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## SPEAKERS

Jen Marples, Courtney Bonzi

### **Courtney Bonzi** 00:00

So many successful women started in their mid to upper range of their life. And I think it's a great opportunity for people to get out of their comfort zone and try something. Learn something, take a step and take that chance. I don't feel like you're more comfortable in your life where you don't have to worry about some of the things that you may have had to worry about when you were younger.

### **Jen Marples** 00:33

Hello, and welcome to the Jen Marple Show. I'm your host Jen Marples, a former public relations agency owner turned business a life coach and motivational speaker dedicated to helping female entrepreneurs achieve the business and life they desire in their 40s 50s and beyond. Each week, I'll be bringing you conversations with incredible women who are rocking entrepreneurship and taking courageous action while also dealing with all that midlife entails. I'll also be dropping in solo to share thoughts, advice, tips and tricks that will help you live your best life. If you are thinking about pivoting in your career, starting a new business or looking for a second act, stick around as I guarantee you will be inspired. And know this, you are not too fucking old. Hello, everyone, and welcome to the Jen Marple show today I have a beautiful guest, her name is Courtney Bonzi. And this is part of the meet in Malibu series. And Courtney and I met for 35 seconds actually in Malibu and she was my final interview of the day, and unfortunately got bumped because in my speaking engagement gotten moved up. So I'm just so happy that Courtney was very gracious and understanding. And I said we are definitely going to have this conversation. But we're going to actually it's going to be a lot quieter than some of these other interviews where we hope knock on wood because there's construction happening and all sorts of weird stuff happening this summer in our both of our locations. But Courtney, thank you for showing up today and being on the Jen Marple show and I can't wait to dig in and tell everybody about you. And so you know, Courtney is she has a fabulous company. She's the founder and CEO of sparkle bands. And I'm gonna let her explain to you what that is. But it's brilliant. And she also has another online platform called the House of Bonzi. And this is where she has told me that she is paying it forward. So it's a really wonderful place where Courtney and her husband, who is also involved in her business, sort of showcase their life and growing the business. But also it's a nice, wonderful platform to support other women in business. And you all know me, that's my whole thing. So that is speaking our language. We

love supporting women in business. So Courtney is going to tell us a little bit about that as well. So with all that, Courtney, welcome, and thank you for being here today.

02:41

Thank you, John. Oh my gosh, that was quite an introduction.

**Jen Marples** 02:44

It's so fun. This is this is just fun. And I know when women listen to you today, they're gonna walk away feeling inspired, and hopefully have a little courage to take that step into entrepreneurship. So let her tell everybody like what you like, where did you start? And what does sparkle band is all about? And how long have you been in business and tell us everything?

**Courtney Bonzi** 03:03

Okay, so I started sparkle in 2015. Really just because I got an Apple Watch. And it was not a watch where and my husband was like you gotta get these are so cool. So I got it. And I quickly became obsessed with closing my circles and being connected and all that kind of stuff. And I was realizing that there was no options for watchbands. So there's no options for watchbands online that were pretty or anything. It was just like the rubber or plain leather. And I was like well, I'm pretty stylish. Like I like to dress up and stuff. And I want to be able to wear it to events, but I don't want to wear a piece of rubber. So I just started making them for myself, then you know, friends were like, Oh my gosh, where'd you get that you need to sell those? And it was really just friends that encouraged me to build a website and start selling them.

**Jen Marples** 03:54

So tell us exactly what they are.

