

Sponsor Appreciation

00:01.609 --> 00:03.650

Hey, Women Talk Construction listeners.

00:04.030 --> 00:05.170

I am so glad you're here.

00:05.210 --> 00:09.411

If this is the first time you're here, please visit our website at womentalkconstruction.com.

00:09.951 --> 00:15.592

I'm here with Angela Gardner, my co-host, and today we're going to talk about how sponsors elevate our mission.

00:16.072 --> 00:19.993

We want to highlight all the sponsors that have helped us get to where we're at today.

00:20.013 --> 00:22.093

We are not where we want to be.

00:22.113 --> 00:24.894

We would love to be able to pay our editor every week and

00:25.555 --> 00:33.144

And \$250 a week would be â€" that's actually what we've been quoted by several other folks who are editing audio.

00:33.244 --> 00:36.568

So if you â€" He does a lot more than just that.

00:36.929 --> 00:37.570

He does.

00:37.630 --> 00:41.114

Website designs, form building, you name it.

00:41.134 --> 00:41.374

Yes.

00:43.016 --> 00:55.126

So if you so choose and you feel led, please consider being a partner sponsor for us and help our audio engineer get paid so that we can keep doing what we're doing.

00:55.286 --> 00:58.829

And one of the things we're getting ready to do is pretty exciting.

00:58.869 --> 00:59.990

We're going to IBS.

01:00.090 --> 01:04.995

We are actually going to interview PWB Professional Women in Building at the NAHB.

01:05.895 --> 01:13.876

Uh, we'll be interviewing women in the group, just talking about how important it is for them to have their women business enterprise certification.

01:14.337 --> 01:15.497

So pretty excited about that.

01:15.557 --> 01:25.118

Since I worked for 84 lumber, we are actually on a podcast, but just so you know, because you're listening, but it's also on YouTube.

01:25.238 --> 01:27.699

It will be, this podcast will be on YouTube.

01:28.099 --> 01:30.579

We have Christmas trees behind me.

01:31.159 --> 01:33.960

Unfortunately, Angela's green screen wasn't working today.

01:33.980 --> 01:34.020

Um,

01:34.480 --> 01:37.902

But we are in a festive mood and we want to say Merry Christmas.

01:38.663 --> 01:41.945

This might go out after Christmas, but we still want you to know that we are in a festive mood.

01:41.965 --> 01:42.725

Happy New Year.

01:44.066 --> 01:44.987

And Happy New Year.

01:45.547 --> 01:50.310

So a couple of things we want to talk about today is about the sponsors and how they elevate our mission.

01:50.370 --> 01:53.472

We're going to highlight all those people that are really not all of them.

01:53.553 --> 01:54.493

We can't talk about.

01:54.713 --> 01:55.374

There's so many.

01:55.414 --> 01:56.494

We can't talk about them all.

01:56.815 --> 01:57.075

Yeah.

01:57.975 --> 02:02.916

But we're going to highlight the ones that have really made an impact for us since we started this.

02:03.757 --> 02:06.077

And I just want to mention a couple of things.

02:07.038 --> 02:12.819

Being a sponsor on our podcast, it's really unique, right?

02:12.879 --> 02:17.700

We're going to take the audience behind the scenes and we're going to say, you know, how the process works.

02:18.201 --> 02:23.642

You allow us to give you an ad on our podcast and

02:24.142 --> 02:28.863

In exchange, we determine what that monetary gift would be.

02:29.583 --> 02:31.324

And we love you for it, by the way.

02:32.084 --> 02:39.966

We have so many success stories from a couple of folks that have gained business from having an ad on our podcast.

02:40.426 --> 02:41.466

Really excited about that.

02:41.566 --> 02:42.266

They're excited.

02:42.326 --> 02:44.187

They're repeat customers.

02:44.647 --> 02:45.467

So that's cool.

02:45.567 --> 02:47.048

And they're really making a big impact.

02:47.088 --> 02:48.428

We're going to name all of them later.

