

S6E9-NATHAN MINNS

SPEAKERS

Nathan Minns, Peter Margaritis

Peter Margaritis

Hey, welcome back, everybody. I think I'm looking in a mirror and seeing my younger self. Because my guest today is a improviser. And actually, he's based out of Columbus, Ohio. And we were talking beforehand, I haven't met him. He's a lot younger guy than I am. But you would have thought that it would take me to come to Oklahoma, the state of Oklahoma, here in Stillwater to have a conversation with the person who probably lived maybe about 10-15 minutes away from me before I moved. And first and foremost, Nathan, thank you very much for taking time out of your schedule to spend some time with me.

Nathan Minns

Of course, thank you so much for having me. Happy to be here.

Peter Margaritis

So, I get a, I get an email from Nathan. I believe that's how it came on LinkedIn. And he goes, I went to an NSA meeting and I told them what I did. And they go, you got to talk to Pete. You've got to talk to Pete Margaritis, got to talk to Pete Margaritis. And for those of you at NSA, Ohio, thank you very much. I'm glad you, you pointed him in my direction. So, we got a chance to kind of get to know each other and catch up a little bit. And, you know, they say it's wasted on the old. I mean it's wasted on the youth. You know, he's a younger guy but he's got this improv thing down. And I want to find out how connected those dots over the years. So, first, how did you get started in the world of improv?

Nathan Minns

Yeah, well, at NSA-Ohio, your legacy definitely lives on.

Peter Margaritis

That can be good or bad.

Nathan Minns

Yeah, so how did I get started in the world of improv? So, I did some theater when I was in high school. And I had heard of improv, but I hadn't really seen it. I didn't really know anything about it. Then I went to Ohio State, and I saw these two improv groups perform. And seeing them perform. Just seeing how fast their brains worked and seemed to act as one onstage, I knew that that was something that I wanted to do. I went out audition for these two groups. And honestly, I did incredibly well and blew everybody else out of the water. Honestly, I was like, man, I'm so good at this. So, then I get a call later that night, obviously, the 'Congratulations, you're in the group call,' and it seemed that I was the only person that thought I did well. So, I didn't get into either group. But knowing this was something I

wanted to do, took a step back and started taking some improv classes. Now, at this point, a lot of the people in the improv groups I was auditioning for, had never taken a full improv class. They just auditioned, happened to be really good at it, and they got in the group. So, now I go back and I'm now a trained improviser. And I auditioned again. And this time, it really pays off because the exact same thing happens. Still cannot get into these groups. In total, I auditioned seven times before I got into an improv group.

Peter Margaritis

Okay.

Nathan Minns

But yeah, when I got into those improv groups, and through the seven auditions, I realized improv is a learnable skill. So, it's something that can be picked up and developed. I didn't deserve to get into the improv groups the first six times. I wasn't good enough yet. And then, I also realized that as I improved onstage, I improved offstage as well. As I became a better improviser, I became a better communicator, a better entrepreneur and even a better team member. And then I started the company that I have now, Greenlight Improv.

Peter Margaritis

Before you go forward. Let's go back and give some kudos. Where did you get your improv training from? Was that in Columbus?

Nathan Minns

Yeah. So, I first started in Columbus, and did a couple of classes around here. And then I went to New York at like, sort of like a conservatory style training with Armando Diaz, who has the form The Armando.

Peter Margaritis

Well. if you have a form named after you must be really good.

Nathan Minns

That's a great name. Great, great name. Very creative name. Yeah. And the Armando Diaz Experience is like the longest running improv show in Chicago. So, he broke down improv to a level that like I have never had broken down before. We, the first class if I remember this right, in first class, we did the first line. And then the second class, we did first line second line. And then we added one line at a time. And it was helpful to break down the beginning of scenes to that level.

Peter Margaritis

So, you mentioned New York and you mentioned Chicago. So, I'm Amanda was in New York?

Nathan Minns

Armando is in New York, but he got his start.