**Courtney Bonzi** 03:57

Okay, so we make smartwatch bands, that was really how I started was just making watch bands for myself and then making them in different styles. So we have like a boho style glam style. They're made mostly with leather. And they're handcrafted here in California. And it literally blew up. Kind of like overnight. I talked about the story a lot because I was a business owner before I graduated Cal Poly. I was in communication studies. And I was into like marketing and public relations. I had a business before that. Like quickly out of college, I started a business doing resell so online resell, there was not a market for or there was a market there wasn't a lot of people selling online. And so I would go to the local boutiques and I would take inventory that they weren't moving locally and I would put it online for them as like a consignment basis. And that was my business for like 15 years before I started sparkle. So I was already familiar with the online marketplace I already was familiar with like online sells. And I started sparkle as kind of like, okay, well, I'll try it, I'll just make a website, I made a website and Shopify kind of figured it out on my own. And then, you know, just started selling the traditional way, which like traditional jewelry sales were, you know, you make your products, you show them that little trunk shows or like little events and things like that. So I started doing that, I had that online website, it wasn't moving the needle like not enough for me, I'm an ambitious person, I don't like to not be successful, especially if I'm going to be working really hard. So I work my self to the bone, and I want to be successful. So I was pretty dismayed after two years, like all the work putting into it, and I just wanted to

make a sale a day, I just wanted to sell one watchband per day. And that would have made me happy, like I was contributing to my family, etc. I almost quit. I remember one morning, I was walking with my husband, and I was like, You know what, maybe I should just get a regular job. My other business was dying, because the online resale market was so saturated. This was in like 2015, Poshmark, flash sale sites, all those things, the watchbands, were not selling very much like maybe a few a week, not even one per day. And I was like, I think I'm just gonna go get a job. Like I'm a college graduate. I'm a hard worker, I do not want to be a stay at home housewife, our kids are grown, you know, like, I'm too young for that. So I was like, gonna quit. And he was like, no, just keep going. If you love it, you know, it'll come to fruition like really saying to me, as he's had like four or five businesses over his lifetime. And he's like, Honey, you cannot expect to have like a wildly successful business in two years. And so I was like, Okay, I'll just keep trying. So kept trying literally, like, within two months, I had a big influencer share our watchbands. And overnight, we had like, 100 sales in 24 hours. And this was like, right before Christmas. So then I was like, Okay, well, how am I going to make all these because I was making them all by hand. So I enlisted the help of all of our friends and family, and we are making watchbands getting them out by Christmas. And then ever since then the trajectory is just kind of been steady, steady, steady, growing very fast. COVID, gross, crazy. And it kicked us out basically of our house. Because we were in a at that point, like during COVID. We had 15 employees in our garage in our house, and our kitchen, like literally. And then we found a space and grew out the space like built it out for like, July to October, we moved into a space, finally, and so then we've been expanding our space here. We ship all over the world to we've shipped to 172 countries. And yeah, just trying to catch our tails early.

**Jen Marples** 08:01

Wow. And it's you bring up one point that I think is so important for every entrepreneur to know, because I have been there myself. Everybody feels like quitting. Because it is hard. It's you It's your successes, like it's on you, right? But I always feel like once you're kind of at that point, and then you pull back, like there's always magic on the other side of that like wanting to quit, or like wanting to give up or like wondering, Am I meant to do this or whatever it is that you're doing. So word to the wise out there. Look what happened. I mean, think about if you quit, then it's this, we wouldn't even be having this show right now you'd be doing something else. And so it's really important for everyone to hear that. So as far as like your manufacturing, do you keep everything based here? Do you have stuff made overseas? Or how do you how are you managing this really exponential growth?

**Courtney Bonzi** 08:52

Yes, so everything is made here in the US. Right now the majority of our stuff is made here in San Luis Obispo, which is a desert for employment. There's it's been very difficult. That's been a really fun COVID Challenge is like just finding people to work and workforces here is not like, we don't live in a manual labor workforce here and in the Central Coast. So that's been a challenge. But we that was something that was really important to me is to have everything made here in the US obviously some parts we can't have made here. So those have to be made overseas, but the actual, like handmade watchbands are all done here.

**Jen Marples** 09:33

That is incredible. And I of course love the commitment to keeping if you can because obviously you know there's so many factors go into manufacturing and production and price points and all of that which that's probably a whole nother conversation for another time. But congratulations on your success because you know, you just don't know when to you know, and I was like that, you know what is it necessity is the mother of invention. So it's like we're all probably producing or creating something that we needed and I just Love that you're like, oh, that's ugly, I'm going to make something nicer. And now you've got this crazy runaway business. So I love that. Now tell me about House of Bonzi. Because we were talking before we got on the podcast about this wonderful platform that you've also created, that you said you kind of want to help pay it forward to other entrepreneurs that are out there and growing their businesses because I, you said you're sharing your success. So tell us a little bit about that.