02:50.389 --> 02:57.151

We love, love, love to talk about our sponsors, not only on an ad, but we do like what we're doing right now.

02:57.231 --> 03:01.393

We want to talk about you and what you're doing to help keep this mission going.

03:01.533 --> 03:02.494

Angela and I have been doing this.

03:02.594 --> 03:03.734

We have a full-time job.

03:04.674 --> 03:05.755

Sometimes it's a lot.

03:06.215 --> 03:07.175

It's a lot of hours.

03:07.275 --> 03:08.776

It's a lot of work, but you know what?

03:08.856 --> 03:15.539

The passion and the inspiration keeps us going as well as your comments and

03:16.059 --> 03:18.481

Anytime you can comment and tell us what we're doing for you.

03:18.521 --> 03:21.282

And if we've made a difference in your life, please, please do that.

03:21.703 --> 03:24.004

Yeah, those testimonials really make an impact.

03:24.044 --> 03:25.585

They make a huge impact.

03:25.665 --> 03:29.907

We can be in the worst mood and she'll send me one or I'll send her one and we'll be like, oh.

03:30.448 --> 03:31.108

I know.

03:32.489 --> 03:33.970

That's exactly how it works.

03:34.010 --> 03:35.251

So we just keep rolling.

03:35.752 --> 03:36.552

We keep rolling.

03:37.213 --> 03:42.016

The future of sponsorship, we're going to be taking it on the road.

03:42.677 --> 03:49.702

So our plans are to be interviewing some women and men at a job site and just see what they're doing.

03:49.783 --> 03:57.769

So children, students, women in their 30s, 40s, and 50s, they can see, oh, I can do that, right?

03:57.789 --> 03:57.849

Yep.

03:58.189 --> 04:02.532

We want everybody to feel like they can do anything they want to.

04:02.692 --> 04:04.534

It won't just be construction jobs.

04:05.755 --> 04:08.737

We're going to pick some industrial jobs, some manufacturing jobs.

04:08.757 --> 04:09.817

You're going to see jobs...

04:11.175 --> 04:20.503

performed by women who are rock stars and hopefully the whole United States is going to see, wow, they're good at that.

04:20.783 --> 04:21.043

Right.

04:21.123 --> 04:22.384

And that is where we want to be.

04:22.724 --> 04:28.389

We're hoping to be in 10 places offsite and doing a podcast next year.

04:29.010 --> 04:33.833

And we are actually waiting on a sponsorship opportunity that we hope is going to come through.

04:33.914 --> 04:36.075

It's made it through a few levels of leadership.

04:36.656 --> 04:37.336

So yeah,

04:38.357 --> 04:41.339

we won't be able to do that kind of thing without a partner sponsor.

04:41.379 --> 04:48.084

So we have asked one of our favorite sponsors and if we get it, we're going to announce a big announcement.

04:48.624 --> 04:57.150

But also just want to tell you that this, the topics we're going to talk about today are really how you give back, right?

04:57.290 --> 04:58.711

It's not always about money.

04:58.851 --> 05:03.895

We have so many people in our corner, Jesse Hernandez, we're going to name a ton of them, but I'm going to let

05:04.815 --> 05:16.524

Angela, take it from here and talk a little bit more about, you know, why it's so important to elevate our mission, especially when the workforce shortage is so in such dire need right now.

05:17.704 --> 05:18.565

Yeah, exactly.

05:18.605 --> 05:28.492

You know, the way that I mean, the way that you can support anyone really is just even just liking their post or engaging with them.

05:29.278 --> 05:42.126

you know, or even just sending them a message, telling them how you've impacted their life or even just, you know, a lot of, sometimes our peers will ask us to subscribe on their YouTube channel.

05:42.246 --> 05:47.669

I mean, that goes far because, you know, we're, you and I are trying to build up our YouTube channel too, right?

05:47.689 --> 05:50.051

Because video is where it's at.