Peter Margaritis

Okay.

Nathan Minns

Or at least lived in Chicago for a long time.

Peter Margaritis

Okay.

Nathan Minns

Yeah.

Peter Margaritis

So, do you think, do you know if he was part of the Second City group in Chicago?

Nathan Minns

I know he was in UCB. Or at least he was in, I think he was employed by UCB.

Peter Margaritis

Okay.

Nathan Minns

But yeah, I'm not sure. I'm not sure where he performed.

Peter Margaritis

So, you go through this process, you get into, you get into a troupe, and you're performing in front of live audiences. And like I said, before, I've, I performed in front of live audiences from a training perspective, looking at from a business improv approach versus a theatrical approach, how I mean, and you've got the acting background, how was that? I mean, cuz you're really kind of go without a net to some degree.

Nathan Minns

Yeah, I find performing improv, the very first couple of times, it can be a little bit nerve wracking. But right after that, and at this point, I feel so comfortable on a stage without a script, and even far more comfortable than if I have a script. Because if I don't have a script, I can trust my own abilities. Trust the team that I have on stage. But if I have one, then there's something I need to remember and focus on. And not that I'm very uncomfortable with that. But I'm far more comfortable performing improv now. It feels very freeing.

Peter Margaritis

I agree. It's very freeing. I am, I don't I, I'm not really good with the script anyhow. But I will in preparation of stuff, I'll write things out and what I want to say but more from the teacher from the business improv approach. But then metaphorically, when I walk into the room, I wad that up and away, and I play off the audience. And that's what you guys do, you play off the audience as well and create

those scenes based off of the audience. Where if you follow a script, there's no place in there says, check with the audience, what do they think?

Nathan Minns

Yeah, I actually talked about how performing improv is like the perfect mode to understand how like new businesses are created. Because when we start, when we are performing improv, we're in a high stakes scenario. We don't, we're creating something new and we have to talk to our customers. So, often people think that when you go on stage, you for improv, you go on stage, and you start telling jokes.

Peter Margaritis

Right.

Nathan Minns

But what tends to happen with beginning improvisers, is you go on stage, you tell a joke and then two things happen. First, everyone knows that you tried to tell joke, and then it didn't land. And then the second thing is everyone has to sit in that uncomfortable silence, knowing that you told the joke. And so, we have to go through this process of like, hearing, hearing the audience and just putting a little bit of like, oh, let's try this out. Oh, they laughed a little on that. Let's double down on this. And I find that one of the reasons you have to be so present in improv comedy, and why it's so freeing, is because you have to be in tune with your scene partner, but also in tune and listening to the audience throughout the whole performance.

Peter Margaritis

Because it's all about the audience. And when you can make the audience, the first person and me the second person that frees you up to heighten those areas of improv when you're performing or teaching or whatever.

Nathan Minns

Yeah, exactly. At the end of the day, the audience holds you accountable for the show.

Peter Margaritis

Right.

Nathan Minns

And so yeah, I totally agree.

Peter Margaritis

So, when did this big aha moment happen as you're doing improv from a theatrical perspective, you're on stage you're getting laughs, you guys are getting more popular. What was it that went, like you said, wait, this, I can use this in sales training? This is, you know, that active listening aspect of the DDL listening to understand, those are much more than just being funny. Those are actual leadership tools.

Nathan Minns

Yeah, I think that it came from a couple of the classes I took, and I had heard that improv applied to business was a thing. But I think it was more than I noticed it myself through taking all these classes, then I improved in my communication skills, teamwork, etc. And then I can tell you the the exact point when I decided, wow, I should start this company.

Peter Margaritis

Okay.

