

Episode 114 Transcript

Laylee Emadi

Welcome to so here's the thing, the podcast for small business owners, entrepreneurs and creative educators who are ready to take their business to the next level, through candid conversations, tactical approaches and a few unpopular opinions. We're lifting the veil on what it takes to build both a life and a business that you love. I'm your host Laylee Emadi, a coach for creatives and founder of the creative educator Academy, where I help entrepreneurs step into the role of industry leaders and educators. I'm so glad that you're here. Now let's jump into today's episode.

Laylee Emadi

Hey friends, welcome back to the show. Today we have the lovely Brandy Gaar. She is amazing. I feel like we've known each other forever, although we literally just met today like face to face. But we have so many people in common Brandee is an educator and entrepreneur, small business coach. She's a mom and wife. And you're in Florida, right?

Brandee Gaar

I am. Yes, Orlando,

Laylee Emadi

though. Cool. I'm like so jealous. I I'm in the middle of nowhere, Texas. But anyway, so I'm so excited to have brandee here to talk about her education journey. She is the host of the wedding CEO podcast and the wedding CEO Summit. Is that right? Or is it just the CEO Summit?

Brandee Gaar

Well, I just refer to as CEO Summit just because it's shorter, but my whole brand is the wedding pro CEO. So yep, summits, courses, podcast, all the things.

Laylee Emadi

Amazing. Yeah, she does all the things you guys like I looked through her website was like, dang, we are very similar, because we really like to wear a lot of hats. She's got a mastermind, and she does one on one work courses and templates, and her podcast. So go browse her life, because there's a lot of good stuff in there. But Brandi, I'm so excited to have you like, tell us a little bit about yourself and your journey in general. Like I love hearing all about where people started and how you kind of got to where you're at today.

Brandee Gaar

Yeah, so thank you so much for having me this, I'm so excited. This is gonna be a lot of but I, we've been talking so much before the show. I'm like really best friends now. So this is gonna be great. I am a wedding planner in Orlando, Florida. And I have one of the largest wedding planning firms in our area, we do all kinds of weddings, and absolutely just love it. And I've never really wanted to do anything else. To be honest, since I was a little girl, I've always wanted to be an event planner. And I started as a corporate event planner, and then opened my business, yeah, 15 years ago. And then, about two years ago, really just shy of the pandemic. So I was starting to think I'd been speaking a lot to local groups.

And I'd always done a lot of mentoring at our local college, we have an incredible hospitality school here. And so it always done a lot of education kind of just, I don't know, organically. And so I started thinking, you know, I really feel like there's a part of my business, that was the hardest for me to learn, which was scaling, really, once we became established and leads came in very regularly. And you know, you kind of hit that flow in your business, to take it to that scale phase where I started thinking like a CEO and really becoming more of a business owner than a creative. That was a really, really hard time in my business. I felt like there was very little education out there for that stage of business. It was like if you're brand new to the industry, name, your course, there's so many that you could take or you know, educational platforms, and then there just really wasn't anything out there for that middle phase. And it was so difficult for me that I thought, I really feel like this is a need in our industry. And so that's where I started was just really trying to educate established wedding professionals that wanted to scale and create a team and then remove themselves from the day to day. And so that's what I started doing. And I absolutely love it. So that was about two years ago. And now Yeah, I feel like we have a little bit of everything.

Laylee Emadi

Oh my gosh, like thinking about how many things that you've built up in two years. It's kind of crazy, like,

Brandee Gaar

well, the pandemic helped, right that there wasn't anything else to do in our industry at all. And online education became huge. And actually, I always say the catalyst to my education brand 100% was clubhouse which honestly nobody even really I don't think knows exists anymore. But there for a while, you know, it was like I kept hearing about this clubhouse thing, this clubhouse thing. And I kept saying I am not getting on it. I do not have time. And finally, my husband convinced me that at least they want to get my username. And so I started listening to a couple of rooms and I was like I can totally do this. And before you know it, I started hosting a daily room so every single morning was called the The Morning Show for wedding pros I think and what I love About clubhouse was It was literally live like you couldn't record it. You couldn't. It just was so organic and you could connect with people right there. So I just every single morning I would go live on clubhouse, and that that was a huge catalyst for my business. So it was great.