05:52.192 --> 05:58.196

And then of course, you know, liking on whatever channel you listen to us, whether it be, I don't know,

05:58.516 --> 06:26.566

what are all the channels like the apple yes apple spotify by the way we have five five star reviews on our apple podcast really we have never asked anybody to review perfect time for us to ask all of you who are listening to our podcast please go to your favorite station and just give us a like give us a shout out um you know rate us tell us how we're doing um we can't

06:27.856 --> 06:30.760

make it better or do something different if we don't hear from you.

06:30.900 --> 06:35.126

So we want to hear from you and please, please give us a five-star review.

06:35.246 --> 06:39.472

If you love what we're doing, we would really appreciate it anywhere where you're listening to podcasts.

06:39.552 --> 06:40.213

Sorry about that.

06:40.433 --> 06:41.114

There was an ad.

06:42.156 --> 06:44.379

That was my ad for the day.

06:44.759 --> 06:59.592

You know, this might be a good time to repeat this is that we are trying to make our podcast G rated so that the schools can have them and have kids listen to these because they are impactful.

06:59.632 --> 07:04.496

They do not only share about the skill trades, but they share about being an entrepreneur.

07:04.556 --> 07:06.979

They share about being in that boardroom.

07:07.039 --> 07:09.341

They share about things that I think are,

07:10.301 --> 07:23.988

young kids and especially young females need to hear because there are so many times when Christy, you and me have sat in boardrooms, you know, companies, whatnot, and we've been the only gender there.

07:24.008 --> 07:26.369

Four years.

07:28.510 --> 07:32.832

So now that's changing, but we've still got some ways to go.

07:32.852 --> 07:37.774

So, but I just wanted to mention that too about the schools and

07:38.414 --> 07:40.615

the reason why our podcasts are so clean.

07:41.636 --> 07:42.016

Yes.

07:42.736 --> 07:44.017

Um, yeah.

07:44.137 --> 07:46.258

And so those are just a few of the ways, I don't know.

07:46.298 --> 07:50.620

I think I mentioned most of the ways that people can support us pretty much.

07:51.000 --> 08:05.487

Um, and then of course, monetarily, or even just if you work for a larger company and you know that they need to put their funds somewhere, look at a place, um, you know, definitely, you know, share about women talk construction, please.

08:05.507 --> 08:05.787

Um,

08:07.168 --> 08:08.109

We appreciate you.

08:08.209 --> 08:08.649

I know.

08:08.909 --> 08:11.091

Do you want to get in to start and talk about our list?

08:11.111 --> 08:13.293

Cause it's pretty, it's pretty long.

08:13.573 --> 08:14.053

Yeah.

08:14.113 --> 08:14.434

Yeah.

08:14.474 --> 08:19.898

All the, we want to shout out to all the people who've really made a difference for us since we started.

08:20.758 --> 08:22.359

And do you want me to start?

08:23.120 --> 08:23.440

Sure.

08:23.480 --> 08:25.782

Do you want to start with a subscriptions that way?

08:25.822 --> 08:26.483

Yeah.

08:26.563 --> 08:26.943

Yeah.

08:27.003 --> 08:31.646

So if you are giving us a monthly subscription, we really appreciate it.

08:31.666 --> 08:33.708

We love you.

08:33.788 --> 08:34.589

And we love you.

08:35.649 --> 08:36.190

That money is,

08:37.571 --> 08:43.899

less than a cup of coffee has made a huge difference in us being able to consider some of those things.

08:44.079 --> 08:47.222

We're using StreamYard now because of y'all.

08:47.603 --> 08:51.648

The people that have subscribed, we were able to get StreamYard right now.

08:52.168 --> 08:56.890

And use it in a way that's really going to uplift our mission and our people.

08:56.990 --> 08:57.290

Yes.

08:57.431 --> 08:58.331

Perfect, Angela.

08:58.831 --> 08:59.291

I love it.

08:59.371 --> 09:01.532

So I'll mention a few.

09:02.213 --> 09:04.354

Love Monica Wheaton from ECI.

