

Ep 98 Angela Lowry

Tue, Jan 31, 2023 9:54PM • 37:07

SUMMARY KEYWORDS

business, husband, midlife, people, women, angela, important, life, love, hear, learning, jen, years, entrepreneur, thinking, social media, helping, clients, marketing, listening

SPEAKERS

Jen Marples, Angela Lowry

Angela Lowry 00:00

It is challenging for sure to separate the idea of working together and then home life. And we also work from home. So we've got that on top of it. In my life, I try to lay out my schedule every morning. So I really look at what am I doing each part of the day. And then when he and I do have time, say we go walk the dog or go have a glass of wine. Hopefully, we've already taken care of those things that we need for work so that when we do get to those times where we're together as a couple, we don't need to talk about work. We try to institute a weekly meeting so that we're checking in on client needs and business needs. I think that helps us not spend the time that we're out on date night, talking about work.

Jen Marples 01:04

Hello, and welcome to the Jen Marple Show. I'm your host Jen Marples, a former public relations agency owner turn business and 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 watches your 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 JennaMarbles show today I have a beautiful guest Her name is Angela Lowry. And she is the co owner of resonate digital. So it's a digital marketing agency and she co owns that with her husband, Nolan, we're going to get into a little bit about working with a husband later because there has been nobody on two dates, I've just realized that is in business with their husbands. So that's going to be something a little bit fun to talk about. And I'm really excited about that. And Angela is actually exploring some new things in relation to her business and expanding service offerings and starting online courses. So we're gonna go deep into that as well, because it's really cool to look at what we already have look at our sort of IP and what can we sell because I think it's very important that we have multiple revenue streams. So we're going to talk a little bit about that. And you just need to know that Angela is a lovely human being and she is a mom of three, two have already left the nest and we've got one left at home. And so there's gonna be a lot to unpack there as well. But with all of that, I just want to welcome Angela to the show. She's fabulous. And thank you for being here. medeor.

02:53

Thank you so much for having me. I'm just excited to do my very first podcast episode. So thank you for having me. And I look forward to just chatting more about at midlife.

Jen Marples 03:06

Yeah, there's a whole soup of stuff that happens at midlife, we'll definitely dig into that. But before we get into that juiciness, just tell us a little bit about sort of where your career started and how you ended up going into business with your husband to have this marketing agency.

03:21

Sure. How I got started, will go back to my post college days, I took a job at a law firm starting ground level. It was a temporary job, my boss quickly hired me and that permanent role, taking on some legal secretary work and eventually he offered to send me to school to get my paralegal certificate. So I did that I was in the law for 12 years I worked in business litigation, I did a lot of witness prep and managing clients and just kind of, you know, all around depositions, court work. It was a great career for me while starting a family. My three kids were all born while I was paralegal. And I luckily had a boss who was super flexible and allowing me to either work from home or bring you know the babies to work with me. I got to have some flexibility to live away from work and come in when needed. So I think that was really a beneficial piece as a new mom raising a family. And then after our third child was born, I took a break from work. I probably took about four years off. And when the market went crazy in 2009, my husband Nolan, and a friend of ours started a social media agency so social media was kind of in its infancy and He was like, we need to ride this wave. So we jumped into business. And Nolan was like, I need you to help manage clients. So he drew me and I had had that experience project managing and figured it would be a short term, situation. And here I am 13. Almost going on 14 years later, still in the business, we started resonate back in 2009. And here we are today.

Jen Marples 05:27

So you guys offer more than just social media,

05:31

right? Resonate started as a social media marketing Agency only. But we quickly learned that our clients needed their whole marketing ecosystem to be in line, they needed their branding and messaging to be cohesive. And so we started designing and building websites, we handled our client, we handle our clients, email marketing campaigns, we also do social media, we still do that. We can write content, we can manage their communities. We've also done work with influencer marketing, which is a huge trend. And it's not going anywhere, even in 2023. We're still seeing content creators, Instagram is really focused on this whole world of the Creator economy. And along with social media, we do online advertising, and more. So pretty much we offer services for anything in the digital marketing space.

Jen Marples 06:35

Obviously, much needed services. So I think the burning question we all need to know is how is it working with your husband?