Laylee Emadi

That's amazing. I actually I kind of miss clubhouse like, do you it was a lot. I'm not gonna lie. I didn't get on there very long just because it was so much time because everything was live. Yeah, but it was kind of fun. You were meeting new people. And you know, it was a very different platform. But I knew it was a Yeah, but I liked it.

Brandee Gaar

Once everybody got busy. Yeah, I actually did it. For seven months, I went live every weekday for seven months. And honestly, though, it was incredible. I think it was a great ride. I probably burned myself out on it, you know, but it was also when it was starting to die off. We quit doing it in July of 2021. And, but I loved it for what it was there for. And I'm a big believer and, you know, get the juice while it's on sale. Like as much as wherever it's hot. You know, learn it if you can, if you've got the capacity to learn it and go all in. You know, it was a great catalyst for me. And so, yeah,

Laylee Emadi

I love that I kind of feel that way as well. I'm like, I'm always a little hesitant, but like, even with tick tock, I was like, I'm just gonna go like, I don't know, we're gonna find out what's going on over there. You know? Yeah, there's no point in holding out.

Brandee Gaar

I mean, that's a thing. You know, like, I jumped on rails as soon as they came out tic tac, I still have a love hate relationship with but I am on it. And I think with tic tac, I am not positive. My audience is there like I know they are, but they're not shopping there necessarily. Yeah. So I really am a big believer in tic tac being a place where you get discovered and Instagram being a place where people buy and create the relationships. So that's what I'm going with for now. And so I you know, we'll see I may dive a little bit deeper into tic tac soon, but I don't know.

Laylee Emadi

Yeah, it's been fun. But I'm definitely it's not my prime. It's not like my prime plate, right? Sure. But a fun place to hang out. Is I scroll way too much over there. Oh, my gosh, same. That's, that's amazing. Okay, so you have, like we said, you've built up all these different ways to work with you in the past two years, which is pretty rare. But But I love what you said about you have the time because I feel like something that we talk about an educator Academy all the time is like, I'm an established, successful creative entrepreneur, like, I don't have time to build these things. And it's kind of like, well, if you don't make the time, you won't have the time the timer made for you in this situation. But like, looking back? I mean, would you I always suggest to people like you're gonna have to scale back in order to 100 have the time to scale. Would you agree with that?

Brandee Gaar

Yeah. And actually, this is something that I talk to a lot of my mastermind members about to because, you know, so the, the group of people that are in my mastermind, are wedding professionals who are looking to scale and then we have a very, very tiny accelerator group of people who've, like, gotten through the scale. And now they're like, Okay, Brandi. But now what, like what's next, you know, because any great entrepreneur can't sit and twiddle their thumbs, right? Like they're not. So that's actually what we talk about a lot is if you you really can't ask what's next, if you're still in the day to day of your business, you know, so learning to become that CEO that can really more become a mentor and a coach to your team who's running the day to day. That gives you the ability to then look for what that next revenue stream is or that next branch of your business and how that can either feed into your current business or not like mine does not feed into my current business. You know, I don't speak directly to brides and grooms so i It doesn't feed into that business. But it does give our business, a lot of notoriety, like our clients love that I am an educator, you know, whether it feeds to that necessarily or not. So, yes, the time was made for me. But I mean, the world has reopened and I have a very, very thriving wedding business in Orlando. So it's not like, like, I still have to really concentrate on making time I dropped two podcast episodes every single week. Sometimes I'm recording those at midnight, because that's just when that week I was able to do it. I firmly believe that you have to really want it. And I also think one of the things that's the hardest about the education space, at least from what I've seen, I think it's a very slow burn like it's a slow burn. And I think because you hear all these stories, I don't know if you've ever felt this lately, but you hear all these people like you know, I did a million dollars in my first year in business or whatever. And I'm like, okay, like I And just I mean, great, that's awesome. And I've had to really talk myself down, you know, because like you're saying, Oh, that's so crazy. You've built all this in two years, I feel like, why haven't we been able to do more in two years? You know? And so, yeah, so I think it's, it's a, because you don't necessarily recognize, you know,

wealth right away, or it's not like you've got 10,000 followers in the first month. It can sometimes be defeating, and you're like, but I already know how to do my other business really well. You know, like you are successful over there. So you don't remember what it's like to have to hustle and grind. It's helped me a lot to be able to relate to some of my CEOs that are in that hustle stage of their business, because I'm like, Listen, I'm not there with my wedding business anymore. But I am for my coaching business like I'm I have to grassroots like I have to be in it all the time. So it's been a really fun journey. But I do think it can be hard if to make the time consistently when you don't see the return. Right away. Yeah, absolutely.