09:04.674 --> 09:07.235

She's definitely a great supporter.

09:07.435 --> 09:14.238

If you need ECI solutions for residential home construction, please reach out to her at ECISolutions.com.

09:14.799 --> 09:16.840

M Wheaton at ECISolutions.com.

09:18.201 --> 09:20.242

She is a monthly contributor.

09:20.262 --> 09:25.846

So, so important that little bit of less than a cup of coffee where it goes for us.

09:26.487 --> 09:34.092

Libby Mendriata, Executive VP and Director of the MBE Division for her company, Frisco Woodline.

09:34.653 --> 09:41.518

She's actually sponsoring us for every month and we really appreciate her work.

09:41.718 --> 09:46.760

But both Monica and Libby do a whole lot more than contribute us monthly.

09:47.260 --> 09:53.423

They do a lot for us and, you know, just get on a live and try to pour into those field.

09:53.783 --> 09:58.725

The women that are in the field, we really have a heart for helping those women in the field feel like they're not alone.

09:59.485 --> 10:00.946

So I'll let you take it from here.

10:01.267 --> 10:05.590

And ECI just had us do that blog.

10:05.790 --> 10:11.354

So even that's a way that we can help is just be asked to contribute to an article or something.

10:13.275 --> 10:13.615

Yeah.

10:13.696 --> 10:15.317

And so I'll mention a couple.

10:15.357 --> 10:22.362

So we have Jesse Hernandez, which we have to mention Jesse.

10:23.683 --> 10:26.284

I think he was pretty much... Actually...

10:27.372 --> 10:30.475

Was he the first one we were on his podcast, The Crossover?

10:30.495 --> 10:31.035

Yeah.

10:31.396 --> 10:32.897

Or actually on a podcast?

10:33.438 --> 10:34.879

Yes.

10:35.279 --> 10:38.542

I probably look like deer in headlights, and I think I remember saying that.

10:38.782 --> 10:42.326

I can't remember how we did that, but yeah.

10:42.586 --> 10:43.106

He's cool.

10:43.747 --> 10:48.812

He is super cool, and if you do not know him, which I pretty much think everybody knows him.

10:49.793 --> 10:52.316

I think I can do, I think I can do a Jesse.

10:52.376 --> 10:53.077

Hold on a second.

10:53.117 --> 10:53.297

Okay.

10:53.357 --> 10:53.638

Do it.

10:56.441 --> 10:57.082

Maybe not.

10:57.242 --> 10:57.923

That was terrible.

10:57.963 --> 10:58.344

No, it wasn't.

10:58.364 --> 10:58.604

Peace.

11:02.717 --> 11:03.798

That might be a little closer.

11:04.198 --> 11:09.982

I don't know, but I always have to look at all of his comments on social because they are entertaining.

11:10.962 --> 11:13.444

All of his reels too are so awesome.

11:13.564 --> 11:15.305

On Monday, he does a reel every Monday.

11:15.365 --> 11:16.606

So you guys have to tune in.

11:16.666 --> 11:17.847
Is that no learning and missteps?

11:20.669 --> 11:37.542
yes I love that and if you haven't checked that podcast out he has two of them that one which is super cool and then he has the one with no BS which they do like a live kind of a live right on Saturday morning it is live I believe

11:38.443 --> 11:59.356
love love love that and i haven't been able to really be on it as much but they just talk about like real things oh yes and they they i don't know it's just it's the atmospheres the people that are there they all care a bit about each other and we're all heading towards the same goal which is care about your people

12:00.256 --> 12:04.197
Now, but on his LinkedIn, I have to read this.

12:04.257 --> 12:10.039
He calls himself construction mind shifter, which I definitely don't think that's for sure.

12:10.299 --> 12:20.722
Building a community of intentional leaders and consultant podcast host, author, speaker, aspiring media mogul.

12:22.942 --> 12:24.903
So, and that's Jesse.

12:24.923 --> 12:27.324
He's definitely a media mogul.