06:43

Wow, that's a big loaded question. So many people ask me that, how is it working with your husband. And the way I've always seen it is for so many years we worked apart, he would, you know, leave at seven in the morning and come home. Late at night, he had always been in sales and marketing. And we hardly ever saw him. So when this opportunity arose for us to be able to work together. I jumped in wholeheartedly, I thought, how cool is this, that we get to spend time together every day, rather than being apart. And for us, it's been a blessing. Obviously, there are days where we butt heads and disagree on things, especially being co owners of the company. We might have different viewpoints, but it's really helped me learn how to exert my opinion, and him to exert his opinion. And then we have to come together. So we've learned how to work together as a team, I would say it's been a great experience for us. And I don't see it going anywhere at this point.

Jen Marples 07:54

I love it. You know, I've had other partnerships on and I always like to ask a couple of questions in that realm, because it's really important information for listeners to hear. Of course, again, like I said, You're the first one who's a Partner was a husband. So when you went into it, and you probably just dove in, but do you have sort of a structure in place? So if you reached an impasse, how do you figure that out?

08:18

Do we have a system in place for coming together? No, we probably should have a system in place. Actually, that's something we've been really working on. As we're leading into this new year, actually, we're already in this new year, is trying to set up some better systems. So I guess what I would say is I always win. But really, that's not the truth. I think we've both learned how to listen better over the years. And there are times when he realizes Yes, I've got the right answer or the right solution to whatever we need. And there are times when I realized that he's right. And so I think it's really learning how to compromise has helped us

Jen Marples 09:05

because you are working together, how do you stop talking about work, and then jump back into being you know, husband and wife and parents and all that kind of good stuff. And I think this is just the entrepreneurial struggle like that a balance. You don't have to be married to your business partner, because I know my husband owns a business. And we have to be open to go on walks to talk about work. So I know it's a struggle. So I'd love to hear if you have something some way that you guys figure out how to stop talking about work and to then be present as husband and wife and then also parents.

09:38

Absolutely. That idea of how do we separate business from real life? It is challenging for sure to separate the idea of working together and then home life. And we also work from home so we've got that on top of it. I don't know that I have one Set solution. But I really, in my life, I try to lay out my schedule every morning. So I really look at what am I doing each part of the day. And then when he and I do have time, say we go walk the dog or go have a glass of wine. Hopefully, we've already taken care of those things that we need for work so that when we do get to those times where we're together as a couple, we don't need to talk about work, we try to institute a weekly meeting so that we're checking in

on client needs and business needs. I think that helps us not spend the time that we're out on date night, talking about work. Now, does it always happen that way? No. But we certainly do give it our best effort.

Jen Marples 10:53

Well, I love that. And I think that's a good tip, just to kind of maybe schedule the time to talk about certain things, maybe I'm gonna incorporate that too. Because all the time personally, my husband, I will walk, but it's also I walk and talk and process. And I always joke, I'm like, buddy, you're not saying anything. He's like, I'm just listening to you, right? He's like, he knows how my mind works. It's just like, I have to vomit everything out. And then I'm okay. But we've have been actually making more concentrated time to just talk specifically about certain things. So we're gonna, like, let's set this time aside to talk about when we want the year to look like last night, we actually went out, let's talk about how we want this next year to go with our son who were in the college process. And so that's going to be a team effort. And from what I heard, and you're going to tell me, too, that is a big deal. And you know, it's all hands on deck. And it's a really important part of, you know, these kits that we've gotten them all the way to this, this is kind of like the launching point. And it's just like a huge realization like, Oh, crap, it's right here. But I love that idea of just like kind of taking that specific time to do that. So when you're on a date night, you can just have fun, your little, absolutely, whatever. And just remember why you're a couple and you know, talk about life and not work related. So in this vein, if someone's thinking about, because there are a lot of people considering entrepreneurship, and it's like, maybe I do go into business with my husband, I know I tried it to work for his it was different, though, I guess. And so I want your opinion, but I want to tell this funny stories. So when I shut down my PR firm, and it's like, Yes, I was repairing and rebuilding and all that there's a podcast episode dedicated to that, everyone number two, but it's hard for me to kind of do nothing. So I signed on to help my husband with his first real estate company do marketing. It did not go well. It did not go well at all. We clashed, it was his business. And anything I say was like, it's the company he built, clash, clash, Clash was like, I'm out. So we had to do to save the marriage. I'm like, I'm not your person. We're just too intimately involved. And it was like anything I was suggesting felt like criticism. So I digress. But I just wanted to lay that out. They're listening, and they and they've been down that road. And like now to say that if we were to do something older and wiser, I think we'd have more structures in place coming together to start something that's the same as different than someone joining a business. So that's definitely a different perspective. But if anyone's out there thinking about it, like, what would you say to them,

