

The Art of Telling Jokes

Transcript of Podcast Episode 371

Julie Walker: Hello, and welcome to the Arts of Language Podcast with Andrew Pudewa, founder of the Institute for Excellence in Writing or as many like to say, “IEW.” My name is Julie Walker, and I’m honored to serve Andrew and IEW as the chief marketing officer. Our goal is to equip teachers and teaching parents with methods and materials, which will aid them in students to become confident and competent communicators and thinkers.

So Andrew, your speaker bio says, among other things, “You are the funny man with the wonderful words.” You didn’t actually say that. One of your students said that about you. The funny man with the wonderful words. And I just thought that was appropriate to introduce that idea because today we’re talking about humor.

Andrew Pudewa: Yes, well it, you know, if you have little to put on a bio, you’ve got to find something that might make someone smile or chuckle.

Julie Walker: Yes, that’s true. That’s true. And so you of course have a conference talk or just a talk that you give that’s on humor in teaching and and speaking. And the value of telling jokes when you’re teaching or speaking.

Andrew Pudewa: Right. Yeah. The, the science is fascinating. It’s actually, there’s actually a word, and I have seen claims that it can be pronounced either way, but it’s either gelotology, which is the way I would say it, or gelotology.

Julie Walker: Well, gelotology sounds like jello, so, um,

Andrew Pudewa: but it is the, it is the science of laughter and humor, and it includes health benefits and research. It’s a subset of linguistics, like what makes things funny?

Julie Walker: right.

Andrew Pudewa: And why do some people laugh more readily than others?

Julie Walker: That’s a really good question. Why do some people laugh more readily than others?

Andrew Pudewa: Well, you know, people will say, oh, he has a good sense of humor. Or, she doesn’t have a very good sense of humor. Someone like, yeah, like, why would we judge and compare? I mean, we, we might not want to judge and compare people, but there is this natural tendency to think, okay, so someone who laughs easily, who is kind of more cheerful.

I think part of it, I mean, if I were to say someone who has a good sense of humor, probably the top quality would be the ability to laugh at one’s self.

Julie Walker: Oh, right. That’s good. I like that.

Andrew Pudewa: and uh, I've been, uh, listening occasionally to British comedy.

Julie Walker: okay.

Andrew Pudewa: Uh, the BBC. And, you know, a lot of it is kind of ingrained with current events

Julie Walker: Oh, I see

Andrew Pudewa: what's going on in the world. And one of the things I've really noticed the difference between Americans and the British is the British seem to be still able to laugh at themselves more easily. And, and, you know, you can laugh at the opposing political views because you can, you are usually talking to a friendly audience and say, well, that's an awfully ridiculous thing for somebody to say, oh, isn't it? But they also have a better ability to laugh at their own side. And I think we're losing that in this country.

Julie Walker: Yeah, yeah

Andrew Pudewa: And, uh, that's, that's dangerous. So I would view, uh, the restoration of humor as an integral part of the survival of democracy.

Julie Walker: Yes. I like that. There you go. So we're not gonna talk necessarily about the benefits of humor or the ways jokes are funny. We're gonna talk about the art of telling jokes.

Andrew Pudewa: Yes, but I would encourage people to do just a little bit of research. It's very easy. Just, you know, web search it out. Benefits of humor, benefits of laughter. Because it's really persuasive. It gets into teachability, learnability, likability, persuasion, teamwork, corporate culture. There's a huge amount of research that actually exists in that whole realm, which I find fascinating. So we'll leave it to the listeners to go find out about that on their own if they have the time and inclination to

Julie Walker: Right. Well, and be careful listener. If you have a salesperson that's trying to make you laugh, because studies show that if you're laughing, you're more willing or more likely to buy what they're selling, right?

Andrew Pudewa: But that can actually be a benefit. Because let's face it, we all have things that we are trying to determine would this have value? Should I invest in this? Should I buy this? Should I acquire this? Should I devote time and resources to this? And it's a continuous draw. And so it's sometimes the little things that tip the scale into, yes, I think I'll take a chance on this item. You know, whether it's maybe a piece of clothing or a nutritional supplement, or a new gadget, or a bit of information that you might like to have.

You know, one, I, I'll give an example here. I purchased a course. This was an online, entirely electronically delivered video based with, you know, PDF components,

Julie Walker: Did it have a teaching writing element to it?

Andrew Pudewa: Absolutely not. And it was on something really obscure. Such as how to improve your energy levels by learning to breathe and practice breathing properly.