Laylee Emadi

And I agree that I think people set unrealistic expectations, especially in the past couple of years. I know I talked about this a lot on here. So if you're a frequent listener, I'm sorry, I'm repeating myself a lot. But when I opened the educator Academy in 2019, nobody was teaching on how to step into education in the creative industry. In fact, it was pretty notorious for educators and speakers to gatekeepers, how they got where they were, because they wanted to have as many students and clients as they could, which is like, I get it, that's fine. That's like one mindset to have. Not really my mindset, that's fine. That's a mindset. Good for you. Not for me. But so when I when I had started that it was brand new, but then, during the pandemic, when nobody could work, then all of a sudden, these educators are like, well, I can help you do what I do. I can help, I'm going to become a coach for coaches. And I'm going to just like, sell you on hopes and dreams. And in fact, I've fallen prey to that several times. I've wasted like the \$2,000 twice over. Yep, on people selling me, like sell this evergreen funnel, and you're asleep. And I'm like, you definitely didn't help me do that. Yes, yes. Same. setting realistic expectations can really, really hurt the person who is trying to do it right, and who's trying to do it in an ethical way. And in a, you know, actually high value way. So I'm glad that you brought that up, because I think it's important to be able to hear about that.

Brandee Gaar

Yeah, I mean, also too, I think, you know, I when I very first started, I was like, I have been where they are. So like, I already know what the pain points are. But but that was just my own experience. Also, I was so in it, that maybe I don't necessarily know what all the pain points are, you know, so I loved that it was so organic in the beginning, because it was pandemic, I honestly just started coaching for free. Like I started offering one on one to people in my own industry that just needed help, you know, that we're like, we're gonna go under. And so that was really a lot of fun. And I was starting to learn what everybody over and over was saying, and so that helped a lot when it came time to build the courses.

Laylee Emadi

Yeah, for sure. I think you can't be I will say like, you can't be the one on one. Because if it's a pain point of the one, it's a pain point of the many, you're not going to find that in an Instagram poll, like you've got to actually get into the conversations with.

Brandee Gaar

Yeah, and then you know what to even build your courses on because you know, what you might think is something people want. I think this has been really, really interesting for me to learn too is, even though you know what they need, they might not want that. And I think that's something that has really been brought to light in the education space for me is you have to sell what they think they want on the front end, and then get them to buy what you know, they need, right, but what you know, they need isn't the sexy thing. Honestly, that's kind of how I became like the Instagram coach for wedding

professionals because I was personally learning it myself. And so because we'd always outsource it. And then when the pandemic came, we had to kind of cut back, right. So I was like, I'm gonna learn it myself. And then once I started realizing how simple it could be, I started teaching other people to do it. Well, that became what is sexy. Everyone wants to know how to do Instagram. Easy, right? So I was like, Okay, well, there's the sexy, but Instagram is one very tiny piece of building a successful business. So then once but once they're in, then I can say, Well, do you know your numbers? Are you paying yourself? Do you know what your costs are on your business all the time? And that's when the wheels start turning and they're like, No, teach me, you know, so.

Laylee Emadi

I love that. I feel like I always say it's like sneaking in the vegetables like mac and cheese. Like, nobody really wants them. But like we're just gonna sneak them on in there. Like when you get in, we're gonna tell you what you need, whether you want it or not.

Brandee Gaar

That is such a great analogy because that's 100% what you're doing you're totally sneaking in the vegetables. Yeah, yeah. I love

Laylee Emadi

it. What do you need? Okay, I always want to know so well, we bounced around, I have like a list of no longer makes sense. No, I love it. This is great. Well, I guess just like continuing on this conversation, though, like, if people are listening to this, and they're like, Okay, well, I know that I want to either try a new offer, because you and I both have, like, five plus ways to work with us. Yeah. And that's not always common. Like, that's not always how people function. I don't think there's a right or wrong. But I do think people see this kind of like a large pool of people offering education, and then they feel just in the same way as you would in a service based business. Or whatever your first business was like? Is it? Are there already too many people doing what I want to do? Like? What would you tell somebody who wants to shift they want to pivot, they want to start thinking about what's next. But they feel kind of stuck or unsure or like, it's all already being done?