12:27.344 --> 12:28.244
Yeah.

12:29.664 --> 12:33.828
I guess I'll go on ahead and do one more and I will pick Alex Horton.

12:35.469 --> 12:37.590
And Alex is a recent entrepreneur.

12:37.610 --> 12:39.652
I know, I know.

12:39.692 --> 12:40.613
Fun.

12:40.693 --> 12:45.236
He's just diving into that rollercoaster journey, right?

12:47.938 --> 12:52.842
But he is an excellent construction podcast builder.

12:53.042 --> 12:53.343

Like if,

12:54.488 --> 12:59.564

If you need an internal podcast for your company, or if you're doing one externally like we are,

13:00.529 --> 13:04.230

you definitely need to reach out to him or at least seek advice.

13:06.031 --> 13:08.912

He, he's been doing this for years.

13:09.132 --> 13:10.973

He, he understands it.

13:11.153 --> 13:16.695

He helped build Aaron Witt's platform, build wit, you know, that podcast.

13:17.635 --> 13:20.777

And I'm, I'm sure everybody on here knows that about that one.

13:20.897 --> 13:24.158

So Alex is the genius behind that too with Aaron.

13:24.278 --> 13:27.079

So he is awesome.

13:27.319 --> 13:29.280

And, and he is a new entrepreneur.

13:30.240 --> 13:31.682

And he's supporting us, Christy.

13:31.762 --> 13:33.964

I mean, how, like... Yes.

13:34.725 --> 13:38.089

And he's giving us... He's a subscriber, a monthly subscriber.

13:38.129 --> 13:42.233

But he also will talk to us and guide us through.

13:42.273 --> 13:45.116

He's helping us to... He's helped us a lot.

13:45.136 --> 13:47.439

Answer any questions, yeah, that we might have.

13:47.519 --> 13:47.699

But...

13:49.020 --> 14:12.618

so those were a couple do you want to yeah yeah i'll take over from here for a couple um david cordell big shout out salesman greenville south carolina for 84 lumber company love that man he and his family are supporting us um every month and we appreciate it he is one of our lead salesmen he's been in that store for 33 years he is definitely a fixture

14:13.418 --> 14:16.219

And he is an account manager.

14:16.299 --> 14:19.840

So he does a great job with track home building sales.

14:20.160 --> 14:23.081

And he's just a great human on top of that.

14:24.081 --> 14:25.982

Got two kids that are gone now.

14:26.062 --> 14:28.162

I think one's just entered college.

14:28.262 --> 14:30.223

So they have an empty nest.

14:30.263 --> 14:32.843

But David, if you're listening, we really appreciate you.

14:33.364 --> 14:38.265

Kristen Meyer, she's the CEO of Southern Crafted Shutters.

14:38.765 --> 14:42.126

She's a manufacturing facility right here in Greenville County.

14:42.927 --> 14:45.849

And, um, they're building Bahamas shutters.

14:46.510 --> 14:47.230

Amazing.

14:47.330 --> 14:48.532

Her husband is an engineer.

14:49.052 --> 14:59.962

They have gone to extremes to build these, um, shutters that you put on your home that are impactful and they're beautiful and they're impact resistant as well.

15:00.082 --> 15:04.786

So if you need shutters, please, please, please reach out to Kristen Meyer.

15:04.806 --> 15:05.006

Yeah.

15:07.408 --> 15:09.530

Her Instagram page is amazing.

15:09.710 --> 15:13.273

If you just are thinking about shutters, go look at the Instagram page.

15:13.413 --> 15:14.153

What they can do.

15:14.473 --> 15:15.434

They're so beautiful.

15:15.714 --> 15:15.955

Yeah.

15:16.115 --> 15:16.655

It's pretty.

15:16.795 --> 15:17.015

Yeah.

15:17.175 --> 15:26.182

It makes your home literally switch from being an average home to what it looks like an elite home by changing to those shutters that they manufacture.

15:26.242 --> 15:26.983

Really proud of her.