Julie Walker: Oh, okay.

Andrew Pudewa: And it's really fascinating, but I have to say, I sat around for about six months. Trying to decide, do I want to spend this amount of money on this kind of information?

Maybe it's available for free elsewhere. Maybe I could, you know, maybe it wouldn't really change my life all that much for the be maybe I would buy it and never, you know, all of those considerations. And I will say it was probably the smile of the guy teaching the course and his, I don't know, it wasn't even humor, but it was kind of this upbeat, almost joyous way that he was communicating that tipped the scale.

Julie Walker: Yep.

Andrew Pudewa: I thought, I like the guy.

Julie Walker: Yep.

Andrew Pudewa: I'll give it a shot and I'm very glad I did. I've, I'm only, I don't know, three lessons into the, to the 15 or whatever and um, I've learned already a lot that's changed my life about how to breathe. We could do a whole podcast on breathing but we're supposed to talk about how to tell jokes

Julie Walker: Alright, there we go.

Julie Walker: Yes. And so are, do you have any tips for our listeners of how to tell jokes? You have a slew of jokes, a plethora of jokes you, and you know how to tell them and you know who to tell them to. All those things you have to factor in when you're telling jokes.

Andrew Pudewa: Right. Yeah. I would say there's definitely a matching, if you will, of the joke with the person or the audience. If you know someone well like my wife, I know her pretty well. I can almost anticipate whether she will have a positive or more of a neutral response to a joke.

Audiences, you know, they tend to be categorical in many ways. I'm speaking to teachers, I'm speaking to homeschoolers, I'm speaking to older people, I'm speaking to younger people, I'm speaking to very young people

And so there is, I would say, number one, the selecting of the joke for the audience. And then un, unless it's just okay, I randomly am gonna walk down the hall and tell a joke.

Julie Walker: Which you do around here..

Andrew Pudewa: There is some connection with something So there's some leading into the content. So the, that I, I wouldn't really call it a setup per se, but there's a context, there's a way in which the joke can be relevant.

Julie Walker: Sure. Yep.

Andrew Pudewa: And so that would be, you know, tip number one is select your jokes appropriately.

Julie Walker: Okay. Right.

Andrew Pudewa: I honestly, there are a few jokes that I will not tell to my wife. In fact, I will not tell them to young people.

Julie Walker: Right. Sure.

Andrew Pudewa: In fact I might not even tell it to you, but there are a couple men that I might tell that joke to. But then there's also, you know, kid jokes and then there's borderline jokes. So that'd be one. Select a joke.

Julie Walker: And then when you've selected a joke for your particular audience, you just read it out loud and see how they do it.

Andrew Pudewa: No, no, no, no, no. You, do not wanna read a joke that's, that's scraping the barrel.

Julie Walker: Okay.

Andrew Pudewa: Um, essentially, well you've been to conferences, I'm sure.

Julie Walker: Sure.

Andrew Pudewa: Where someone is, they basically read their paper.

Julie Walker: Yes.

Andrew Pudewa: Right? They, they pull out this thing they wrote and they read it to you and look up and take a pause every couple paragraphs, and then they go back down and it's, it's awful!

It, it's very hard to stay engaged with someone who's just reading their paper to you. Sure. I think the better talks are people who, Have had the time, and I don't fault anyone because it's usually a matter of time or confidence or experience, but you appreciate it when people can talk to you directly.

Julie Walker: Yes.

Andrew Pudewa: It's, it's kind of the difference between reading a story and telling a story. Right. And one of my friends, James Weiss, Jim Weiss, who did the Great Hall, and he's been a storyteller his whole life. You know, you can really see the difference when he's telling a story.

Same thing. So you don't wanna read a joke, you wanna practice it enough so that you can just tell the joke.

Julie Walker: Okay.

Andrew Pudewa: So hopefully no notes required.

Julie Walker: Okay.

Andrew Pudewa: But then it is frustrating if you forget the joke.

Julie Walker: Yes.

Andrew Pudewa: But you know, that's why you gotta practice. So, you know, my process is I see something or I read something and I think that is or could be a pretty good joke

For this group or these groups or almost everyone, and then I will go and find some people to practice it on.

Julie Walker: Right.

Andrew Pudewa: And it doesn't really work if you tell the same joke to the same people twice.

Julie Walker: Okay.