**Courtney Bonzi 10:24**

So how's the bonsey was created a last March, and it was really a, you know, I spoke to my husband a lot about like, one of the things that I always want to keep in my heart and in our business is sharing, and paying it forward. Sparkle was built upon the women that shared it, it's an influencer built business. So the women that we've partnered with that we've given our watchbands to that have shared it, they're the ones that built it. So I wanted to pay it forward and make sure that like other female founder businesses, were getting the same love from me and are smaller. I mean, obviously, we have like a miniscule amount of influence here. But it is an influence. And I would say like our audience is based upon like wanting to share other female small businesses. So we started house of Bonzi as a place to keep that, because it didn't really make sense to like save posts in the Farkle feed. And so that way, there's a dedicated place where I can save all of the links that I share all of the businesses that I talked about, in that that we collaborate with, and all of that kind of stuff. It's been like an accidental influence or paycheck. Well, I

**Jen Marples 11:33**

love that because we all know, no one gets there alone. And it's really hard to be in business. It's hard to be a woman in business. And of course, that's one of the things I preach from the mountaintops is that, you know, women need to support women, and we need to really go above and beyond to do it. And especially if we're in a place that we can really impact and really affect change and foster community and connection and growth that we need to really triple down on that. Because there for every one of us who's out there and being vocal and supportive, there's somebody out there who just needs us, they need our help. So it's like and once we do that, then she's going to rise up and go, Gosh, I got help along the way too. So I'm going to pay it forward. And so it goes and then we're in this wonderful thing where we're all we're just oh, it's it shouldn't even be a question. It just should be in everybody's innate nature. So by you doing that, by me going out and supporting women and other women kind of taking hopefully, that's going to be this ripple effect, that we're not having to have conversations about women supporting women in the future, that it's just happening.

**Courtney Bonzi 12:29**

I think it's not a natural thing. I think for so many years, like women saw each other as competition. And I think that the more that we can get away from that mindset, and share things that we've learned with each other to help other women avoid certain mistakes. I think the stronger we will all be, I am always

blown away when I you know, because I'm an open book, if someone reaches out to me, and they're like, Hey, what is your best like, website? I'd love if you can help me like, where did you get your packaging? How did you come up with that? You know, I'm always like, oh, yeah, I've got some great like, this is I've used this packaging, I've used this packaging or whatever. And I find that like, it's good to share that. So it always surprises me when somebody comes to me. And it's like, no, that's my own information. I'm not gonna share that with you. You know, I'm like, Whoa, okay.

**Jen Marples 13:16**

It just needs to happen. Because it's not gonna I was just having this conversation earlier. It's like, just because I'm helping you. It's not taking away from me. Plus, it's actually really fun and exciting to help you to see you grow. I actually personally get wildly excited about people's success. I'm like, oh, yeah, it's like, You're my baby. And I'm seeing you soar. And I'm so excited about it. Ah,

**Courtney Bonzi 13:37**

yeah, I think that too. Also, this isn't to say too, if some if you're listening, like, it doesn't mean that you're never gonna get screwed over. I've been screwed over by plenty of women, and it does happen. But I don't think you should never let that deter you from being who you are. You know, I take it as a learning. Okay, well, I learned that that person is not trustworthy. And I cut the ties and move on, you know?