13:22

I would definitely say that starting the business together has been a way better process than had I jumped in, after he had already started, I think things would have definitely been different. And I could totally see how we would have clashed. And I would have extricated myself probably a lot sooner. So

Jen Marples 13:42

that's a good point. The key here I think is laying things out. And I'm just going back to thinking about that. And if you know, we and my husband, I've talked about other things, and actually my husband starting a little side hustle with my son, which is fun, but they kept it from me. And I know it's because they think I want to control and they don't want my opinion. And finally they he told me last night I actually think it's a great idea. But I said but I'm not doing tell me anything more if you want my opinion

on something asked me but I'm not going to insert myself like I think a lot of us women are just me, I'm not going to throw all of us under the bus, but it's kind of like wanting to control and see and yeah, so I think it

14:19

comes a little digression. I think it comes from us, those of us who are moms, we're so used to guiding these little humans. And sometimes our husbands fall into that trap. They're just there, you know, we're controlling or guiding them as much as are our children. So I don't know little digression but

Jen Marples 14:40

no, but that's it's a good thing to realize because it's not going to end well. And I was still you know, we're all married almost 25 years, I will still find myself pulling back. It's like Jen, do you really need to say that? Do you really need to insert your opinion because it's just gonna cause friction My husband didn't ask for my opinion. So maybe a better way for me to do it is, do you want my opinion? To tell you? No, okay, I'm moving on, I've got other things to do. But I think a lot, you know, it's to your point, it's, we kind of heard everybody through, right? We're used to helping direct and all of that. And our husbands aren't our children, especially when it comes to business. And there's a whole thing because you just have to, I put it back on me, I get prickly if someone tells me what to do. So I'm like, Well, how does that feel? Jen doesn't feel some. So this is a sidebar. But I think this is a very good conversation to have. Because again, I haven't had anybody on who's in business with their husbands. So I love this. So I know you are looking at ways to sort of expand your business. And I love this, because a lot of us are thinking about side hustles, because women listening, I feel like a lot of you all are in a couple different camps, like you're wanting to pivot, I don't know where to begin, or you've started a business, you're an entrepreneur, you want to hear some great ideas. And I think 2023 I think, let's like throw it all out there. So it's like, let's look at everything, all of our IP that we have, and you know, how can we make money doing different things and having different revenue streams, I know, I'm personally looking into programs and things like that expanding in that realm. And so Angela is putting together some programs. So like, talk to us about that, because I think it's really interesting and exciting. And it's available for everyone to be able to do this type of thing. So tell me what you're doing.

16:28

Thanks for asking Jen. As a digital marketing agency, we have for years, you know, been looking for clients that have a marketing budget, and we meet lots of entrepreneurs, I mean, women all the time and networking groups who know they need help with social media, but they don't have a marketing budget. And so therefore, as an agency, we are able to help them. I love educating, I always thought I wanted to be a teacher. And so I think this is my new arm of being able to help people in a different way. And so for years, I've been saying we need to create an online course we need to be able to help serve these entrepreneurs and business owners who are just getting started or you know, their business doesn't have the funds to employ an agency for their marketing needs. Last year, I started brainstorming on how can I best serve, a lot of it is women who there's so many women who are starting out new businesses, whether they're young, or midlife, and by creating a course to get them started in their social media. And the first course I am planning is basically how to plan out your social media content. The next course after that will lead into actually the doing of how to write captions, and how to create reels and image visuals. And then the last piece, which I think is so vitally important is

how to build a community. So how to engage and really grow your community. So the first course we're hoping for springtime, that's kind of the plan, and it should be affordable for entrepreneurs, I wanted to make sure that it was something that was not cost prohibitive for people to be able to get started.