Andrew Pudewa: So here in the office it's very convenient because I can walk down to one room tell the customer service people the joke, see how it worked. Then, little bit later in the day, I may walk over to the school's office. And I'll tell the same joke. They haven't heard it, but now I have the experience of practice.

Julie Walker: Right. Okay, good.

Andrew Pudewa: So it might make it a little better.

Julie Walker: Right.

Andrew Pudewa: And then, you know, if it's going well, I might pop into Nathan and David, you know, cuz they might not have heard it.

Julie Walker: Right.

Andrew Pudewa: Uh, if it's really a good joke, I might risk it on the hardest audience. You,

Julie Walker: yes. I'm pretty tired on your jokes.

Andrew Pudewa: Uh, although I have to say the AV guys, they'll laugh at anything

Julie Walker: yeah. okay

Andrew Pudewa: I think it's just cuz they're, you know, in that dark room all day and you know, any ray of sunshine is,

Andrew Pudewa: or it's just that your son has a particularly good sense of humor.

Julie Walker: He does have a good sense of humor. Yes,

Andrew Pudewa: And then often when I walk into the gym, I will try the joke out on, uh, usually the girls that are at the front desk checking you into the gym or one of the guys kind of like the head janitor cleaner guy.

Andrew Pudewa: I like him a lot. So, uh, and then if it's really going well, My wife.

Julie Walker: Ah, there you go. There you go.

Andrew Pudewa: So you practice.

Julie Walker: Okay.

Andrew Pudewa: You practice and that is the key. And having enough different subgroups of people to practice on, then you don't become repetitive and dumb.

Julie Walker: Good. Okay, so you choose your audience and you practice, practice, practice, practice prac. That seems to be pretty intensive practicing that you're doing for your jokes.

Andrew Pudewa: Well because there's subtleties in telling a joke.

Julie Walker: uh huh. Okay.

Andrew Pudewa: Okay. The first subtlety is, do you want this to be something that everyone immediately knows this is a joke.

Julie Walker: Oh, right,

Andrew Pudewa: right. And if that's the case, usually you would say something, would you like the joke of the day?

Julie Walker: Mm-hmm. Or something like that. Sure.

Andrew Pudewa: But then there's ones where you can kind of get people going, like they think you're having a serious conversation, and then at a certain point they wonder and then the joke hits. That is a little better, but it's a little harder to pull off.

Julie Walker: Right, right. I know that in our *Structure and Style for Students* videos, which of course I have to mention because you start each class with at least one, maybe two or three jokes, just depending on what the joke is. And a lot of times you try to trick the students into thinking, this actually happened to you on the way to work when you stopped at the gas station.

Andrew Pudewa: Oh, yes.

Julie Walker: You have to tell that joke.

Andrew Pudewa: Well I was on my way to here and stopped to get gas. And as I was filling up my tank, I noticed, uh, across the way someone foolishly and probably illegally was smoking.

Julie Walker: Oh, my word.

Andrew Pudewa: While they were putting gas in their car, and of course the, the worst happened. uh, The, the fuel caught fire and engulfed their, the sleeve of their shirt. And, and this guy is now like panicking and waving, waving his arm, trying to, you know, get, and, and a policeman comes right over and helps him put it out and then arrests him.

Julie Walker: Why would he arrest him?

Andrew Pudewa: Well, for brandishing a firearm in public.

Andrew Pudewa: All right, well,

Julie Walker: and so of course the lead into that was, tell us a joke, but that, you know, that totally was believable.

Andrew Pudewa: well, yeah. So anyway, my, I can, I, I can almost never trick my wife. She can detect the subtlest difference in my voice.

Julie Walker: Mm-hmm. Sure.

Andrew Pudewa: So,

Julie Walker: and the twinkle in your eye and the smile on your face.

Andrew Pudewa: Yeah. Yeah But you can practice on that. And you know, it usually is very nice if you can kind of get people going, believing that this is something that really happened or some real circumstance in the world.

Julie Walker: Right

Andrew Pudewa: I mean, you've heard of Socrates,

Julie Walker: Of course.

Andrew Pudewa: right? And you probably haven't heard of Mediocrities.

Julie Walker: No.

Andrew Pudewa: He was well known for having said, eh, good enough. So that's, that's kind of in the middle.

Julie Walker: Yeah. Yeah. That's funny. That's funny. Now I love listening to jokes. In fact, you mentioned my son and one of the things that my boys all love to do is try and make me laugh. And they don't really actually have to try too hard

Andrew Pudewa: No

Julie Walker: because they are really funny.