**Jen Marples 14:01**

Well, that's just good business advice, because there's nothing you can do about it. You're done, you're showing your true colors, and I'm moving on. Yeah. But you know, it's great to like, always assume that women are going to help because 95 98% of the time, it's all going to be great. And we need to just drill down on it. And then for everyone else out there, you know, I'm speaking in a couple days on this topic that we need to do better that we just need to do better. Collectively, we just need to and if we're already think we're doing good, there's always one more thing we can do to help somebody so it's a topic near and dear to my heart. So let me ask you this question. What do you think some of the challenges are for women at this, you know, kind of this midlife stage of starting businesses? I'm sure you've talked to so many women and you see them in your group and your house at bonsey Group what what are some of the big challenges you see,

**Courtney Bonzi 14:47**

I think that when women get to a certain age where they're comfortable in their life, it's scary to take a big step and you think like okay, it's too late for me. I you know, maybe I didn't go to school for it or or what Have you the excuse is that that's all in your head. I can't remember who exactly the business woman whether that started like in their 40s 50s, I want to say Martha Stewart started in her 40s or 50s. Betty Crocker, like so many successful women started in their mid to upper range of their life. And I think it's a great opportunity for people to get out of their comfort zone and try something, learn something, take a step and take that chance. I haven't feel like you're more comfortable in your life where you don't have to worry about some of the things that you may have had to worry about when you were younger.

**Jen Marples 15:35**

Well, I agree. And I think, especially after talking to so many women here, and I know just from my own self, I mean, I have teenagers, and I'm 52. But after turning 50, there's something that clicked to about you definitely starts in your 40s 50s just not caring what people think. Because if you keep caring what people think you're never going to do, I mean, that's just life advice for anybody at any age, but it's like, just standing in your power and who you are, and just owning it. And then that just that's really like, I think the secret sauce, and then just going out and doing anything and just don't give a crap when anybody thinks because it's your it's your own life, you get to do what you want to do.

**Courtney Bonzi** 16:14

Yeah. And that's easier said than done. As I know, for me as like, I'm a people pleaser. And I like for us I love when you know, I don't want anyone to like not be supportive, or, you know, for people to be unkind or judgy or whatever. And I know it's gonna happen, but it's always painful. And it does, you know,

**Jen Marples** 16:31

it isn't I'm not saying it's easy. Yeah. But when you can like reflect on it and go, Okay, and just because you know, especially as you grow, negativity is going to come in, there's nothing Yeah, you got it, the louder you are, the louder you know, detractors are going to be but it's just okay. Sprinkle compassion on them from afar, ya know that they totally has nothing to do with you. And you just kind of keep on going. So what would you say to the woman who has taken time off, say she has been home with kids for a while. She's at this turning point. She knows there's something burning deep inside that she wants to do. But she doesn't know where to begin? What would you say to her?

**Courtney Bonzi** 17:09

I would say to look at the people around her look at the women around her. And ask a friend for help. For some advice, sit down and say, Okay, I don't know how to use Instagram, I see you have an Instagram or you know how to make reels? Would you mind? Can I buy you lunch? And can you teach me how to make a real, you know, or whatever, like just asking the friends around you your support system, or help, not being afraid to just like, try.

**Jen Marples** 17:38

It's great advice, because we're willing to ask for help for certain things. But when it comes to our self, it's like really hard. It feels really scary. So I'm glad you said that. Because if you see my big advice is you see some one of your friends doing something you want to do. Because people come to you all the time. And like, I need to do that. I'm like, boom, boom, boom, it's done. Like that took me 30 seconds to tell you how to do that. So go like, and I never turn anybody away, and no one's going to turn you away, really. So people want to help you and they're going to be excited for you. So just yeah, get out of your own way and ask for that help. I love that. What is your sort of number one business tip? So if you've got current entrepreneurs out there, right now everyone's kind of hustling, what would be your biggest piece of advice for them?

**Courtney Bonzi** 18:21

I would say the biggest piece of advice is to be transparent and honest. For me with the growth of this business, there's been a lot, there's been a lot of challenges, it's been very tough. You know, I don't

have any education or anything about manufacturing. You know, that was not what I graduated in, I had didn't even know where to start. So I have been completely upfront and transparent with our audience, like from the start, when we mess up, you know, all the successes, all of the wins the losses, as well. And I feel like that connects you to your audience more, it makes you more real, because nobody goes into business, knowing everything. And I feel like the more you can share, like the things that you've learned, the more people will trust you and support you.

