

FINAL LOB EPS402 Sarai Martinez

[Liz Theresa]

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I'm your host, Liz Teresa, and I help you launch, build online businesses you love. This podcast is all about entrepreneurship, and I hope you like it. Hey, everybody, and welcome to another episode of Liz on Biz.

Here with me today is Sarai Martinez. Welcome to the show, Sarai. Hi, happy to be here.

So tell everybody a little bit about you. So I'm a hairstylist, flash makeup artist. I do hair on set, and I also do a few days at the salon for my longtime hair clients.

And I am a session stylist, which means like I work a lot with commercial and editorial brands. So that means like when you say on set and stuff, you get to go to sets. That's already more interesting than what most of us do.

We're not going to sets a lot. So you're setting up on the set. I enjoy that.

I really love that. You don't know who you're meeting. Yeah.

Different crew every time. It's really nice. It adds, you know, diversity to my day, I should say.

Well, it keeps it fresh. But then you also still didn't like you can still keep your favorite clients. Right, right, right, right.

And, you know, you just develop new relationships in the industry. You tend to see people over and over again, like whether it's like, oh, the same wardrobe person is working this set. You know, it's just it's fun.

It's fun. It could be really fun. Are you doing that in town, too?

They do stuff like this in Boston? Yeah. Oh, cool.

A lot of it in Boston. See, I don't know. My brain is exploding.

So and like you said, it's commercial sometimes and stuff. Yeah. So Boston focuses more on commercial.

New York is more editorial and commercial. But for Boston, it's more like, for example, Reebok or Life is Good, the paper store. Those are brands that I've worked with kind of just do more, you know, their branding for their clothing line.

And then I come in and kind of do the hair and makeup for the set. That's cool. It is cool.

Because, yeah, like see your work throughout the city. Yeah. It's on a catalog, whether it's on a billboard, whether it's in the store.

On the website. You probably see it. It's like their branding.

That's wicked fun. How did you get into that? Because you must.

Did you start in like the traditional salon and then you like pivoted? Yes. A big pivot.

Yeah. Like it's actually rare to hear someone pivot the way I pivoted. I want to know your pivots.

Sorry, Ross. Pivot! Pivot!

At the best episode. For those who know, no. It's true.

But yeah, I know. I was doing hair in the salon for a long time. And I guess you start off in the salon if you're a hairstylist and cosmetology.

That's usually what you do. But as I was like working, I just saw more for myself. And then as I started pivoting, I was just like doing a lot of hair shows.

I wanted to do kind of like editorial work. I wanted to do something more than being in the salon. Yeah.

I just never saw myself in one place in general. That's just my personality. I just always see more in the situation than what the situation is.

Yeah. Well, you know, I was in the salon setting and I just kind of didn't really like being in the salon setting too much. It can be a little catty, you know, working with different personalities.

And, you know, after a while, it kind of gets stagnant doing the same hair color and cut. I mean, there's only so many hair colors and cuts you can do, right? That's true.

I mean, you run out. You kind of just start doing the same thing over again and you get kind of like bored and you're like, oh, hey, what do you want to do today? And, you know, it gets boring.

But as I started growing and being more comfortable and, you know, doing a lot of hair shows, I started wanting to do different things. And then I started expanding and aligning myself with different people that are doing different things, which started opening my eyes to that. Good for you.

And that way you can kind of keep mixing up. It's funny because I'm like, when you think about this idea of staying curious, right? Like, and you're seeing these all these different possibilities for yourself.

You're so the entrepreneur and your brand is like, is you're that person. You're the person that sees all the potential and all the openings. And I love it.

And now you get to live more. Well, I want to go back to something you said. So before we start recording, you're talking about that.

Like you were like, you like, we talked about Duncan. Actually, we talked about the idea of, because I think this is relatable, going to get coffee, right? And how people would, when everybody's like, oh, let's go get coffee.

It's less about the coffee and more about the going. And now you're like, I don't have time for this. Like, and I like, so appreciate this is your perspective.

It's wicked fresh. It honestly interesting. And I think like, and you were hinting at like, you know, you've done you, you're more discerning.