Nathan Minns

And that was, I was working at a venture studio, which is essentially where corporations will outsource much of their innovation, and basically give them money and say, go create a startup for us. So, I was working in this and most of the time, they employ entrepreneurs, who now want something a little bit more secure. They have a salary, stuff like that. So, I was, I was sitting there, and I gave an opinion on something that we were talking about. And someone turned to me and said, Nathan, what do you know, you haven't even started a company before. And I went, you know, I don't think that was the nicest way to say it. But I think you're onto something. So, I think like a week later, I filed Green Light Improv. So, it was, it was in part, just someone saying, Hey, you should do something. But before that I had the idea. It was just taking the leap is scary.

Peter Margaritis

Yeah, yeah, it is. So, when we moved down here to Oklahoma, I was packing up a bunch of stuff and I came across some of my old flyers, my old brochures, packets and stuff. And I went, wow, I've learned a lot since then. And I think the part that really, and I think you're beginning to see that, this is a thing. That is a thing in the business world. And it's becoming more of a thing. Because, you know, my audience typically are accountants. They're the best communicators in the world. That's sarcasm, because that's a challenge.

Nathan Minns

They're, ah, they're very good at communicating, maybe through spreadsheets, and P & Ls.

Peter Margaritis

And actually communicating in a foreign language and just ability to get them to think that they are performing and speaking in a foreign language. Get them to think about other ways of communication and how we can come together. Because it's about connecting. A lot of the older accounts will go, "Well, I still have my clients." I said, "The reason why you still have your clients is because you're trustworthy. They trust you. They don't understand you, but they trust you." And that's only half the equation.

Nathan Minns

Yeah.

Peter Margaritis

And just teach them basic improv principles, especially about active listening, listening to understand versus listening to respond. They get this almost this Arroooo, kind of Scooby Doo kind of thing.

Nathan Minns

Yeah.

Peter Margaritis

Have you run into stuff similar like that, when you're doing this?

Nathan Minns

Yeah, there's something, um, I think that's interesting, too, that very often improvisers are very well versed in pop culture. Because when they are performing, you have to be aware of what's going on in the world, so that you know, what buttons you can possibly push, or what buttons to very much avoid. So, yeah, I think it's interesting to take this approach of simplifying the message. And that's one thing I've talked about when I've coached startups when they're about to present their idea. Now I say like, no matter how complicated what you are pitching is because so often, it's like, radical technology change. I always say like, the people you're pitching to very often will not have any idea about this industry. And you're gonna, you want to convince them. So, the best test to use is find like a middle schooler. Explain it to them. And if they understand it, you're in. You got it.

Peter Margaritis

So, you just gave me this huge a-ha moment.

Nathan Minns

Yeah.

Peter Margaritis

About understanding pop culture. And I just flashed back to the, to the last, the fall semester. And now here in the spring semester. I'm using references like Hogan's Heroes. And they just looked and went, "What's a Hogan's Heroes?" Or the Three Stooges? Or, and I'm going I'm sorry, I'm just the old guy. I'm like going, Okay, how did I get into that rut? You know, and then and then my student, so I do play some music in the class to kind of wake them up. And my undergrad TA, she's going, "Do you know Swifty?" I know what, I know what a Swiffer is, but I'll know what a Swifty is. You've never heard of Taylor Swift? I've heard of her. But she goes by Swifty. And I'm going, well, you can lead with Taylor Swift first thing and hit me with the Swifty. Well, this is how we talk. And I am going, when you just said that, oh my god, that's why I'm not in touch with my students. I need to use their references more than mine. And I completely got away from that, and I won't anymore.

Nathan Minns

Yeah, I think it, I think it's definitely something that comes from just being in the environment. Like, I'm on the board, and I facilitate this High School Leadership Conference in Columbus. It's like a weeklong program. And this year, this past year was the first year that they would say things and I'd go, hmm, I

can't even guess what that means. So, please help me out. But it's interesting, just like even being with them for a week, at the end of the week, maybe halfway through the week, you get it.

Peter Margaritis

Yeah.

Nathan Minns

And the best mode to understand the music is just turn on the USA top 50.

Peter Margaritis

Is that? Is that an AM or FM

Nathan Minns

I actually growing up? Here's a fun fact. Growing up, you know, FM was, you know, much better.