Jen Marples 18:24

Well, I love that because I think a lot of us are in business. And if you do high level consulting, that's not going to translate years and working with companies in that regard. Or an entrepreneur who's been in business for a long time. But there's some good news is there's so many people starting out. And a lot of you listening are contemplating starting businesses, or you're in your very early stages of it. And you know, there is a lot to know there is a lot to do. And it can seem daunting and overwhelming. But the beauty of courses is that you can learn so much today, we couldn't have done this 10 years ago. And so it really removes the barrier of sort of cost. I mean, you can start off at the very beginning, you're listening to a podcast that costs nothing to listen to as many podcasts as possible and just digest and get all the research sources that you need. That's kind of like step one. And step two is enrolling in courses, or signing up in group programs and running or you know, enrolling in these courses. And you get so much great information from the people that are charging 1000s and 1000s of dollars for work with big companies. So it's all wonderful, relevant, timely information, and then you get that information. And then you get you can do it at the pace that works for you. And it's obviously it's budget friendly, because it's an online corpse. And so there's all different varieties. And then on the flip side, if you already have a business and you're looking to do an Angeles doing and like I said, I'm going to be kicking my own ass to do some things this year as well. Then it provides another revenue stream for your business. So not only are you helping women and other entrepreneurs out there who actually desperately need this information, then it's also this wonderful other revenue stream that You can, once it's done, you can set it and forget it, and it's there. And so it's evergreen content that you've got. And that could be 20 podcasts. And there's a lot of people talking about this. And Amy Porterfield is one of them. Like, she's like the online, I think, where you're taking her course, yeah, Angela was taking the course. So she's the queen of that. So if you guys want to dive deep, like I'm not your girl for that, because the Amy Porterfield who's like a master at this, but never I was listening to Gary Vee, and I listened to Gary Vee too. So it's like, it's always a reminder that never has it been a better time ever in the history of the world to be an entrepreneur, because all the barriers of entry are basically removed, it's like you can create something, and you can do it so inexpensive. And you can be greatly helping people without a ton of, you know, effort, really. And it's just taking all that stuff out of her brain and getting into a system to then deliberate to people. So I just love that you're, you're doing that, and I can't wait for it can't wait for it to come out.

21:01

Yeah, we're excited about it excited to be able to share the knowledge that I've learned over the last 13 years, in the trenches, you know, like, I've spent time, I'm constantly learning and growing, because our platforms change grow, we get new platforms. It's a constant evolution. And so I'm just excited to be able to share that with other

Jen Marples 21:24

people. I love it. So now that I have you here, and I always want to, you know, really pick the brain of the wonderful, brilliant women that I've got on the show. What would you tell the woman right now, who

is out there, just starting her business? And the whole marketing mix is totally overwhelming. I can guarantee everybody's like, should I be on Instagram, LinkedIn, this, this, that? And the other? Do I need a website or websites important anymore? Do I just need like a, you know, a sales page? What would be the like the top three to five things a new entrepreneur should be focusing on right now.

21:59

I believe the top three, I'll probably go five, maybe six things that I think a new entrepreneur needs to know, in building their marketing system, their marketing strategy plan is first, know your why, like, why are you doing this business? You know, what gets you up in the morning? What gets you out of bed? Know your why. Second, know your audience. So really build your ideal customer, Persona avatar, think about like, where are they reading? Where are they spending their time online? You know, what do they look like? What kind of car do they drive, how old are they know everything about that person, and really be able to speak to who that is. So know your why know your audience. The third thing that I think is super important in your marketing is knowing what I like to call your content pillars content categories. Know, as you're putting marketing or content out there. 80% of it should be something of value, so you're giving value to your community. And that value could be educating them about your product or service, it could be educating them about, you know, what their pain point is, how you solve their pain point, like a little bit of your company culture, some behind the scenes and figuring out what are your five to seven content pillars that you want to talk about. And then the next 20% of your content is selling your your product or service, whatever that may be, I really think it's important to have a plan. So in terms of social media, planning out your content can make things so much easier for you. And finally, like, just be you be authentic. Don't worry about making it perfect. Just start and be you. So those were those are the things that I think are so important to your marketing mix, whether it's you know, on your website, on your social media, in your email, those things should be contained in everything you do.

Jen Marples 24:16

Oh, I love that. That's that's the money right there. So you guys take notes on that. So I'm gonna switch it up a little. So it's not quite as tactical. What would you say to the woman out there who is sitting on the sidelines, and she wants to do something new. And she's got something burning on her heart, but she doesn't know where to begin? What would you say to her?

24:35

I would say go for it. Like, don't worry. I think something as women or I know something I did was worried about what other people think. You know, what's my mom gonna think? What are my friends gonna think? What's my husband gonna think? Quit worrying about what other people think? I believe it was. It's Rachel Hollis who talks about other people The pinyons let that go and just do what you want to do like follow your passion, follow your heart, and just go for it.

Jen Marples 25:08

Oh, I love it. And that's a phrase and I scream from the mountaintops is not caring what people think because it will set you free. And that's exactly what you're saying it will set you free and just go for it and your people are going to show up because someone needs you.

25:22

Just trust Absolutely.