You use discernment is like, I don't know if you use that word, but that was the message, right? That word. Oh, you do like, do you like that word?

I like that word. Oh my God. I love that.

Can we talk about the word? Let's have a moment. Discernment.

Hey, go ahead. I said it British. How is discernment showing up for you?

I think it's showing up in my relationship. It's showing up differently now that I'm older. Like you said, I feel like, you know, me, I don't know you that very well, but you read me very well, which I'm noticing that.

Maybe I have, well, some people say I have, I have gifts. Yeah. You have gifts.

Oh, many people have gifts still giving you the hearts that no one can see if they're driving. There you go. That's so funny because like, you're very intuitive into the person.

So use discernment. Yeah. I use it in my relationships.

Like I kind of move very strategically everything in my life. It could be in any situation. Everything has to move in a certain way.

Interesting. Yeah. That's a business.

You felt this like shrewd, you know, I don't know. That's not a great word, but shrewd business people. They're like nimble.

You're very nimble. Catholic.

[Sarai Martinez]

Nimble. That's a nimble word. I like that word.

It is a great word.

[Liz Theresa]

Well, like there's a lady. So there's a lady I watch and she does these videos on Facebook and she'll like do these videos where she'll, her name is Charlotte Dobre. I don't know if you've ever seen her videos, but like she'll read like stories from the Am I the Able on Reddit.

And it'll be like, my, my fiance, I don't know, dated my best friend before we were engaged and never told me. And now I found out and now I don't want to marry him. Am I the able or whatever?

I like, it'll be like, but it's a longer story. I just made one up. That was kind of fun.

But like, this is what she does. But like, she always talks about, she uses this expression and she's always like, like moving in the shadows. Right.

As an expression, she would like, she always says, oh, I love when people move in the shadows. It's like, kind of like you're nimble. You're strategically transporting.

Right. Yes. I would say that that's me.

I'm playing. Yeah. What's your birthday?

I want to know what your birthday is. January 9th. Oh, so you're a Capricorn too.

So you're a wicked hard worker. Are you a Capricorn? No, but my dad is.

I'm a Sag, so I'm busy partying. But I hang with the Capricorns. They just do all the work.

You know what? Sag, Sag is a hard sign for me. Oh, because I'm a lot.

No, I just feel like it's not that you're a lot. I just feel like Sag is in caps. They're like both a lot.

Oh, no, I am. Well, so I'm a lot for my dad. But what's interesting is so me, my brother and my mom are all Sag.

And we're December 8th, 15 and 20. And my dad is January 6th, which is a rough day to be born. But like he's the Capricorn, right?

But my mom was Cusp. So she could like chameleon along with him into Capricorn quite nimbly, right? So she could like Capricorn herself.

My brother, though, for being a Sag is a bit Scorpio. So he's like actually very it's also very compatible with Cap, Scorpios are. And then I was crazy.

Like I was so much for me and my dad were like, oh, so hard on each other. That's what I'm saying. Sag and Cap tend to.

Yeah, we we butted all the time. And then now as grownups, right? I understand my dad better.

I like I think when I was younger, you know, like when people have different personalities than you and like you, you're like, I just wish you were like this. And like, but you don't say that. But like everything you do is because you wish they were different.

And my dad, I think, felt the same about me. And now we very much with maturity and a lot of time, we just accept and love each other for who we are now. Right.

I just think Capricorns can be hard on people. They just expect a certain standard. Yes.

And it's and when they don't get that standard, they're disappointed. They don't like it. No.

And I get that. That's why, you know, my friend Ashley, who you you really like her. Actually, she's a Capricorn, too.

And she like she does what you're saying about the nimble and the strategy. Like she's that you're like the same. Capricorns are good to have in your circle.

They're brilliant. She's she actually she picks the people that come on the show. That's one of her things that she does.

And it's very Capricorn of her. And she uses it because like I have discernment, but she is a much higher bar. Like if there's a word in your bio, that's like a red flag.

Like if you if somebody says something like that, she thinks I'll hate. Dead. No shot.

