean it took us a long time to find a private equity partner and that's a whole other you know story But you know there was that kind of like hey this was like your baby this was your conception and you you know have a very strong vision of how it can be how it should be and like you know nobody can take that away from you And I think that confidence that came from like doing something and doing something that I just you know drummed up you know really helped And then I started to

realize like I'm just smart and in other ways than than this And I think that that really helped me like come into my own and feel like I'm I I am worthy to be here just as much as anybody else People must be reaching out to you all the time and and commenting on how your vulnerability but also your strength go if you even if you don't know I mean these these are just like even if you don't know Yeah Yeah Yeah Yeah I said that yesterday Yeah you really were on it Um It's and it was almost like I saw Stanley's video before I saw yours about Spiderman and how many people were like telling him like Stanley right Just like mess up his name OK I said it wrong OK It's it's I talk really fast East coast girl OK Um And he said he said when he created Spiderman that so many people were like uh nobody wants to be interested in a teenager Nobody wants to be interested in somebody who has problems A bug It's a bug Like no one Yeah he was like everybody hates Spider And so he said he drafted up the uh like the comic the book of it like you just get it out and then like later you know loved it Yeah Yeah People were obsessed it's about trusting yourself And I think both of you did that being comfortable with being uncomfortable That was my thing that I got from you guys You guys are both like fearless when it comes to being uncomfortable You don't run from being uncomfortable I think even in your bio sorry to cut you off It says it says that uh that you you thrive in the extreme environments and find comfort and difficult conversations That's him though That's so not me my my baseline or my like default is like run run for the hills you know I mean that's really where I want to go sometimes not always sometimes like it's Yeah and I think it is a it is a practice to be like OK I'm just gonna go and I'm just gonna have this like very uncomfortable conversation have uncomfortable conversations This is red flags Let's have fun with all of our guests So what we do I thought I came up with this game personally but I didn't um uh I did say we needed these giant red flags Um because Kyle had gone on a date Sorry I keep throwing under the bus He went on a date with this one person but I have so many red flags on my end I I own them Um And how did the red flags Um So basically what you do is you pull a card you read it If it's rated R we don't read it Um and then we get to know it's fun You get to know a little bit more about each other whether or not it's a red flag Some of the cards you might want to choose a couple just in case Yeah this is a weird one Ok Uh um I mean it's a it's a question that's just like just say it and then we'll say whether or not we think it's a red flag But basically what you guys said is just like just be like mind ourselves If we shouldn't own our own you can always use uh real life experiences Also I find that that

real life experiences happen to be a little bit more interesting but cards nothing against red flags You have a real life experience This is a fun game I Yeah OK So we're supposed to say one to you and then you say if it's a red flag or not the whole group gets to play OK OK You wanna go first babe Uh Right Tickle scratches from like the other room Everyone loves Those are five years old One in touch with their feelings We love that We love that for this episode I don't think anyone wave the red flag with you here though I was gonna say let's define terms in touch What does that mean Um If they're you know captivated by their own emotional experience all the time and only then that's a red flag But I only you would come up with that kind of we were talking the other day what is it Two nights ago we were talking about I said how most things in life were gray and you're like well some things are are black and white We went I'm like well and then I was like well this is black and white and he's like well no kind of cap He's a dog Well let's talk about what does it mean to be a dog Anyway What are you guys I'm a Pisces I'm a I'm a cancer But look at this just to make sure people aren't in a different type of cancer And Pisces are like the best I don't know much about that but we knew that we fit OK Loves crafts like arts and crafts anything No loves cats By the way if you've been following my Instagram then you've seen that I have an obsession with my own cat Cookie But Cookie I don't like cats I've never liked cats But then Cookie came into my life Actually a neighbor had a shy face cat and I was like I didn't know that these cats existed and then I became yes I mean surely no no Bring up Cookie Cookie is the cutest animal on the planet and I am like so unbelievably obsessed with it Like every five minutes I'm like Adrian Look at look at Cookie look a cookie and he's like she's beautiful babe I definitely know Now what it was like when Allie had her first kid you know like new moms are like everything they're doing They just pooped up their back in this cute gorgeous only thing I yeah Yeah Yeah And you know but yeah we we even be in the in the heat in the heat of a conversation She'll be like the look at cookie like stop using cookies Stay here here's my thing A guy a guy with a cat on our like dating profile for me is a red flag A guy with a cat I know it's creepy about it I know in the world So be careful I mean I don't know there's just something I I don't know what it is It just throws me off I just I know it Is it your first profile pick for a second Is there something in the past where you had a sensitive guy that did something wrong What does the cat equals No no You know I think this just goes back to like being programs to thinking like it's kind of weird for a dude to have a cat but like like a woman to have