**Jen Marples 19:11**

I agree. And especially when you're trying new things, because it's one thing, you know, there's the thing that we always did. But when we're at this inflection point, turning point and trying new things, you're not going to know it all. There is a you've probably heard this. So it's at the beginning, you're probably trying to mimic somebody or copy somebody. So it's like conscious incompetence. And then as you kind of grow, because when you're in state, you say you're like marketing and all that when we're all in those old careers. You're super competent, because it's like that's what you did. But then when you're starting something new, you're at the bottom of that scale, but actually, since you've got decades of experience under your belt, it's not going to be like when we were 22 starting and it took like years to get you over that learning curve. Just to realize it's okay to be uncomfortable, okay not to know, you're not going to know everything about everything no one does. And then just having the awareness when to ask for help also and then being transparent, because that's helping somebody else, probably by you just being transparent about it. It's helping somebody else go, Okay, actually, well, she didn't have all the answers. Well, of course I don't either. So da, like, let me go find out the answers, because that's just part of this human experience. And definitely part of entrepreneurship,

**Courtney Bonzi 20:19**

for sure. And like, you can learn things from other people as well, like, well, and that's another another thing that I would always recommend is like, being the face of your business, especially on social media is like, instead of just being like, here's a random clothing store that there's 1000s, and hundreds of 1000s of this is Jen's clothing store. And here's Jen. And she's talking about it, the processes that she goes through, and challenges that she has. So when somebody else has fallen, he's like, Oh, my gosh, I totally have a solution to that. It invites itself to that, you know, you have these connections, people feel connected to you. And then they offer their advice you can teach them and they teach you back as well.

**Jen Marples 20:59**

And that's the beauty of it, right? Because we're all everyone's kind of doing this together. Nobody has all the answers. And then we support each other along the way. Because yes, that's how it should be. And it's just we're going to get from A to Z, so much faster. That way, you brought something up, that's interesting. And I just had this conversation on somebody else's podcast because I come from PR and marketing. And I used to own a PR firm. And so you brought up something important because in business today, no matter what business you are, obviously, if you're in some type of professional service, your face is mostly going to be forward. But if you have a company that you could, because you could kind of hide behind sparkle bands, they could just be sparkle bands, right? Yes. And so most of us aren't used to putting our faces forward. But companies today, and I've done some research, especially Gen Z coming up, like the earlier millennials, everybody basically coming behind us, they

want to see who's running the company bigger, smarter, and they want to know what the company stands for. And so you just brought up that good point, like people want to know, they want to see the person, sort of like who's the Great and Powerful Oz

**Courtney Bonzi 22:00**

100% 100%. So if you are out there hiding behind your company, which I did, with my last company for 15 years, get over yourself, and get in front of the camera and introduce yourself to your audience and start making those connections. The newer businesses and especially with Gen Z, they are wanting to support businesses that they can connect with, I hear time and time again. And they don't want to shop on Amazon, they don't want to you know, like an especially if you're in like a higher end business where people are spending more money to, they really want to feel that connection and know that their dollars are going towards the greater good.

**Jen Marples 22:43**

So I'm gonna roll with this a little bit more and ask for your advice. So what advice would you give to the women out there who are too scared to show up online? It's not their natural sort of default, because I hear this time and time again, from women. I said, you just got to do it. But I want to you just got to do

**Courtney Bonzi 22:59**

it. Yeah, that was I remember the very first time that I'm an introvert, so you may not fit, you may not assume that if you see me online, you're really gonna be like, wait, what? How are you an introvert, you're literally on there every day. I got on the very first time. And I remember whatever where I was sitting, I was terrified. And I didn't know what to say. And in my head, all those voices in my head are saying, Why Does anyone care? What are you doing? You know, and I got over that. And I was like, Hi, I'm Courtney. I'm making sparkle bands like, this is what I'm doing. You know, and at the beginning, I didn't really know what to say. But I said, I just wanted to introduce myself. This is my company. They're all handmade, you know, like just that. And here's, here's what I'm working on right now. And I will attribute the majority of the connections that I've made on here to that 100%. And if you follow us, you will see and especially like, there's all sorts of like Facebook forums for sparkle bands. Now, there's a group that has over 4000 women. And yes, they share their daily sparkle bands like what they're wearing. But it's a community and they support each other. And they say hello to each other whenever we do live shows. And it's really such a beautiful thing. But it's about the connection that we all have.