Jen Marples 25:25

What do you think some of the biggest challenges are for women right now midlife.

25:29

I think the biggest challenges for women at midlife speaking from my own experience, we have a lot of things changing one like for me, I I'm about to launch my last child out of the nest and looking at, you know, changing the family dynamics, we're going to be I hate the term empty nester, but so I heard a new term that I, I've really embraced a free bird. So I'm looking at being a free bird and in the next, you know, six, eight months when my youngest daughter goes off to college. So I think that's a big change and a huge challenge, like how do we navigate as husband and wife being together a lot more than we already are. And with nobody else to interject into that family life are changing bodies, I think is another challenge. You know, as we're entering menopause, or wherever, whatever stage we are, our bodies are fluctuating and changing and dealing with hormones and hot flashes, and all different things that go along with this age. I think another challenge for a lot of women is that they've lost themselves. So learning to rediscover yourself. I encourage young women who are not yet at midlife to really not lose yourself, as you're raising your family, like, always take time for you. I started at about 40 Like just before my 40th birthday, focusing on me taking time to exercise, find a community of women that I spent time with outside of the family. So my kids have seen me spend time on me. And I think that is a great role model that I have been for them. And so if you have lost yourself, I think it's really important to rediscover who you are, you know, at midlife,

Jen Marples 27:30

I think that's great. And I speak to some younger women as well. And it's kind of like, Thank God, and this is part of being life. It's like we've got all this wisdom, and we don't want anybody to suffer. And we've made the mistakes and gone through the fire. So hopefully other women don't have to do the same thing. But I speak on this all the time. And it's, you know, knowing your why and not losing yourself and sacrificing because it happens and all of a sudden you can wake up and then 10 Years pass you maybe you haven't worked for a while you've put everybody first and then you're you wake up and you're like who am I? Why am I in this world. And it's we all probably go through, we all go through this at a certain point in time. But I love that it's like it's not losing yourself and today's like the first day to start if you haven't thought about yourself, start thinking about yourself right now put yourself at the top of your list, because it will benefit everyone around you. And especially those kids, that we're getting out the door like the girls in the house here. It's like if they see us taking time and saying it's okay. Mom doesn't have to be a slave to everyone. And she can say, No, I'm not doing that with you today, because I'm doing this for me then that gives them that strength and power to then bring that into their own life. So I'm so glad you brought that up. So one of my favorite questions, and I know we are aligned in a couple networking groups, but what do you think women can do better to support each other?

28:50

I believe that one of the best ways we can support other women is through compassion and kindness. You really never know what somebody is going through in their life. I've been working on networking more and reconnecting with people I haven't seen in a while and you know, everyone looks like they're doing well on the outside. But until you really have a conversation with somebody, you just never know what's going on with them. And so if we treat everyone with kindness and compassion, it can make such a difference. And then that ripple effect that that creates, so as you are kind and compassionate with somebody, they will be to the next person and the next person and the next person. So I think just caring and being compassionate.

Jen Marples 29:38

I love that. If anybody's ever said that, and it's so important. It's it again, it's like not judging everybody by the highlight reels and just because you have a cute jacket on you showed up. It's like that same woman who walked into the room might have just had a big fight with her husband or just lost a client and his or whatever it is and just showing up with a smile on her face but nobody knows and we all know especially at midlife, nothing is perfect. And the roller coaster, it's just a roller coaster life and it's life, right? So nothing is going to be smooth sailing, but that little bit of a high or just hey, how you doing? If you meet somebody at a networking group or just somebody in the yoga bathroom? It's like, Hey, how are you? That can be life changing for that person to hear in that I've been the recipient of that, you know, of having a rough morning or something and somebody saying, Hey, how are you, Jen are blah, blah, blah, and it's like, wow. And that can really change. Like you're saying that changes your how you are having an attacking your day. And then all of a sudden, you're like, That felt so good. You feel like seen, we all just want to be seen and loved and heard. And then that switches out. And then I go off, and I could have been yelling at people in traffic. And maybe now I'm not so small. It's a small thing, but I think we need to be reminded of that. So I'm really glad you said that. What do you wish for women at midlife?

30:57

What I wish for women at midlife is that they love themselves like that they can really just embrace themselves and really love themselves first, because I think if you love yourself first, then you can love your husband or your spouse or partner, your children, and it just goes out from there. So until you can really fully love yourself. I think it's hard to love anyone else.