Peter Margaritis

Yeah.

Nathan Minns

And every time I went to am it was just static noises. So, I remember talking to my parents going, why do we have this? This first one seems totally useless. It's so bad that it doesn't seem it can transmit anything.

Peter Margaritis

Right.

Nathan Minns

And, and now I learned.

Peter Margaritis

I would listen to AM radio just, I'm a big Cincinnati Reds fan. So, I get 700W LW and you can pick it up. You can pick it up in Columbus at times if the winds blowing right? And listen to a baseball game. And then MLB came out where you can basically listen to FM in high def, and I haven't been back to AM since.

Nathan Minns

Yeah, yeah. It's sort of it seems like the same thing is people now talking about like, Oh, you have cable? Interesting. Why?

Peter Margaritis

Why? Yeah. Why aren't you streaming?

Nathan Minns

Yeah, like, you know, YouTube TV. Like, you can pretty much watch all this.

Peter Margaritis

To your point. So, I've got, I keep saying I gotta take it back. I got cable put in. And then I went, Okay, this is not really what I want. So, I started streaming YouTube TV. And love it. Got it. Why do I still have cable? It why do I still have cable?

Nathan Minns

And some people's answer to that is because it's cheaper to have cable with a home phone? And I'm like, first of all, there's no way that's true. And also, why have a home phone?

Peter Margaritis

Why have a home phone? That's right. And the other aspect of it is well you know, so if I unbundle my cable from my Wi-Fi, what will that do to my Wi-Fi price? Will exceed my what I get the bundle with? Do I save this just in case? I don't know. But we digress. So, you've been doing this for four or five years?

Nathan Minns

Yeah, yeah. I started this company when I was, I believe, end of my junior year at Ohio State.

Peter Margaritis

Okay.

Nathan Minns

So yeah, we're going on going on five years now.

Peter Margaritis

Okay. And what's your, if you could talk to Nathan, five years ago now what you've learned now, what would you tell the young Nathan, that you've learned now that you wish you knew then?

Nathan Minns

I think that one thing I did that I learned very quickly was not going to work is that I saw a bunch of other companies that were doing corporate work. They're doing work with businesses with applied improv. And I thought that was really the only option. So, I went out and tried to get a lot of corporate work. And everyone told me in the entrepreneurship circles at the University that I should play my student card and say, I'm a student entrepreneur. And what I found was that corporations were a little wary of hiring a college student to lead 100 members of their team at a conference. But I found that over time, they weren't come, ah, Higher Ed groups were comfortable bringing me in. So, I would say, you know, you can test them, you can and should test the waters for a variety of industries. Especially in college. I didn't have a lot of experience in any industry yet. So, I think I should have tested all of the waters. But once you find one that works, just double down on that for a while.

Peter Margaritis

Yeah. Yeah, it's like find your lane, spend time trying to figure out what lane you want to be in. Once you're in that lane. stay in that lane. And I know some people say so to stay in your lane. But I get an offer over here and an offer over here, outside the lane, do I take it or not?

Nathan Minns

Yeah, I would say the answer is you can take it if you can do a really good job with it. Right. But I think there are definitely some things that you're offered that I'm, that you're just like, I cannot do that well.

Peter Margaritis

But wouldn't this be something that might make you take that chance, whether it's right or wrong? I've got a rent payment due. I've got a mortgage due. I've got bills to pay. So, I'm turning down something over here. And that's. that's the mindset of almost every entrepreneur, especially first starting out, versus do I say no, stay in my lane where I'm successful?

Nathan Minns

Yeah, and what I would say that is, to me, the stay in your lane argument, it makes a lot of sense for your marketing materials. But if I, for example, if my marketing materials are directed towards Higher Ed, and McDonald's comes to me and says, "We want you to speak at our corporate event." I think that's something that we can talk about. We can talk through that. Now, obviously, if my marketing is directed at Higher Ed, McDonald's comes to me, I have to acknowledge that while I may be able to sell this client, I'm not sure that I can put the same amount of effort that I do in most Higher Ed workshops as I would in the McDonald's workshop and make them similar quality. So, I need to spend much more time developing the McDonald's workshop, because it is outside my lane.