Delete it. Done. Done.

No time to waste. No time to waste. Well, you're and you're a single mother, too.

And I only know that not because I'm psychic because I read the bio. That one I knew because of the bio. But you're a single mom.

And I always like give the high fives to the single moms because you guys you have like it's

harder. It's so hard. Yeah, I it really is hard being a single mom.

It's fair. I can't even imagine. I don't recommend that.

I don't blame you. I don't and I don't know people, you know, we're living in a time where people are inviting single mom. Like there's people that want to have families and they don't have a partner and they're inviting the single mom.

And I'm like, why would you do that? It's hard. It's really hard.

And, you know, I didn't choose to be a single mom, but I just would not advise that. No, no hard. You need a village.

Yes, you do. If you at least need a village or a lot of money to fund it. A lot of money, you know, the money to buy the village.

Do you know what I mean? Like to buy the village to have the help to do the thing. And so I have one child.

He's six. And I don't and I have a husband who's awesome. I don't know how I could do it again.

Well, without my mom. So I lost my mom. And then like after the cancer, I was like, God, can you imagine going, losing your mom, doing the cancer, then changing your body yet again?

Do you know what I mean? Like in doing that, I was awful. I was OK at pregnancy.

Horrific at birth. Having a baby. I'm horrible at having a baby.

My friend Andrea, she can just go and there's three children that fall out of her. Like she's like, it's so easy. She was a surrogate.

That's how easy she's like. People pay her. Not all the time.

Sometimes to have babies because she can just go, huh, like Mary Poppins. And they're just an umbrella. It's all fine.

Yeah, no, I have so much respect. And that's probably raised your discernment bar, right? Like, do you feel like motherhood did that a little bit, too?

Yes. Motherhood changed me completely. Like it just, you know, it's so sacrificing.

I don't think people talk about that and how you just for me, motherhood. No one saw me having kids, by the way. Because I'm really not a kid person.

No, because you're busy ruling the world. Like you do all these cool areas. No, I just I love that you get my humor.

I don't like a little dark and dry. I enjoy it. No, and I love my kids, but it's like it's just so

sacrificing.

And people don't tell you that. And mothers are scared to say that out loud. And it's like, no.

And it's like Aisha Curry is a good example. She's getting dragged through the Internet right now. And people are not listening to what she's actually saying, because I was her.

You know, I didn't see myself having kids. I didn't see myself, you know, getting married young. I saw myself just really having a career being in a shitty apartment in New York City.

Yeah, actually what I saw my life as. I really didn't see my life as, you know, basing it around a family. So for me to have a family now, I am so blessed.

And my kids are wonderful. Um, I love them older, by the way. I'm not a baby person.

I actually love this. And people are just not understanding what that means until they have kids. Then they can talk.

No, I understand. I understand it. But how old are they now?

So my kids are 13 and 16. Yeah, see, I already we have so much. So my son is six.

It is so much easier. Right. The first five years, you don't have a life.

No, it's very hard. Yeah, it's hard and miserable. Yeah.

You know, people don't really talk about how that affects the relationship, how it affects the whole family dynamic. Everyone's adjusting. No one's really happy.

It's a freaking hard time. And I feel like moms don't want to say that out loud. And it's like, it's OK.

You're not failing by saying that. You're just being real about it. What did you make of Hayden Panettere?

I didn't even read it. But like, she gave up her daughter. What?

Oh, you didn't know this? OK, you look at her, you're like, I don't know this. OK, so I don't really know this.

And I'm going to ruin it for Panettere fans, because they might know it better if she has an army like Swifties. I don't think she does, though.

[Sarai Martinez]

I don't think so.

[Liz Theresa]

She had she was the blonde girl on a few. I know who she is. OK, and then so she had a baby.

And then when her baby turned seven, she gave her away or gave up her parental rights to the I think the father and just doesn't isn't involved and then said something to the effect of. That she didn't want she knew that she couldn't give her daughter like the life that she could want and like a good life. So I imagine that she funds her life like I think because she has a lot of money, but like she didn't have the capacity.