Andrew Pudewa: you're an easy laugh

Julie Walker: oh, I'm an easy laugh, but I'm terrible at telling jokes because oftentimes halfway through the joke I start, I start cracking up cuz I'm anticipating.

Andrew Pudewa: Right

Julie Walker: So is it okay to laugh at your own jokes?

Andrew Pudewa: Well, yes and no. I think that if you're laughing at the joke and nobody else is, that's a problem. Uh, there's a bad irony there.

Julie Walker: Yes

Andrew Pudewa: But when people laugh and they laugh together, there's an amplification. Of whatever neurotransmitters or biochemicals or brain activity or physiological effect is going on. And we know this because in various studies you can have someone watch something and they won't laugh if they're watching it alone. But if they're in a room of people and someone laughs, then pretty much everyone starts laughing.

So there is this communal aspect to humor, and I think it kinda lowers the threshold.

Um, I always know something really is funny if I see it or hear it and then I laugh and there's nobody around. I think, well, if that was funny enough to get me to make an audible response, then it's probably a good one.

Julie Walker: right

Andrew Pudewa: There's also a subtlety of phrasing that comes in.

Julie Walker: Okay.

Andrew Pudewa: Um, especially if there are puns involved.

Julie Walker: Okay.

Andrew Pudewa: Because, you know, you say one word, one way, but you might say a very similar word or a different word another way, or a phrase or a clause. And if you get it right, then it amplifies the pun. So I'm gonna try this one. And I don't know, you may tell Maria to cut it out.

Julie Walker: okay

Andrew Pudewa: I'm not sure, but this is one of these ones that absolutely cracked me up. I saw it and I, I audibly laughed. So what did the constipated philosopher say? This poo shall pass. I just thought that was so funny. But see,

Julie Walker: boy joke

Andrew Pudewa: but Well, but you think about it, okay. You're, you're exchanging the famous phrase. This too shall pass

Julie Walker: Right,

Andrew Pudewa: But when you change the word And it's really only one letter of the word

Julie Walker: right?

Andrew Pudewa: You have to say it the way you would say this TOO shall pass

Julie Walker: yes.

Andrew Pudewa: Anyway, so that, you know, there's an example. Uh, the other one that, that I think is a good example of this is, uh, and you can kind of combine things. I'll, I'll, this one is pretty good on homeschool middle school kids because they generally have enough geography to make it work.

Julie Walker: Okay.

Andrew Pudewa: Right, because every joke that's worth anything requires some little bit of knowledge in order for it

Julie Walker: Right

Andrew Pudewa: to be funny. For example, if you had never heard that statement, this too shall pass as being kind of a philosophical reflective, you know, it's even in the ancient Jewish very folktale about Solomon.

Julie Walker: Oh.

Andrew Pudewa: That he, his, his wise guy went out all over the world to find, you know, the magic or the, the secret that would help Solomon avoid despair or pride. And he came back with this too shall pass Solomon put it on a ring and wore around. That's a, don't know if it's true,

Julie Walker: Right

Andrew Pudewa: but it's a, a Jewish folktale. So you have to, you kinda have to have heard that otherwise it doesn't have the same power. So this one, uh, also you can, you can pull it out as if it were a factual thing.

Julie Walker: Okay.

Andrew Pudewa: And then you see the pun at the end. So, um, you've probably heard that the nations of Finland, Sweden, and Norway have begun to paint large barcodes on the side of all their ships. Did you hear that?

Julie Walker: No,

Andrew Pudewa: No Um, well, they are. Do you know why? That's so when the ships return to port, they can Scan-di-navi-in.

Julie Walker: Which you have to know that Norway, Finland, and Denmark are all part of Sweden, are all part of Scandinavia,

Andrew Pudewa: right? Yeah. So if you don't know geography, the joke doesn't work at all.

Julie Walker: Sure, sure

Andrew Pudewa: But if you do, then the pun, scan-da-Navy-in

Julie Walker: yeah.

Andrew Pudewa: It strikes your funny bone very effectively.

Julie Walker: Okay, so what if you're dealing with either a younger crowd or maybe someone that isn't at, I mean, you're, you're trying to be careful to match the joke, but people just don't get it. Do you explain the joke? Is it okay to explain the joke?

Andrew Pudewa: I, I do. Because I'm just a natural teacher type

Julie Walker: Sure.