Peter Margaritis

Right.

Nathan Minns

You can still take it, but just make sure that you put the work in to make it really good.

Peter Margaritis

So, I didn't ask you, this is your degree in entrepreneurship out of Ohio State?

Nathan Minns

My degrees in Marketing, and minor in Theater. And theater? Okay. That's the other aspect why you're successful in doing the work of improv because that was one thing I never did. You know, when I was in school, I, I never had the desire to be in the theater department. That was, I was a sports geek. If I could go back now and tell myself, a younger me, that would be the first thing I would have them do. I'd say get into theater. Go into performing arts. Learn that. And actually, I'm thinking about we have a performing arts college at Oklahoma State University. I'm trying to figure out a way how to wiggle my way in there. And whether it, whether it's offered some business improv course, or something, sometimes I look at it next year. But yeah, that's, that would be the one thing that I would look back on myself and say, Okay, go to some theater for a while. Yeah, I think it's, it can be freeing to do a little bit of acting and performing. And not even in the way that I understand that it can be stressful for some people to get on stage and perform, even in the classes. But something that I find interesting about acting classes is that so much of it is warming up your body, warming up your voice, mentally getting prepared. And so, you learn a little bit about how your body is structured and works and how you move

through spaces. So, I almost think it's, it's a nice way to understand yourself a little bit better, even if we put all of the benefits of performing on the side.

Peter Margaritis

Yeah. Yeah. And I do, have coached a number of people over the years but I loved working with them, and I think you did the same thing, working with people on the presentation skills. That's an area that I'm gonna go with it. I don't have the exact figures, but those who present at conferences or technical materials, 95% of that population needs good presentation skills training.

Nathan Minns

Yeah. Yeah, I mean, even, I find the biggest thing that I find myself asking other people and asking myself when I'm presenting is like, what is the main message we want to get across and who is in the room. Because I did two workshops two days ago, and they were very different audiences. One was hospital executives, and one was MBA students. So, I, the hospital executives wanted to learn about innovation practices. And the MBA students were in an entrepreneurship class, last day of class getting ready for a presentation. So, those two groups need very different information. And they need it at a different way of speaking to them. And so, I find focusing, being very customer-centric, or audience-centric, just like an improv is a very useful way to approach presentations.

Peter Margaritis

Absolutely. And most people will not take the, most people who present won't think about the audience first. They'll think about what am I going to write to do this versus talking to the client, talking to people. Tell me about your audience. Tell me what you guys do, dah dah dah, and build it around that?

Nathan Minns

Yeah, I mean, one other thing is I even tend to ask about demographics of the room. And in part, it's for what you were talking about earlier. So, my references.

Peter Margaritis

Thanks for reminding me.

Nathan Minns

Yeah, I mean, yes, some I've heard other presenters where they'll say, they'll name drop a big Rapper. And the audience is just not one that is likely to be very interested in rap. And, or at least modern rap. Like.

Peter Margaritis

Right.

Nathan Minns

And, and, yeah, they just sort of stare at them. And so, as an improviser, performer, we want to try to limit those times. Yeah.

Peter Margaritis

I am, I will give myself a little bit of credit, I'm able to connect with my students, because I don't come across as a professor and have a conversation with them. I never lectured to them. I'm very approachable. I just need to work on my references. Notto seem like I'm like the hip professor, but to make those connections and use them in situations that gain their interest versus what's grandpa are talking about today?

Nathan Minns

Yeah. I am not yet the grandpa thing.

Peter Margaritis

Grandpa's going off on that stuff again? Okay. Now, I'm gonna put my headphones back on.