I'm guessing to be you go. I don't have respect for people like that. Yeah, because it was like a real job.

Yeah, that's kind of like, well, no, that's like that's different than what it's like. That's different from what I was saying and what I'm saying. Oh, right, right, right.

Except one that's like totally given up. I'm giving up. And I don't believe that to your kid.

Yeah, like I don't have respect for people. Do you know them that long? And then and then what you're saying that you shouldn't have.

You shouldn't have done that. Yeah, you shouldn't have done that. You're a shitty person.

Yes, yes. Yeah, it's just what it is like. You can't really excuse that.

That's like, you know, she's shitty. Yeah, that is shitty. Yeah, she's just not in the next week.

Guess who's the guest? So I'm just kidding. Can you imagine?

It's not that's pretty bad. I don't know how you can recover that. Well, it was crazy.

I mean, maybe I'm reading what people said. So like, you know. Yeah, I didn't know anything about that.

But now that you said that, that's kind of like weird. It is weird. It's very odd.

And I don't know the backstory again. So, you know, I mean, there's probably other factors in it, maybe. But she didn't really get canceled or anything because nobody knows about it.

But then the person that you're talking about is getting dragged for just having an opinion. Right. So, right.

And the cancel culture is so bad. It is pretty bad. But, you know, the person that I'm talking about, Aisha Curry, you know, her children.

She is talking about how she didn't foresee that before. She saw something else for her life. Yeah, a lot of women.

A lot of women. I understand that. My friend Trisha never thought she was going to have

children.

She used to. She never wanted to. She was just like.

Right. In fashion. She's like different.

But she's like. That doesn't mean that you're not appreciative of the life that she loves. Exactly.

But they're thinking that she's not being appreciative of the life that she has. Yeah, that's crap. That's crap.

And not everything is this or that. You know, not everything is, you know, black, white. Right.

Anything like there's in between these. And like you're allowed to love your life and have moments of like, I want to lock myself in the bathroom. I mean, I've locked myself in the bathroom.

Everybody's up in the car. Yes. It's just that sometimes you need a minute.

Yeah. Yes. Sometimes I just need a minute.

I need many. Well, we need many minutes. I've had many minutes.

My car is my sanctuary. Yes. I used to do incantations.

We were done those where it was this Tony Robbins thing. So he used to he's he's not bird, too. But he used to teach that if you yell something, it's a way of manifesting.

So I have a million dollars. Like you can just pick whatever you want to yell. Right.

Just scream it passionately for like as long as you can stand doing it. Like five, 10 minutes. I believe in that.

OK, so I did. It really works, by the way. So whenever I do that stuff, it really works.

Like, but you're insane. So I used to do it in the car. Like I used to just lock.

I'm a millionaire. I'm a millionaire. Or I just whatever I really wanted.

And then I go log on and it would really work. It's creepy. It's great, though.

I should do everything I want. I don't know what I want, though. This is a problem.

But see, you know what you want. I admire that. I like have inklings.

I've nudges. Um, yes. I think knowing what you want is very important.

And what do you want now? Do you know what you want now? I do.

I have like a clear vision. What's next? What I want.

Um, I want to expand who I am as a brand. Eventually, I want to have my own product line. You could so do that.

It's a lot of work. Yeah, it's a lot of work. And I'm building this name for myself.

And I would like to do other things, too. Like right now, I'm doing like a lot of podcasts. I'm doing a lot of TV segments.

I kind of want to, you know, do different things. I'm very crafty, like very arts and crafty. So, you know, I want to do more like classes and people and, you know, just kind of pivot into something else.

Yeah. Well, using your gifts, right? So when you're crafty, you can do like drawing and stuff and craft things, crocheting.

Right. That's cool. Using my gifts.

Yes. Using my gifts and showing the world. Yeah, I love that.

Well, I'm all about, I'm all about visibility. I always say that if you aren't like you doing all this stuff is increasing your name brand leadership, like being on the show, going on TV and all that, because all of that is going to make it so that way when you're using these other gifts, you have the audience to show them to. And that's what I'm saying.