15:27.083 --> 15:32.467

Women-owned business, small business, and they've really come a long way in a few years.

15:32.587 --> 15:32.647

And

15:33.127 --> 15:37.131

And now she gives back to the community with Women Confidence Builders.

15:37.231 --> 15:41.736

And I think she's part of several other organizations where she's really making a difference.

15:42.276 --> 15:49.324

So appreciate you, Kristen, for your monthly subscription to helping us move the needle.

15:49.964 --> 15:59.489

The other one I wanted to mention, which was on our podcast, Cherise wasn't on our podcast, but her boss from Superior Construction was.

15:59.970 --> 16:01.310

They are a monthly subscriber.

16:01.390 --> 16:04.012

So we appreciate that out of Jacksonville, Florida.

16:04.812 --> 16:06.994

And she's the corporate claims manager.

16:07.114 --> 16:10.856

And she decided that she wanted to give a little bit to us.

16:10.956 --> 16:12.917

And we really appreciate you, Cherise.

16:14.037 --> 16:16.199

I think that's it for our subscribers.

16:16.299 --> 16:20.401

We'll, we'll move on to some other folks that have made a big impact for us.

16:20.541 --> 16:34.888

Obviously 84 Lumber Company appreciate just the support they've given us and the just being on our side, you know, backed us up from the very beginning with, they thought what we were doing made an impact on the community and on women.

16:35.068 --> 16:35.749

And they were

16:36.449 --> 16:39.172

Um, they just stood behind me and they allow me to do this.

16:39.852 --> 16:49.160

What we thought was crazy thing at first turned into something that's, uh, been beautiful for not only us to grow, but for also other women to feel like they're not alone.

16:49.180 --> 16:51.282

I'll let you take it from here.

16:52.335 --> 16:52.695

Yeah.

16:52.795 --> 17:07.140

Well, you know, I'd be remiss to mention Hill Electric because, you know, both of our companies, we work and we do this in our spare time and they're so understanding and they realize the gain that's going to come from it.

17:07.500 --> 17:16.083

Not, not directly maybe, but for sure to our industry because we're attracting and retaining hopefully more, um,

17:17.824 --> 17:19.487

Well, just everyone.

17:19.748 --> 17:23.956

It could be even guys that we're doing this with because hopefully we're making an impact and

17:24.861 --> 17:28.364

And helping everyone understand how we should all work better together, right?

17:28.404 --> 17:29.324

And how to do that.

17:30.005 --> 17:36.710

And so I'm very appreciative of Hill Electric and how they've supported me through this journey.

17:38.031 --> 17:47.778

And even letting me go to the IBS show when that really has nothing to do with Hill Electric because they're an industrial electrical company working in manufacturing facilities.

17:49.520 --> 17:52.382

But hopefully maybe I'll meet some electrical guys.

17:53.263 --> 17:53.724

You will.

17:53.744 --> 17:55.847

There's no doubt you will.

17:57.028 --> 18:03.458

And then, of course, another one I'd like to mention that I'm sure, Christy, you love them too is till house strategies.

18:04.597 --> 18:05.958

Great job.

18:06.478 --> 18:07.399

Great work.

18:07.879 --> 18:13.242

Yes, they're actually Hill Electric's marketing agency.

18:13.402 --> 18:16.584

It's not me doing everything behind the scenes, everyone.

18:18.065 --> 18:24.348

I just provide the material and guide directions, but it's Till House.

18:24.468 --> 18:26.550

It's the Yo Pro No.

18:26.670 --> 18:29.651

It's my website person and my photographer, but

18:30.712 --> 18:37.775

Till House Strategies is a female-owned marketing company, and they are amazing.

18:38.035 --> 18:41.596

The way in which they partner with you and what they do.

18:41.656 --> 18:50.200

And actually, they're so good at what they do within the construction sector that now they actually had to rebrand themselves because they're more

18:50.780 --> 18:55.404

geared towards our industries because of how they approach the brands.