Jen Marples 31:27

To really, it's really profound that you said that. And I think truly one of the best things that we can do is heal ourselves. So if you're not loving yourself, or maybe there's trauma you haven't addressed, everybody should go to therapy. Now's the time if you've never done it like now's the time. But that coming back to yourself, and you love yourself. It's absolutely right. Because then you're seeing you have like dark black glasses on right. But then if you go through the process and do what you need to do, and you are loving yourself and you've got these hot pink unicorn glasses that you're now looking at the world but like Look at that sunset look at that sunrise, but you know, and I've been in a place where deep and dark and you're like I'm not loving myself, I'm not loving anybody. And it's like everything else is the problem. So I think the healthiest thing saying is you can do is love yourself. So do whatever it takes to get to that place. I love that you said that. What do you think the best thing is about being at midlife? Oh, I

32:22

think the best thing for me being midlife is the experience that I have under my belt. I've been through a lot of ups and downs, and I wouldn't call them mistakes, but they're all mistakes are an opportunity for learning. And that learning is there an opportunity for growth. And I just feel like having so much more experience now allows me to realize that I can do anything I put my mind to. I actually have a goal this year, I want to make it to the top of Half Dome in Yosemite. Not anything I ever thought I would do years ago. But now that I have this, these experiences from my past, I know that if I just put my mind to it, I can make it happen and not let fear creep in and keep me from doing the things that I want to do.

Jen Marples 33:20

Ooh, I love that. How big is decipher how big is half dome?

33:25

I think it's about a 16 mile round trip hike. You can do the hike but to climb the cables to the top of the dome you have to it's a lottery system. So my word this year my words this year is courageous manifestation so I'm courageously manifesting that this is going to happen I'm gonna get in that lottery and get to the top and not let fear overtake me.

Jen Marples 33:52

Love this, I'm so inspired by this.

33:55

And I'm gonna look up how many feet that is.

Jen Marples 33:59

Or maybe not. Maybe you don't want to freak yourself out. But I love I love goals and I love having big stretch goals like that. Because just by you doing that that's going to have a ripple effect on so many every other aspect of your life of just you know, going for like the people that decide to go run a marathon, they've never run before or going doing something like this or even signing up for dance classes because you've never done it. All those fun things that we get to do at midlife because we get to and you just go towards things that light you up and bring you joy. Like let's just go do it. And then has that ripple effect. Remember, I don't care what anybody else thinks. You heard that here I've cried. Right so I want you to finish this sentence. I'm not too fucking all too

34:44

I might answer is going to play into what we just talked about. So I would say that I'm not too fucking old to do. Whatever I put my mind to

Jen Marples 34:54

love it. Because it's just the damn truth.

34:58

It's just the damn isn't it? It

Jen Marples 35:01

has been so fun chatting with you and I just love everything that you're doing. And I know the advice that you gave for new entrepreneurs out there is going to be very impactful. So where can we find you find more about your company follow you on social media and all that kind of good stuff.

35:16

Absolutely, you can find the company at resonate Digital marketing.com. And you can find me on all the socials Facebook, LinkedIn, Instagram, my Instagram is at Angela Lowry seven, or you can find the business at resonate dot digital. So I can't wait to hear from you. If you have questions about your social media. Send me a DM and I will get back to you as soon as I can.

Jen Marples 35:47

Thank you for all that will link all of that in the show notes and reach out to Angela if you have questions. She's very generous with her time and advice. And of course we'll look forward to having your first course coming out in a couple of months which will be great for everyone. And thank you for joining me today I adore you and I love everything that you're doing and good luck getting like the third chicken out the out of the roost. But I love it Freebird that sounds so much for the empty nester makes you sound like old I'm in a rocking chair and Freebird is like, Hey, let's go on a trip.

36:16

That's my plan. We're hoping you know this additional source of income will allow us to be able to travel more have a little more freedom. And so yeah, the free bird to me is just way more exciting.

Jen Marples 36:29

Oh yeah, cuz I think the old way of just kind of sailing off into the sunset but you know, I'll let's be honest, none of us are retiring anytime soon. And nor that I want to, but it's just all of the opportunity. And so that just that to me, it just had so much energy behind it and like something to really look forward to. So let's like let's have Freebird I love it. Yeah. So I missed that Leonard Skinner who seems Freebird

36:52

I don't know where the guys might have said well, no, no, no,

Jen Marples 36:56

the guys are not here. They would no no fun chatting with you. And I hope to see you real soon. All right. Thanks,

37:04

Jen.