Nathan Minns

Yeah, I mean, I think it's, it's even in business classes, it's useful to be able to, it's the same thing for that. Like, it's, it's very impactful if we can give examples to students that are very timely. So yeah, like, talking about the crash of WeWork, for example. Or, like, that is a somewhat timely thing. It was like, within five years. Yeah, but it's something that's like, still fresh. And everyone is very interested to learn about, which is also why there are, I think, three documentaries on WeWork.

Peter Margaritis

Yeah, that's true. And I do try to bring in current events out of the Wall Street Journal that I would think that they would, and Bath and Body Works was a big one that everybody could relate to and bath bed but no, not Bath and Body Works, it was Bed Bath and Beyond. It's almost like Bed Bath and Beyond recovery from a bankruptcy. I think it was I said one day, they'll kind of get a kick out of that. Because they kind of get an idea. But But yeah, it's that way of connecting with the audience. It's also if you do, if you work with a technical audience, it's trying to get some of their lingo down. Not that you're going to be an engineer, whatever, but as long as you have some aspect of the language that you use it understanding the translation that you can drop it into your stuff to make that connection with like, oh, he kind of understands us.

Nathan Minns

Yeah, there. So, two days ago in the hospital executives, in that presentation, there were also a significant amount of doctors in the room. And they had just heard a presentation on something very technical, on a way to treat patients that was very impressive, but it was very technical on how it worked. And my co-presenter had experience in healthcare, and he had heard of that before. And so, when he started his talk, he said, you know, we're going to be talking about innovation in the hospital systems and we're going to even be bringing in improv. And then he, he mentioned the systems in the technical know-how of the last presenter, and I was very impressed at like the, I think that gave some more credibility, because it's like, oh, they understand our world. They understand what we're going through, and this very technical thing.

Peter Margaritis

Yeah.

Nathan Minns

Yeah, it's even a way to gain credibility.

Peter Margaritis

Yeah, it does. It brings a lot of credibility. So, as to begin to, as we begin to wrap up, what does the rest of 2023 look like for you? Are you are you busy? Are you continuing to grow in your business? What's your main niche? Is it a hospitals? Is it? Kinda help me here.

Nathan Minns

Yeah, so we use improv comedy to teach entrepreneurship and communication skills, I would say the the largest group that we work with is Higher Ed. And these tend to be entrepreneurship programs, communication programs, leadership programs, outside of the classroom, so cohort-based programs. That's the biggest niche that we're in. But as I mentioned, before, you know, we started pulling from other areas, too. What does the rest of this year look like? It looks like expanding the team. So, we have five facilitators right now. And we're looking at expanding that. And even using their niches to our advantage. For example, not to go too deep into the hospital example. But one of our facilitators is a nurse, if she's able to speak to that demographic, far better than I am able to speak to it. So, it's expanding into different areas and expanding our team. And keep in spreading the word.

Peter Margaritis

Okay. So, when you talk about Higher Ed and you're talking about this cohort models, are you doing stuff not in more or less in the classroom, but you're doing it outside of the classroom, like in a different venue, a different setting, that they're able to come in and do the workshop? So, is that like an after-class kind of thing? Or over the weekend? Or what does that look like?

Nathan Minns

Yeah, so we're usually brought in by a program manager, a manager or something like that, of a program, of an existing program. And so a good example of this would be at Ohio State. We did work with the President's Buckeye accelerator, where they give \$300,000 across six startups. Preparing for their pitch. This is an extracurricular curricular experience at Ohio State. They wanted to, to use improv to prepare for their presentations. So, we came in, I think we did a two-hour workshop. And it's on how to prepare for this presentation. So yeah, it tends to be not as part of a class but part of a program at the University.

Peter Margaritis

Okay, that's good to know. And I do know, there's a lot of colleges and universities in the state of Ohio.

Nathan Minns

Yeah.

Peter Margaritis

I think there's over 60. Close to 70. State of Ohio. So, that's a really good market to be in.