Andrew Pudewa: And I think, well, if they don't immediately get it, then they are deficient in some bit of knowledge and I can then fill that in. I can then fill that in for them

Julie Walker: Yep.

Andrew Pudewa: sometimes it just takes a little bit of time. For example, I tried this one on one of the girls at the gym. You don't like this joke,

Julie Walker: I know exactly which one you're gonna talk about.

Andrew Pudewa: Why did the egg cross the road? This is in the context of chicken crossing the road jokes. Why did the egg cross the road? And she said, I don't know. And I said, because it had the inclination. No response.

Julie Walker: Okay.

Andrew Pudewa: She's just blank. And then I just raised my arm in the air at an angle to illustrate an incline, and then she laughed.

Julie Walker: Oh,

Andrew Pudewa: So sometimes you can inform the joke ever so slightly and people still feel like they discovered it. But I think part of the joy in that type of humor is that kind of, I'm part of the club that knows this. And um, you know, what's very popular in the world today, and I, I love them, are memes.

Julie Walker: Oh, sure. Yes.

Andrew Pudewa: Right. Well, what a lot of people don't realize is two things. Number one, the word meme is connected, either derived from or connected in a very meaningful way. With the term enthymeme.

Julie Walker: Oh, interesting.

Andrew Pudewa: Which is a term in logic. Which is a syllogism that is missing a piece, either one of the premises or the conclusion, and you don't need that missing piece because the mind fills in the blank. An example of this would be the test is on Tuesday. Today is Tuesday. Dun dun dun.

Julie Walker: Right.

Andrew Pudewa: So you, you don't need to say the conclusion here. Right. Because everyone's mind leaps to that And so that is effective in logical argumentation. Because people have this kind of moment of mirth or joy or satisfaction for having figured out the missing piece. Right?

Julie Walker:Right.

Andrew Pudewa: So a meme is like that. So you, you look at a meme and if you know the missing piece, you are likely to get it,

Julie Walker: Right

Andrew Pudewa: to think it's funny.

Julie Walker: Right

Andrew Pudewa: If you don't know the missing piece, then it doesn't have any effect on you

Julie Walker: Right

Andrew Pudewa: except you feel the little sting of ignorance. This is actually how I figure out if I've missed any important news.

Julie Walker: Oh, okay.

Andrew Pudewa: I read the Babylon Bee.

Julie Walker: Okay.

Andrew Pudewa: Right? I know. Do you read the Babylon Bee?

Julie Walker: uh, only when you send me articles and I sometimes fall for them,

Andrew Pudewa: Well my wife and I have, it's part of the getting to bed ritual. While she's puttering around doing various things. And I'm just waiting for her to finish doing that. I read her the Babylon Bee headlines And what's interesting is some of them, they aren't funny at all. And then I realized I must have missed some kind of news that would make that funny.

Julie Walker: Right. Got it.

Andrew Pudewa: Then I will sometimes go and search for the bit of news or I can figure it out from the Babylon Bee. But it's satire so it's dangerous

Julie Walker: Sure

Andrew Pudewa: cuz you never know is it true news or not

Julie Walker: Yes.

Andrew Pudewa: So there's part of humor is that I knew that. It's kinda like the same reason we like watching games like Jeopardy or whatever. And like I knew that,

Julie Walker: yep.

Andrew Pudewa: Somebody didn't, but I did.

Julie Walker: Right. Right

Andrew Pudewa: You know, and the whole game show industry is kind of based on that. And, you know, this is a whole subject that can be unpacked, which is why knowing stuff makes you happy and, and part of that is that little subset of the more you know, the more jokes you can get.

Julie Walker: Oh, there you go.

Andrew Pudewa: I have a very good friend who once, once said in a talk, he said, "Well, the real purpose of a great classical education is so you can get every joke."

Julie Walker: Oh, I see. Got it. Very nice. Very nice. So you of course have your litany of jokes and sometimes you use the same jokes for different audiences. Sometimes you're just retelling a joke that people know, but they still appreciate that. So can you speak to that? Is it okay to say, say the same joke to the same audience? Probably not in the same setting,

Andrew Pudewa: I think it all depends. Garrison Keillor, one of the great humorists

Julie Walker: Yes

Andrew Pudewa: of the last century. He said an interesting thing once, um, he said, "There are no new jokes. There are only new people." And so, I think if you tell a joke and everyone there knows the joke The overall response is going to not be terribly positive.