like six cats That's weird too Yeah But you know not weird but just different Yeah It's not normal but I wouldn't hold it against them Although I date girls but still wait what I'm judging you date girls You gotta clarify in life sometimes you know Yeah you do this guy But there's anything wrong with that You want to pull a red flag Sure Ok Oh go ahead Go Oh we go Oh we we pulled this one last last guess Ok Uh talks like Mario like Mario Luigi watching a lot of Sopranos So like I'm game I like it I'm into it Like even better Yeah Yeah Yeah Yeah Sounds like Carmela Like Tony's wife I can't do it here because I curse a lot But yeah it was an Italian show on I know Sopranos Oh yeah Yeah Ok Ok Ok Oh right I are These ones are he's your favorite doctor It out loud That's it's not your turn He's my brother from another mother I know you weren't gonna read that one Is that acceptable No Ok Oh for as long as you date them you will have all the powers of Superman or a woman for as long as you date them of all the powers of Superman Why is that A red flag It just it presents too much interest to to the other one It just how do you know if it's real You're giving them the powers of Superman Why Oh why are you still together I don't know They can fly things out of their and blow the wind out like a tornado feet Like no but they got a really good personality That's why I'm really with them Really Because you haven't paid for like a plane ticket in two years So yeah Well speaking of that one of the red flags that I got was owns an island in the Bahamas Uh Amazing No but really see and and it just reminded me of like when I was dating and I was like the the matchmaker that I didn't use to find Adrian who was like you know I'm gonna I'm I'm charging I want to charge you \$100,000 Like I'm gonna go find you these really successful rich CEO dudes And I was like I don't think I want that guy like that guy who's like wants to be dating a 28 year old that just like everything is money money money money I think I think it's actually I mean a red flag I mean yeah I mean yeah yeah it's a bit too transactional I think any of those any of these that are like what you get from the person That's a rough Hawaii Bahamas Yeah Why did you throw Hawaii out there Please throw my personal information out there Now I know it it out there that you didn't own anything in Hawaii It just sounded lovely Yeah kind of maybe we need to have a conversation about this game Yeah maybe not on on on on on Good Day live Um Listen you guys are awesome Thank you for being so down to like being so open and having fun with us and doing a very unconventional inter like on an interview Um These are your cameras right over here Uh I want you to plug away tell people where they can find you uh all that great stuff or if you just

want to say something Yeah Um Well I have lots of projects lots of new businesses happening So if you can go to ali web dot com and check out my stuff or my Instagram is also ali web a lliwebb Um And yeah there's lots happening Lots of stuff with me and Adrian you name it and people can find me at Adrian dot K on Instagram Um Also if you want it was mentioned earlier around having like how do we work on this stuff One of the things we we do that we work on this stuff is we do this training called the revenant process go to we are revenant dot com like revenant like the movie revenant dot com check that out or the Naked leadership podcast If you want to have a really in depth conversations around the difficulties in leadership you'll find it there the Naked leadership podcast Amazing Adrian Ally Thank you so much for having me on Thanks for having us wherever you are in the world I hope you have a good day and spread it to whoever you may and we will see you guys tomorrow