18:55.925 --> 18:56.245

Nice.

18:56.625 --> 19:02.791

And, but when they did do a couple of ads for us and actually, yes.

19:03.732 --> 19:12.760

And they're the ones that introduced me to Tanya Hicks and they did her ad, but they've also reached some of the benefits of them and had people call them up and

19:13.476 --> 19:18.243

to want to use, you know, investigate using them as a marketing agency for them.

19:18.263 --> 19:20.366

So, and they are growing.

19:21.388 --> 19:27.718

And so I would encourage anyone to look out, you know, look at Till House if you need a marketing team on your side.

19:29.100 --> 19:31.081

I'll let you go for a couple more.

19:31.101 --> 19:31.902

Okay.

19:32.222 --> 19:32.562

All right.

19:33.082 --> 19:37.164

So Groundbreak Carolinas, they reached out to us really early on.

19:37.244 --> 19:43.067

And Angela and I met with Brian Gallagher and Dan, what's, Polstra?

19:43.367 --> 19:43.547

Yeah.

19:44.008 --> 19:44.428

Yeah.

19:44.448 --> 19:45.849

I probably just butchered that name.

19:45.869 --> 19:46.529

And Joan.

19:46.569 --> 19:47.149

And Joan.

19:47.329 --> 19:48.050

Love Joan.

19:48.070 --> 19:49.871

She's actually their editor.

19:50.671 --> 19:53.433

And Groundbreak Carolinas has had our podcast.

19:53.453 --> 19:53.613

Huge.

19:56.794 --> 20:04.757

On their subscription, they are a publisher, and they've had our podcast on there from literally day one from starting.

20:04.797 --> 20:12.940

They thought what we were doing was really important, and we really appreciate the fact that they did think our mission was important.

20:13.580 --> 20:16.001

And they want to show us off to the world.

20:16.601 --> 20:19.102

So we're excited about Groundbreak Carolinas.

20:19.162 --> 20:20.583

Build Exact is another one.

20:20.623 --> 20:23.484

They were actually our first sponsor ever.

20:24.284 --> 20:28.126

And we really appreciate Build Exact and Jennifer Kastenson.

20:28.266 --> 20:32.267

They have software for residential contracting.

20:32.327 --> 20:41.070

So if you're a residential builder, you definitely want to look into Build Exact to be able to pull all of your information together in one place.

20:41.210 --> 20:42.251
And they're all over the world.

20:43.031 --> 20:43.472
Yes.

20:44.032 --> 20:44.313
Yes.

20:44.433 --> 20:47.115
And you can communicate with your customers through that software as well.

20:47.536 --> 20:49.238
So it is a cool platform.

20:49.538 --> 20:50.459
Please go check them out.

20:52.841 --> 20:56.885
ABC Carolinas, I've been on the board, but they've been a huge supporter.

20:56.965 --> 21:02.571
Every time we have an event, they talk about Women Talk Construction and really appreciate that.

21:02.831 --> 21:04.633
And I'm going to let you take it from here.

21:04.813 --> 21:10.875
Well, and what I meant, the ABC Carolinas, they're the ones who introduced us to Hoopa.

21:11.315 --> 21:12.556
Yes, yes.

21:12.676 --> 21:17.477
And that was like a really like, woohoo, podcast we got to be on.

21:17.517 --> 21:20.218
Well, we fell in love with a podcast studio.

21:20.278 --> 21:23.499
What we wouldn't do for a podcast studio right now.

21:23.519 --> 21:25.600
It's a good thing Michael didn't say it.

21:25.620 --> 21:32.502

Anybody smart out there that has funds and wants to build us a podcast studio, we would definitely entertain that conversation.

21:33.012 --> 21:33.613
Yeah.

21:33.773 --> 21:34.133
Yeah.

21:34.573 --> 21:37.116
Well, they, they have it going really great.

21:37.236 --> 21:37.796
They do.

21:37.836 --> 21:39.458
The Dirt Talk podcast.