Brandee Gaar

Yeah, I mean, you know, I definitely feel like it's funny. I felt like that in the education space. But I didn't feel like that in the wedding planning space. And I never even gave it a thought that there were already 15 wedding planners in my market when I came in, you know, it was just like, well, here I am. And I think it really needs to be the same way with education, I will say, I do think you should find a hole that feels aligned with you, I didn't do that. I will say I didn't do that. In the beginning, I the only thing I knew for a fact for a fact was that I did not want to teach wedding planners, how to be wedding planners. Like, I knew I didn't want to do that. And my husband and I kind of went back and forth about that for a long time, because he really wanted me to, he was like, you already have a wedding planning business. Let's just package it up, you know, and I was like, I just don't want to do that. Like, I just think there's too much education already out there for that. And I'm not passionate about it at all. But I was passionate about what I found so hard and what I felt like I lacked in the industry, which was that middle stage. So even though I had to create most of that, like I had to create, okay, how did I start to know my numbers? How did I learn Instagram, you know, so I had to go back and create it, but it felt just more aligned to me. And, and there was a whole like there. Of course there are people that are teaching it. You know, Ashley Ebert teaches amazing on how to build teams. And there's a handful of people that that teach it, but I felt like I could come at it from our perspective. differently. Yeah, that I really wanted,

you know, to teach these six pieces of your business that I really feel like help you to become this coach and mentor have your own business. So that's kind of how, but I think if you are thinking, oh, there's already so many people that do it. I mean, really get into it and think well, what would be your unique spin on it? You know what? It's same same thing in a wedding business. It's like, well, there's 100 photographers in your market. But what makes you different? What's your unique? What is it USP? Or something like that? You UVP? I don't know, unique value. Yes, unique value proposition here? I am like, I don't know, I don't know what the acronym is.

Laylee Emadi

But how about acronyms? I got that one. But like anything else, don't ask me.

Brandee Gaar

So yeah, I think just really thinking about why would somebody book you what makes you unique. And for me, I'm a mom of three girls. I already had a wedding business, but also a corporate planning business, I have a team. So people really want it, my husband works full time with my business. So all of those things make me unique for somebody who's like, that's what I want, like, I want that I want to retire my husband, I want to have a thriving business that doesn't suck my soul. And that and so that's why people come to me, but you know, there's, there's at least one other person I know in the market that teaches almost exactly the same group of people that I do. But she's never been in the wedding industry. She comes at it from a totally different perspective. She doesn't have kids, and her husband doesn't work for for her, which is 100%. Amazing, right? Like, the same person that would come to me wouldn't come to her. And so I say, just find what makes you unique. What's your story? What do you have to offer? And then go off

Laylee Emadi

for it. I love that so much. Yeah, I couldn't agree more. And I think like, even the concept of the same person wouldn't come to you that would go to the, you know, your competitor. But maybe then they would like maybe they would go and be like, You know what, I want both perspectives. I have so much overlap with the people who are my quote unquote, competitors and stuff that I say resonates with them, or vice versa, like they they find little takeaways from each and I think that there's so much to be said for that. As somebody who's like a lifelong learner. I'm always like, give me more people to learn from. Yes. It can't do anything but help you. Yeah, I wish everybody felt that way. But I think a lot of people do.

Brandee Gaar

I think a lot of people do. I also do think like You and I were talking a little bit before the show. And, you know, there is a stigma with once you've reached a certain level of success in your business, you almost feel like, well, if I go to a conference, or if I take this course, people are going to realize I don't know everything. And the interesting thing about that is like, you shouldn't ever think you know, everything. And at my summit, I hosted my first summit this year. And my entire opening keynote was how to become a humble learner again, because all of the people that were in that room have multi six figure businesses, every single person sitting there, so it's not like they're not successful, they're super successful. But there's a piece missing, keeping them from reaching what they really desire, which is a business that doesn't require their 24/7 constant oversight. And so helping them to understand what it means to be a learner, what it means to go back to the beginning and learn again, you have to become so humble and saying, I don't know everything. And even if, you know, because some people would say to me, Well, you know, I feel like none of the topics during this breakout time slot, really I need to go to

and I'm like, but if you went to one, and you got one thing that made you really turn your wheels and go, Wait a second, I thought I already knew how to do that really well. But that's actually a way better way to do it. You know? What if you got just one nugget from that breakout that helped you really rethink the way you do business? So I think it's important to really go into any education and think, what's what's one thing I can take from this what's you know, something that can really make me rethink the way I do business. But if you're already closed off thinking, I already know it all. You're not going to,