And, you know, the fact that you just said that people don't understand and it's really hard to kind of explain to people that have a small mind what you're trying to do and you find yourself repeating yourself, repeating yourself, repeating yourself. And it's exhausting. It's exhausting trying to tell people your vision, your dream, when it's like, can't you fucking just see what.

Yeah. If you're interested, be a part of it. Right.

But like, it's, you kind of have to, I actually saw this podcast very, very, I don't even remember. It came up on my feed, shutting off the world and just focusing on yourself for six months and focusing on what you need to do, shutting off family, shutting off friends, shutting off, going out, shutting off everything, just focusing on what you need to do, which is what I've been doing this past year. I haven't really been hanging out.

I haven't really been, you know, visible to family. I've just been so focused on the dream and the vision. And I don't really have time to like explain this to people.

Yeah, I don't blame you. No, but I get it. If we don't, there's a, there's a, well, there's a word pause, right?

Right. And no one pauses. That's why there's all these companies that have the word pause,

because it's a great reminder to just stop.

But the best times, that's why when we have great ideas, they come in the shower because we finally stop. Right. We never stop otherwise.

An intentional stop is what you're getting at, where you actually create the time to allow it to really develop. Right. And it's like when people question you and what you're doing, it's kind of in a place of like them questioning if you can do it.

Yeah, I hate that. And I hate that. And it's kind of offensive to me.

Am I wrong for thinking that? No, I'd be pissed. Who are they?

You know what I mean? All these people telling you what they think it can and can't do. Well, they're not necessarily saying that, but it can be like, it's usually the close people that are to you.

So they'll start saying, so what are you thinking about doing with this? And what, why are you asking me this question? It kind of comes off as doubt.

And I can't allow that doubt into my sphere. Yeah. I have a mantra for people like that, where I say, I am separate.

I am strong. So if somebody says something that's like in my ether, where it makes me feel small or incapable. No, I'm separate.

I'm strong. And like, it's a thing I say in my head. It's not me.

Yeah, yeah. No, no, I don't like it. And I think it's also because I think the people that are closest to us, they don't feel safe if we do things that change, like how they know us and safe.

Right. But it's triggering. And it is.

It's like very triggering to me. And I, I try not to feed into it, but it's hard for people to like, yeah. Is that them calling now?

Just kidding. Do you imagine? Do we manifest for these people?

I'm calling me. I thought I had my phone on. A show.

No, it's actually my mom. She's my. Oh, see?

Yeah. Because she that's. Yes.

She's one of them. And so I love my mom, but she is a nine to five person. What is that nine to five person going to know about a dream?

No, they're, they're don't. They are in the. They're in that, that it's a completely different

framework of life.

So they have no understanding. None. Creating something and seeing it play out.

No, no, no, no, no. It's just, it, that scares them a little. It terrifies them.

Yeah. I mean, like ever been responsible of their own income. And I actually know what that feels like.

And I've seen it manifest and I've seen it, you know. Yeah. My whole career.

I have created my own income since 2017 when I started my own shop. I love that. I love that.

I feel, I feel like, like, let's be proud of, like, let's celebrate that kind of stuff. We don't celebrate these things. We just, because it just is.

But like, like, and so I started in 2011, not to, not to race you. But like, I didn't even, I've never self-expressed that. Like, I've never said.

Like, and I, and I quit my job that I had while I started in like 2013 or something. And then like ever since then, it's just, this is the way I have money is all this stuff. And I never, and I just, and like people are always like, wow, I can't believe that works for you.

Like, like when I tell them about it, they're like shocked. Well, because they're used to a regular paycheck and we're, we're actually looking for the next gig that we create. Yeah.

I'm like, I'd rather decide what I get to do now. I don't want somebody to tell me I have to do something I hate. And you're next.

That's not who you are. Yeah. I would die.

I would die. I'd cease to exist. I would be the worst soldier.

Like my husband's a veteran and he and I agree. I would just be horrible. Because you, you just, you toot your own horn.

Yeah. I'm very horn tooty. I'm very beep beep.