21:39.518 --> 21:39.858
Yes.

21:40.138 --> 21:44.982
So we highly recommend checking out the Dirt Talk podcast and that's by Hoopa.

21:45.342 --> 21:46.664
And they're out of Charlotte.

21:46.784 --> 21:52.468
So, but just by us being on that show, I think elevated us even more.

21:52.488 --> 21:53.629
Yeah.

21:53.669 --> 21:55.171
We're so appreciative of that.

21:55.311 --> 21:55.631
So.

21:56.152 --> 21:57.493
I'm still in love with their building.

21:57.573 --> 21:58.173
I'm just saying.

21:58.574 --> 21:59.835
And their podcast studio.

21:59.955 --> 22:01.056
I was just like in awe.

22:01.076 --> 22:01.376
Yeah.

22:02.003 --> 22:02.464
Yeah.

22:02.584 --> 22:02.985
Yeah.

22:03.245 --> 22:05.549
It's, it's spectacular, huh?

22:06.250 --> 22:08.574
Um, I think that's everyone really.

22:08.594 --> 22:09.376
Yeah.

22:09.556 --> 22:10.177
Yeah.

22:10.538 --> 22:10.898
Yeah.

22:11.279 --> 22:14.905
So that, that, Oh, well you were going to mention Deborah.

22:14.945 --> 22:15.767
I think I'll let you,

22:16.525 --> 22:16.865
Okay.

22:17.065 --> 22:18.086
You'll let me talk about it.

22:18.406 --> 22:20.026
I love this woman so much.

22:20.346 --> 22:25.328
She's the founder and CEO of Debra Badley Construction and Management Services.

22:26.108 --> 22:30.590
And, you know, we'll keep this quick because it sounds like the dogs are coming home.

22:30.650 --> 22:38.273
It's late in the evening when we're recording this or the husband's coming home and the dogs are barking one of the other dogs coming home or the husband.

22:38.313 --> 22:38.813
I'm not sure.

22:39.453 --> 22:41.896

Uh, anyway, um, Deborah is amazing.

22:42.156 --> 22:47.762

And like I said, I said on an earlier podcast, she's just an epitome of what I want to be.

22:47.862 --> 22:53.869

Like, I really want to, she's a role model for me, picks up her phone every time a female calls and asks her for help.

22:54.629 --> 23:07.175

Love that in a position that she's in and as busy as she is for her to take that time to constantly breathe life into other women so that they can enjoy their career, I think is a huge accomplishment.

23:07.235 --> 23:08.096

And thank you, Deb.

23:08.616 --> 23:12.178

She gave us the largest sponsorship that we've had to date.

23:12.938 --> 23:19.381

And we can't thank her enough and didn't even didn't even give us information to put an ad on.

23:19.481 --> 23:21.202

So we're going to talk about her a lot.

23:21.822 --> 23:23.524

because we appreciate her.

23:23.604 --> 23:25.546

We needed it at the time that she sent it.

23:25.626 --> 23:31.692

It was like great timing and we were able to get some bills paid and support our audio engineer.

23:31.792 --> 23:33.514

So we appreciate you, Deb.

23:33.554 --> 23:38.920

If you're listening, if you're not listening, I'm sure somebody that's listening that knows you and is going to tell you about it.

23:39.460 --> 23:43.143

But thank you so much for all of you for doing what you do for us.

23:43.223 --> 23:50.829

And we just want to make this podcast about just you and how you're elevating this mission.

23:51.109 --> 23:56.293

And obviously, Angela and I led it, but without you, we couldn't do it.

23:56.373 --> 23:57.634
So thank you very much.

23:59.015 --> 24:03.598
I'm not sure when this one's going to publish, but Merry Christmas if it's before Christmas.

24:04.158 --> 24:06.099
If it's after Christmas, Happy New Year.

24:06.239 --> 24:10.521
So happy holidays and thank you for listening to our podcast.

24:11.141 --> 24:12.422
And we will see you soon.