**Jen Marples 24:24**

You know, it's great, and you have this little bit of a movement you're starting because you've also got, you know, your house of Bonzi. And so you're very much fostering that but that wouldn't have if that wasn't you showing up and that wasn't sort of in your heart and soul in your DNA, then that wouldn't have happened, right? So that's very much like what you're putting forth. And there's just I have to go on my tangent for a minute for everyone listening that you really do. And if you're uncomfortable, you need to get comfortable with it. And that just means by doing it a lot. No one's comfortable. The first time Courtney said she went no, none of us were comfortable. Like who am I to do this? Everyone goes through that and you just push through, push through push through it. and people are going to relate to it. And that's where you're going to find your people, you're going to repel the people that aren't your people. And you're going to call in all these new, wonderful, beautiful, amazing people. Yeah, there's so

many benefits. And of course, you're going to sell your products and services. And of course, that's this wonderful byproduct. But I can think of some women out there starting businesses, and I just want to see their faces as they're putting out services. And even in stories, there's nothing personal and people want it, they're craving it, and they want to support you. So when they see you, like, I just did a story before getting on here. And you'll appreciate this as a mom, going through my day, like starting off great with yoga. Listen me a great day. It's Monday, and then I had a podcast interview, and then I'm working. And then I get the life 360 pops up that my son was in a car accident. So then everything like, you know, the world spins upside down until I can realize it said that he was okay. And I'm like, okay, peeling back the layers. And I went on, and I just talked about it. Because I said, I know the moms out there like we're juggling working moms, we're juggling a million different things. And so your Monday can start out. I am woman hear me roar. And then you're like, oh, shit is my son like laying on the side of a road because he's going surfing. And then you're like, backup stuff. So yeah, but it's important to share, because you're connecting with your audience. So you're connecting, connecting, connecting. So I think you guys are all hearing that you need to show up. We want to see your beautiful faces. And we want to hear from you. It's a must in today's business world.

26:30

100%.

**Jen Marples** 26:32

One of my final questions for you is what do you wish for women?

**Courtney Bonzi** 26:35

Oh, gosh, that's a tough one. What do I wish for women, I wish for women to feel confident with themselves to feel like they have the power to change their future. You know, I want them to have that sense of security. And know that if they work hard, that they can be successful. You know, I think so many people don't take that step because of the insecurities within their heart. And they don't think they're good enough. They don't think they know enough. They don't think they're perfect enough, or their websites perfect enough or their product is perfect enough. Let me tell you, my first watchbands I am super embarrassed. You know, I look at them. Now I'm like, Oh my gosh, I can't believe people bought these. But you just do it. You can't wait for everything to be perfect. You can't wait for your website to be perfect before you launch it. It's a always continuously growing the living thing that you will always be improving on. So for women, I would say I want you to have that confidence and believe in yourself.

**Jen Marples** 27:49

I love that you said that. And it's a really important point have you got to start everybody who started if it's your first post, your first watchband, the first handbag you made whatever the first client work unit, none of it was going to be fabulous. Number one, and then it evolves because you're growing and evolving. And as you you know, you figure out what you know, other directions you want to go and you evolve and change. And I'm glad you said it's a living breathing thing. It's not like it's here. And that's forever. And that's who I am. It's who you are today. And then yeah, you're someone different tomorrow, and then think about a year from now. So I'm really glad you brought that up. My final question for you is, what do you think the best thing is about being at this stage in life?

**Courtney Bonzi 28:35**

What is the best thing about being in this stage of life? I would say the competence and then not caring about what people think as much. I can't say that I don't care about what people think if when people are negative, I would say my business is far from perfect. It's been growing. It's we've been learning we've been making mistakes and but I would say like having thicker skin is definitely one of my favorite things as I get older, because I don't care as much. But when people are unkind, I don't care as much.

