1. Jo-Ann: So it's just filling in the gaps.

2. Zach: [Exactly. [It's ( )

3. Jo-Ann: [It's like divot holes.]

4. Yaba: [I WANNA speak on behalf[of all of]

5. the people in the audience who are like me:,

6. and um (0.5) don't have quite the attention span,

7. Or the interest in science?

8. Uhmm cause y'all are nerding out,

9. [a::nd [iont

10. Zach: [hahaha

11. Jo-Ann: [I'm having such

12. a good time. [<Look I'm like damn. >]

13. Yaba: [>I'm not even gonna say<] I

14. don't care because I do care.

15. It's good to know, but for the the AVERAGE

16. PERSON when we sayin that CeeBeeDee works

17. use it for

18. [<eX Yai and Zee.> I'M here:]

19. Jo-Ann: [(conditions)OK so lemme go to the q-]

20. Oh sorry. Go ahead, Doctor Bee eff eff.=

21. [=I'm sorry.]

22. Yaba: [I'm here ] specifically because we talkin

23. about sleep hy:giene. And my friend at Ignant

24. Intellectual, (0.4) They were in here,(.2)second

25. ago. (0.2) and once Kat told me about it,

26. we were on the text,(.)and we were

27. going through the website? and we were trying to

28. >>look at the numbers because< so many people

29. were talking about the inability to ↓sleep.

30. Right=and so I love what you said just in terms

31. of this notion o:f (.2) >CeeBeeDee removing

32. the barriers because I think one thing (.)

33. for me, (0.2) Sag, Gemini Rising, is my mind

34. races.=There are ten thousand things happening

35. in my mind at once, and it's always hard for me

36. to settle (.) down [enough] to sleep. [You know?]

37. Jo-Ann: [same.] [same.]

38. Yaba: And so I needed something to just make me

39. chill out and go to sleep.=Now yes I know

40. I probably shouldn't be in the bed with my phone

41. scrolling Instagram thinkin I'm gonna

42. go to sleep. .hh being heh you know

43. >stimu[lated by the light.]<

44. Jo-Ann: [(<in bed>)]

45. Yaba: and by the everything. Right?

46. (0.2) BU:T (.) once Kat told me about Blue Forest,

47. and I trust her. (1.0).pt so I went to Blue

48. Forest,=I went through all- up- >see look<, Ignant

49. internut changed my whole life=Look at that.

50. Jo-Ann: [.pt s:o okay-]

51. Yaba: [>I know y'all are in to<] science. But you're

52. right=the anecdotal evidence is what will get me

53. Yaba: to buy it=If my[people] say it works?

54. Jo-Ann: [Right.]

55. if my folks say I use this thing and it helped me

56. go to sleep, guess where Ima spend my money.

57. I don give a shit about what the statistics say=

58. cause I don't know

59. [(them people). but MY [people] said it [works.]

60. Jo-Ann: [hehehehehehhehahah

61. Kat: [hnghnghng]

62. Zach: [yes.]

63. Yes.

64. Kat: [(told)]

65. Yaba: [and what] happened wa:s (.).pt I wasn’t

66. [getting to sleep]

67 Jo-Ann: [>so your number=i'm sorry.<]you say

68. Your- your number- you're talking about numbers.

69. and can you just explain what the numbers mean for

70. a second (.) so that people understand.=So you

71. have, like a menu that you go through of numbers?

72. What's that.

73. Kat: oh. Jo-Ann I put uhm the website address for mi:ne

74. so that they can get the promo code if they

75. [wanted to go over.

76. Jo-Ann: [RIght] [alright I'll pin that.

77. Yaba: [Oh yes USE-

78. [go through Kat's>] (.) link because=

79. Jo-Ann: [Alright I pinned it.]

80. Yaba: =you get a nice little discount. mka:y?

81. Jo-Ann: I-

82. Zach: Yes.

83. Jo-Ann: I pinned it.

84. Yaba: (was that?)tell us about the numbers because

85. (.)after going through everything I ended up

86. getting six to go to sleep, But then I got four

87. because what was happening prior to using six is

88. what I couldn't go to sleep (.) I would still pop

89. up because it was time to get up. But then during

90. the day I'd be so >TI:red< and I would have to

91. have >a NAP.<