Laylee Emadi

oh, my gosh, I feel like we are so aligned in this. I was like, Okay, first of all, the phrase humble learner is something that's in my copy, which is cool the way you just said that, like, my brain was like, wait, what? I love it. And I actually, like, I could not agree more, it drives me insane. When people and I get it, listen, I get it. Like, I know that we're confident, I know that we're, we have worked to get to where we are the collective we. But I always use this example when I'm talking about humble learners. And when I used to teach high school, and I directed the dance team, I had one of the most incredibly gifted, incredibly talented dancers who actually volunteered to she took my dance one class, listen, this girl was like pre professional at this, but she had no business being in dance one. And I talked to her and her mom, like at parent teacher conference night or whatever. And I was like, Look, she's really advanced. And they will. And I was like, at this point, she's helping me teach, like, yes, this okay with you guys. And they literally said to me, there is nothing that she knows that she can't brush up on. And she's just happy to be there and to be learning and have the opportunity to practice. And I've carried that with me since and tried to apply it to myself, because I'm like, at no point in life, should we be above the foundations because our foundation may have been built differently?

Brandee Gaar

Yes, 100%. And you don't even realize it until it's like, I kind of liken it to like an NBC and a video game, right? Like, they just keep hitting the same brick wall over and over and over again. And it's like, you're doing that because maybe there was something in your foundation that you never built up the right way. So you've always kind of muscled through it and gotten it done, but is that what's keeping you from this life that you want to build. And, you know, I'm definitely not a coach that will ever tell you that you can work two hours a week drinking my ties on the beach, and you know, make a million dollars, like, I'm never going to teach you that. But I also believe that there's a time for hustle, and there's a time to enjoy your business. And if your business sucks your soul for very long, like, there's got to be an end to that stage of your business, you know, and otherwise, you've just created a really terrible job. You know, like, why did you leave your nine to five? For this, you know, after that hustle stage. So I think really understanding how to build your business, like a business, so that it doesn't require you if you dropped off the face of the planet tomorrow, would anyone actually know? And that's, I mean, of course, you want people to know you dropped off the face of planet but you really want your business to go on business as normal without you and so how are you doing that? So that's what I'm just really passionate about is helping people understand that and you should always be learning how to do it better.

Laylee Emadi

Yeah, I mean, I have to say like, as somebody who continually invest in my education, if I see that person not investing in theirs, I'm not I'm I'm not doing that like, and I learned my lesson the hard way with that with people who are selling but they're not investing in themselves. And like, there's a disconnect there like yeah, this is what you preach. Let's go.

Brandee Gaar

Yes. 100% 100% Yeah.

Laylee Emadi

Okay, well, I would love to know, I guess I have to I have two questions and one What has been like your biggest challenge in moving into this education space? And what has been like your favorite part of coaching or events or your mastermind, whatever it is, like what's the hardest part, the most challenging part and your favorite part?

Brandee Gaar

I almost think they're one in the same. Honestly, I I think the hardest thing for me, and I think this probably goes for all coaches, but I need to learn not to take it personally, but is when you give somebody all the tools. And they think they think because like being in your orbit, or that they paid for the course, is going to change their business. And I'm like, but you're not applying any of the things right. And so it's almost like this constant battle with certain individuals. And it's, as soon as I see it starting, I'm like, and I try to coach them through it like, but you have to apply it and there's always an excuse. And on the flip side, the thing I love the most is watching people with the exact same tools that have literally they would, they would tell anyone, my business is a total 180 from where it was a year ago, because I've applied these things. And it's not because of me, it's literally because I can see their business from the outside. That's what a good coach does, right is like, you have the tough love, you say these are the things you really need to assess in your business. And then they actually go assess those things. And they actually start to make the changes that you're suggesting. But they have to do the work at the end of the day. You either are a doer or you're not I mean, that's, that's just it. And so I think it's really challenging for me, as an educator, when you have somebody in your space in your mastermind and your Summit, whatever it is that they just, they're just gonna always find the excuse instead. And I'm like, Listen, I've given the same tools to you that I gave to her, and you're getting vastly different results. Like, I don't know what to tell you, you know. So I think that's been the hardest thing for me. I feel like, anytime I invest in education, I, I carve the time out, I set a goal for myself, How long am I giving myself to make this investment back? What do I want to get from it that's going to accelerate, like, I don't go into even a networking event without a goal, you know? So I don't understand why people I honestly don't understand why people pay every single month, or for a course or anything, that they're just gonna let sit in an inbox somewhere.