**Jen Marples 29:06**

I'm glad you said that. And it is you know, and I know it might sound and we've said this before, like it's easier said than done. But if you can have that perspective of not caring and not caring as much and you definitely like I care about what the people closest to me say I mean, I do like human. And then if you see something out there, you're going to constrain for a minute, but I think when you get to, you know, you have many, many decades of life under your belt, you can actually look at that and understand maybe why somebody said something and you don't have to engage and you can just, you know, it's thinks for a minute, but I think when we're in our 20s It's like, you know, you need therapy for 20 weeks because someone's you know, it's like neck I know.

**Courtney Bonzi 29:44**

Yes, exactly. I know I had somebody like a month ago and this is another thing like one of my toxic traits is I'm brutally honest, and I will talk I will cry on the camera because I'll be like I'm having a really rough day. This happened and I'm gonna get through it, but I'm just feeling it today, you know, and I had somebody send me like, a really nasty message and they're like, I can't believe you would cry about this with everything that's going on in, you know, in the world and you'd be crying about this. And I'm unfollowing you because of that. Just like, Okay, well, bye, I don't want you following me because you're not a kind person, like, everyone's problems are relative, you know, I get that. But I'm having a rough day. And I can sit in my feelings today if I want to, and this is my safe space. This is my community. If you don't want to be a kind person in my community, then see you later.

**Jen Marples 30:37**

Right. And we all have to adopt that. And it's like, you know, yeah, if you don't have anything nice to say, don't say it at all.

**Courtney Bonzi 30:43**

Yeah, you don't even have to tell me you're leaving just go by Oh,

**Jen Marples 30:48**

you didn't actually need to say anything you can I know. Follow me. Actually, we could have all gone on, the more you step up and out. And that's, you know, to be expected, because, you know, I get stuff all the time, too. I had some woman like really trying to tell me because my my tagline for my show is you're not too fucking old. And when I was speaking in Malibu, you know, that was posting some of the, just some reels of like some my key parts of my speech. And this one was all she wanted to tell me was that it was so not classy to swear. Oh, like, well, great, then don't follow me. Yeah, don't follow me. But I said, you know, you know, I wish for a world where women support women. I do always get back one

time. And she kept trying to like, well, it's just, we don't need to swear. Like, go away. It's fine. Okay, ever be mean? Because I know it's nothing to do with me. And it's someone's telling her not to be who she really want. I can go in the whole psychology about it. But that just trips me up like thinking too much about that. I have women to serve women who need to hear the message. You want to hear my message? You don't want to hear it late. Yeah, for everyone out there just as a you know, a cautionary tale it's gonna happen. It's just how it works. And just sprinkle compassion on those people from afar and then block,

31:58

delete and move on. Exactly. Well, it's

**Jen Marples** 32:00

so fun having you on today. So share with everybody where we can find you support you and by sparkle bands.

**Courtney Bonzi** 32:06

Thank you. Yeah, you can follow on sparkle bands on Instagram, Facebook, tick tock. You can shop at Sparkle bands.com You can also follow at House of bonsey on Facebook and Instagram and Tiktok learning on Tik Tok as an older person, it's amazing. Well, let's

**Jen Marples** 32:26

we'll be friends on tick tock because I know my my son cringes, and he's always like CRINGE CRINGE and like I'm liking tick tock. It's kind of fun. Yeah, so whilst it's fun, the older ladies are gonna have some fun on tick tock.

32:36

We're taking over we're taking over tick tock Yeah.

**Jen Marples** 32:40

Forgot that young kids. We're we are here to talk. So we're gonna make all of that in the show notes for you guys. So make sure to follow house of bonsey and sparkle bands and you're just going to adore Courtney because she's has fabulous energy and she's giving back. Thank you so much for being on today. It was just a pleasure chatting with you. I really appreciate Thank

**Courtney Bonzi** 33:01

you. It was such a pleasure chatting with you too. And hello to the community. Yeah, I look forward to connecting with all of you