I'm very, I beeped at somebody while I was driving out of necessity. Because I thought I was going to die a little. Like, cause they were like, we be in my, my dad's in the backseat.

And he's like, Oh my God, who's beeping? Who's beeping? And I was like, it was me.

I beeped. And he's like, they're gonna now murder our family. And I was like, I don't think.

I know. I only beep if it's. It was, I didn't want to, I wanted them to know I was there.

Like, it was like a beep beep. Like it wasn't like a beep. Like, I don't want to, I don't want them to

murder my family.

So I didn't like hold it down forever. Like, Oh yeah. I literally just had that moment yesterday on the highway.

I thought I was going to like hit me. So I beat. Sometimes people in lanes, they like float so much.

It's scary. Yeah. He did that yesterday.

Yeah. He gave me a look. I gave him one back.

I don't even care. Yeah. I'll give you a look.

I'll get, I hand them, I hand out looks. Yeah. That's my free swag.

I just look. That's how they remember me. My mom used to do this thing.

It's a horrible, she's so she's gone, but she was so funny. And rather than give people the finger, she used to look at them and she'd be like, you're ugly. It was so mean.

And then I was like, mom, they might go home and cry. Like, that's meaner than flipping a bird. Like the, like you're, she used to say, you're ugly.

I was scared to tell you my road rage. And yeah, you had an incident. Did you have to go learn how to be nice again?

Did they make you do that? Uh, my, uh, my road rage incidents in my thirties and twenties were kind of cuckoo. Yeah.

I'm better now that I'm 40. Well, you've mellowed. I've mellowed.

And I'm kind of like this zero. Give it. Yes.

Yeah. That's much healthier though. Yeah.

I'm just so like. It's not important. If you don't let yourself up anymore in that.

I try not to. I try not to because people are really crazy now. And you know, people are on edge.

People are not happy in the world right now. No, it's scary out there. So you have to just kind of stay clear of the crazies.

Cause people are really not well. No, no, it's very scary out there. We talk about it sometimes.

It's scary.

[Sarai Martinez]

Yeah. It's terrifying.

[Liz Theresa]

If I'm like under the radar. Go under the radar. I don't want to be on anyone's radar.

No, not in that way. At least the streets are safe, guys. Just get.

Soraya is not coming for you anymore. No, no, I'm not coming for anyone. I just don't want to.

Engage. Engage. No, I don't engage.

I try to protect my energy because if we don't protect this, none of the other great things can happen. That's really what it is. You're the person that everything happens.

And if something happens to that, that's not good. I just don't want it. I don't want to add any unnecessary problems in my life.

Like I am so in this place of like, I don't want to say healing. I'm in a place of like, hey, if we don't get along, great. I am not losing sleep over it.

I'm going to move on. I'm going to move on. I don't need the formalities.

So we've established we don't like each other. I can be very cordial in a room and act like you don't even exist. I am OK.

You don't have to do the fake high. You don't have to do all the weirdness. I am just in my own lane.

Good for you. I needed that, by the way. I think I needed that.

Yes, because like there are people. I was talking to my friend Mary Ellen, who's a business owner, and we were talking about how I have enemies, right? And I have enemies, I think, because I am very much who I am.

And I'm also and she said, well, it's also you're also very visible. So you work with more people. So when the more people that you engage with, the more likely that.

And I've been doing this a long time, like I've been doing this now 15 years in May. And now that I'm at 15 years, I know that I have many. And but I probably have like five people that would be it would be uncomfortable to be in a room with them.

Right. But like, I think it hasn't really happened that I haven't been in the room. The more successful you are, I just told my sister this.

Yes. Yeah. The most successful you are, the more haters you're going to have.

Yeah. It's just it comes with the territory. It comes with it.

It comes with it. And I was telling her that yesterday, and she didn't get it either. It's like sometimes I talk to people and it's like, they're not here.

I'm like, she goes, well, why would you have haters? I'm like, honey, I want them. That means you have something right.

I was excited that I had a copycat or somebody copied me. Oh, they really liked it. Yeah.