Laylee Emadi

I just it's kind of painful to watch that happen isn't really like, I mean, I've been there, obviously, I think anybody who coaches or teachers has been there. And it is it is literally painful to be like, I don't want your money anymore. Because you're not I feel like, at this point, what is the point? Like,

Brandee Gaar

I know, and I think that's a battle for me as I'm like, Okay, do I tell them like, you shouldn't still be here? Or do I hope that they're going to get it to get I don't know. So that's been a real challenge for me is, especially with like a monthly mastermind is, you know, I really want every single person in there to feel invested. And to do it, you know. And so that's been that's been hard. But on the flip side, I mean, oh, my gosh, the success stories that come out of it, and the people that are just like your raving fans, and so I think it's almost the same thing for both.

Laylee Emadi

Yeah, it's super rewarding for sure. Yeah. It can be, it can be. Right. That's so great. Okay, so we always wrap up every question on this podcast with your unpopular opinion. So I'd love to know. I mean, we've talked about a lot of things today. So you can choose which one you go with. But what's your unpopular opinion on anything that we've talked about?

Brandee Gaar

Oh, my gosh, well, I have an unpopular opinion, and probably gets me in trouble with most things. But I, my just biggest unpopular opinion in general. And this is one of the things that I teach on is basically like, if your business does not pay you a livable wage, it's not a business. It's a hobby. And I get in trouble for that a lot. Because I say that all the time. And I'm like, I mean, that's just tough love is if your business doesn't pay you at some point, you have to realize it's just not a business. So what are you doing to make it one? So that's probably the one I get in trouble for the most, or I don't know if I get in trouble for but people are like, well, wow, I'm like, Well, I mean, tough love.

Laylee Emadi

It's like a little out. But it's like, you just you sometimes you have to hear it.

Brandee Gaar

I mean, right? Like how long? I mean, and I feel bad for you know, I always say well, what does your spouse think about that, you know, how you're spending all this time running a business that you've never taken \$1 from and that's 100% In the beginning, there's a season for that. But you have to make it start paying yourself I have you know, I've spoken to students before her like, I've had my business for five years, you know, I've never been able to take a paycheck. I'm like back up, like, let's take a big giant step back. So I think that's really tough love, but it's the truth and the unpopular opinion that I stand on.

Laylee Emadi

I love it. I think the most Some written part about I mean, the beginning was definitely like the Ouch. But then when you followed it up with what are you doing to get there? Right? It's the most important part because it's like, that's, I feel like that right there. What a testament to a true coach. It's like, listen, it's a hobby, and then you're like, but yeah, now what are we doing? I'm not saying Give it up. I'm saying let's move forward.

Brandee Gaar

Yeah, and a lot of it is just because they just don't understand what their numbers are. So it's like whatever's kind of just left over, you know, they might take out and I'm like, No, you're an expensive your business. Your business doesn't exist without you. So you're part of the overhead you have to be, you know, I'm not telling you how much you have to pay yourself, but you gotta pay yourself. Yeah, so

Laylee Emadi

that's great. Oh, I loved it. Okay, well, thank you so much for being here. Tell everybody how they can find you. Like how can people connect with

Brandee Gaar

you? Yeah, so Well, I the wedding pro CEO podcast. I'd love for you guys to come over. And we have guest episodes every Tuesday and then every Thursday I get behind the mic and share yet another unpopular opinion or just a thought or random you know, tip on Thursdays those are super short

episodes. And then if you want to connect with me, I am always on Instagram drop into my DM say hi just even come say that you heard me on the podcast. I'm so excited. So yeah, come say hi. And lately, thank you so much for having me. This was great.

Laylee Emadi

Thank you. This was super fun. Honestly, I loved chatting on like, on air as much as I love chatting for like the half hour beforehand. Yeah, great. What a great hour. So spected me to For show notes and resources mentioned on today's episode head to so here's the thing podcast.com This show is brought to you by the creative educator Academy, where we teach creative entrepreneurs how to teach because I believe that industries thrive when experts can share their knowledge. Well, if you're enjoying the podcast, I'd love to read your review in iTunes or see your rating on Spotify. Thanks so much for listening, and I'll catch you on the next episode.