It's kinda like, well that's an old joke, but if some people. Haven't heard the joke. Then the other people who have heard the joke have a chance to kind of reexperience it because the people who haven't heard it before, you know there's a refresher.

Julie Walker: Yes.

Andrew Pudewa: What I've noticed is that, The younger children are, the higher the tolerance they have for repetition of jokes. So, uh, sometimes I tell the, the story of how I, I taught my son when he was about nine or 10 years old, the, uh, the classic ice fishing joke.

Julie Walker: Yes,

Andrew Pudewa: keep your worms warm.

Julie Walker: Okay. Well now you, you gave away the punchlines and you have to tell it, but do you have to tell the joke?

Andrew Pudewa: No, I don't.

Andrew Pudewa: Um, and everyone's heard that joke anyway. Anyway,

Julie Walker: link in the show notes,

Andrew Pudewa: he would tell the joke and I would laugh out of politeness.

Julie Walker: Sure

Andrew Pudewa: Good job. You told it well. And just 10 minutes later he would try to tell that joke again. I would say, son, you just told that joke 10 minutes ago. His response would be something like, yeah, I know, but it's funny.

Julie Walker: Yes. So,

Andrew Pudewa: it's funny, so it's okay to re-experience that what's funny.

Julie Walker: Sure.

Andrew Pudewa: One of the great users of humor, In kind of the larger political sense I would say is Ronald Reagan.

Julie Walker: oh, okay.

Andrew Pudewa: And I actually got once upon a time a CD called The Humor of Ronald Reagan. And it was basically just 45 minutes of excerpts of all the kinds of jokes that he told. And you know, we, we say, okay, he was the great communicator. Probably just compared to all the other miserable people in the second half of the. 20th century. But he had this knack of laughing at himself while poking fun at the opposition, but in a way, no one took offense and he could do it to make a point. And so you watch the old videos and even, you know, the Democrat Speaker of the House, Tip O'Neill is sitting there laughing at a joke that Reagan told about the Democrats.

Julie Walker: Yes, yes.

Andrew Pudewa: That that wouldn't happen today. The jokes would be vicious and angry and the reaction would be vicious and angry. And so humor becomes too dangerous

Andrew Pudewa: know, um, Bill Maher, who is someone I would disagree with on almost everything. Although more recently I've been agreeing with various things. He also points out the fact that we can't laugh at ourselves anymore. Is a sign of the decline really of the free exchange of ideas.

Julie Walker: Yes.

Andrew Pudewa: And aside from his crudity, his insight into human nature and his ability to use satire, to use hyperbole, to use understatement is really quite, it's a, it's a remarkable skill

Julie Walker: Sure.

Andrew Pudewa: that he has, which is why he has been, you know, on H B O forever, and you kind of just have to turn on the language filter if you don't wanna recognize his use of words that I would never want to use.

Julie Walker: yes. yes. So, Andrew, it's totally fitting a hundred percent that we end this podcast with a joke. So we're out of time. So I would like to ask you to tell us one of your most recent favorite jokes.

Andrew Pudewa: Probably my favorite of the most recent jokes is, why do teenage girls hang out in groups of three, five, or seven?

Julie Walker: Um, because they're odd.

Andrew Pudewa: Good guess they can't *even*. . .

Julie Walker: Right? Exactly.

Andrew Pudewa: and so when you say that, obviously you have to say that in a stereotypical teenage girl, like, I can't *even*,

Julie Walker: right,

Andrew Pudewa: but not quite to the edge of hyperbole in expression. Just right in the middle where it gets across the line and people say, oh, I've heard that.

Julie Walker: Yep Well, listener, if you are walking or doing laundry or dishes or on the treadmill, please take a moment today to look at the show notes. We'll put some links there to some of the jokes that Andrew has told and some that he's alluded to, some that he hasn't told, and just enjoy a good chuckle today. So I know I did. Thank you, Andrew,

Andrew Pudewa: and you've heard all the jokes.

Julie Walker: I've heard all the jokes multiple times. Thank you, Andrew.

Andrew Pudewa: Thank you.

Julie Walker: Thanks so much for joining us. If you enjoyed this episode and want to hear more, please subscribe to our podcast in iTunes, Google podcasts, Stitcher, or Spotify. Or just visit us each week at IEW.com/podcast. Here you can also find show notes and relevant links from today's broadcast. One last thing: would you mind going to iTunes to rate and review our podcast? This really helps other smart, caring listeners like you find us. Thanks so much.