Something right. That means is that you're doing something right. I don't care.

It means that I am a threat to my craft. I'm doing something great. Or just hating on it.

Oh, I just love that. Oh, I think my brain needed that. Yeah, it feels good.

It feels good to want to even be better. Thank you. To keep going.

To keep going. Let's keep going. You know, there was a lady and then I gotta wrap this up soon, but I have to tell you this other story.

There was a woman who I talked to on the phone. God help me, I don't remember her name, but because I talked to like lots of people, right? Right.

And she was like a business person. And the way that she talked about business is similar to how you talk about business, which I enjoy very much because she used that same discernment stuff, but she didn't say discernment. How she said it, and I think you'll appreciate it, she said, life is a chessboard.

I am playing. And she said, and everyone around me and everything I do, these are all the pieces. And she said, I just move them and I get what I want.

She said, I will never not get what I want. And I was like, oh, what a bad bee. Like she was so cool.

And she said it so like evenly, like very like Mr. Rogers, like be good to your neighbor. And I will always get what I want. Like it was very warm when she said it.

I love that. I loved it. I never forgot it, but I forgot her because she didn't end up hiring me.

Not because she didn't like me. She just was like, she was like, I just want to know more about what you do. And I told her all the stuff that I do.

And she's like, wow, it's wicked interesting. And you sound so happy and dah, dah, dah. And I was like, well, yeah.

And then she explained that. And I don't even remember what she did for a job. I think, I think she did many things.

I think she had a lot of different revenue streams. If I had to guess, maybe real estate things. Because like the chess pieces makes me think like property.

But like, I don't know. And yeah, it's just what a more empowering thing. I mean, like the second that we decide something and like you're a person that decides things, right?

That's taking your power back. Like discernment is a power play, I feel like. I'm a power play.

You're a power player. I'm a power player. Yeah, you are a power player.

If I were playing chess, you'd be like the queen. You'd rock the board. You'd be like, Soraya's here, everybody.

Get down. Beep, beep, beep, beep. No, I'm just kidding.

No beeps. What was that? What was that verse?

So I like Beyonce because she says a lot of powerful one-liners. I don't like her so much now, but I would really like her. Then, Upgrade You is one of my most motivational songs.

Do you really listen to it? It's just like, you know, very woman empowerment. I like to see myself like that.

Yes. Dang. I like to see myself as a boss.

Yes. And you are. I try.

No wonder people are uncomfortable. Very uncomfortable. No wonder.

Then I'm welcome. I can't. I can't shut that off.

I can't. I don't know. That's just, you know, I'm not everybody's taste.

Yeah. And that's OK. That's OK.

Not everybody likes coffee. Yeah. Not everybody likes tea.

Right. I'm not here to make everyone my friend. No, no, I'm not here to make everybody my friend.

I'm just I'm here. I'm here to take the pause to know what I want. And then there you go.

Take the action to do the thing. Oh, my gosh. OK, listen, that motivational to you.

I'm very motivated. This is like this whole thing. I can go run a mile.

I mean, I'm old, though. But like, I don't like to be outside when it's that cold. It's probably like 60, by the way.

And I already like have my heater. The house tends to be a little colder. I don't.

It's very cold. I don't know. It's cold here.

I could probably stormy just downstairs. I mean, I don't. But like, I walked downstairs today and I was like, oh, my God, it's like, let's the heat go off downstairs just to see.

Oh, my God. And so then every day I kick it back on. It's just going to kill us, husband.

We're all going to die. And so I like walked downstairs and I was like, I like thank God for socks. I would never I could never without socks downstairs.

Terrible. But no, it's all right. Tell everybody.

Everybody needs to follow you. I want to see what you're going to do next. You're very cool.

So tell everybody how to find you and follow you. So you can find me at Saraibyday.com or you can find me at Saraibyday on Instagram. That's my panel and that's my name.

You can see all the cool things that I'm doing on both sites. Yay. You guys, the links will be in the show notes, right?

Thank you so much for joining us today. Bye. Thanks so much for listening today.

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