Nathan Minns

Yeah, it's awesome. And I find it to be a, everyone talks to each other. So, it's nice that it's a connected group. Because the word of Greenlight Improv can spread just a little bit faster at all these conferences that they go to.

Peter Margaritis

Go ahead. I'm sorry.

Nathan Minns

And I go to now.

Peter Margaritis

Yeah, word of mouth is the best referral service ever. That one can have. It's also the cheapest one that you can have.

Nathan Minns

Yeah, I did try cold emails for a bit.

Peter Margaritis

Uh huh.

Nathan Minns

Did not work.

Peter Margaritis

Hence the name cold.

Nathan Minns

Yeah. And, and I had, I had done successful cold email campaigns before in different markets and this, this one isn't the one. This one doesn't work as well as the others.

Peter Margaritis

I think, and I shared with you my biggest challenge with doing business improv in the corporate environment, higher education, wherever, it's getting them past the word improv. There's so many. There are so many ways they take that, Obviously, funny, comedy, I don't, I'm not funny. I'm not trying to make you funny. You're funny yourself. But you can do that. Or I'm gonna be embarrassed or it's fearful or there's no script. And there's a lot of excuses. And I actually saw a guy named Izzy Gisselle, I think is his last name, as he was at NSA member. And he did this improv workshop at one of the conferences. And he had everybody, he goes, I'm gonna make the safe. I'm not calling him a up on stage. We're just gonna do this at the table. We'll do these exercises at the table. And then everybody comfortable to what is actually happening. Then he said, now, now who would like to volunteer? Versus people coming into I need volunteers versus whoa, I'm not sure what I'm getting into. So, it's just giving that audience a comfort level and letting them have a level of trust, and then doing it on their own with

somebody that they're not all the eyes are on. And then when you do get them up on stage, be prepared to bribe them.

Nathan Minns

Yeah, I bring mugs.

Peter Margaritis

Bring mugs. I used to bring Amazon cards. I used to do that. And then I said, Well, heck, I got books, I can bring books up there. And then that was kind of a lure to get people to come up. And but yeah, I that's always been the biggest, I think the biggest challenge is understanding what the word improv means. And it's not all the time about being funny.

Nathan Minns

Yeah. And I think people are catching on to the idea faster now than they did when I started Greenlight four years ago. But I would say, yes, it is definitely still a challenge. And I just like what you said, I also approach that right at the beginning of the session. That's like, we are not going to make you come up here and say your word is potato and give you half an hour. Because that is terrifying. Even for some trained improvisers, that's terrifying. So yeah, it's like everything's opt in. You don't have to, like, if you choose not to participate. That's okay. All we ask is that you are the biggest cheerleader for everyone that can or wants to participate. And yeah, I find it does. It is dramatic. The experience the very beginning of the workshop where sometimes almost everyone's on their phone staring at their feet. At the end, when they're loosened up, they're having fun. And they learned something.

Peter Margaritis

And that's the key. Let's have fun. Let's laugh. Let's learn something. So, it's been a one, a pleasure meeting you. Two, thank you for taking time. Three, I will be in Columbus in June. And I'm going to be there for probably two or some odd weeks. My son's getting, my son's birthday is on the ninth. And he's getting married on the 15th. So, at some point when I'm in there, I'll give you advance notice, we're going to lunch. I want to learn more about what you're doing. I love what you're doing. I wish I was your age, starting all over again and doing this now. But it's very exciting to meet you. And I appreciate those that NSA Ohio for pointing you in my direction.

Nathan Minns

Yeah, I would love to grab lunch. I'll be there. And yeah, thanks for having me on.

Peter Margaritis

Appreciate it. I would like to thank Nathan for sharing his brilliance from the conversation of applied improv. It was a great conversation. We're aligned in a lot of many ways except he's a lot younger than I am. Which is good. Remember there are people who prefer to say yes and there are people who prefer to say no. Those who say yes are rewarded by the adventures they have. And those who say no are rewarded by the safety they attain. Be a Yes person and thank you for listening.