

FINAL LOB EPS410 Drew Ann Long

[Liz Theresa]

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[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.

[Liz Theresa]

Hey, everybody, and welcome to another episode of Liz on Biz. Here with me today is Drew Ann Long. She is the inventor of Caroline's Cart.

Welcome to the show, Drew Ann. Or do I Drew you? Do we Drew, or do we Drew Ann?

[Drew Ann Long]

Look, I answered a lot of things.

[Liz Theresa]

So Drew is talking about this. OK, Drew, welcome to the show, Drew. I'm really excited to have you.

Tell us about your company and tell us about your invention.

[Drew Ann Long]

So my company is Caroline's Cart. I actually have two companies. We've got a, and then I have a nonprofit as well called Caroline's Cause.

But my for-profit company is a shopping cart. I'm in the shopping cart business, a business I

never thought I would be in. I'm a mom of three, and in 2000, my middle child was born with severe disabilities.

Kind of rocked my world. I mean, you know, of course, nobody wants a child with disabilities, and that's OK. I mean, we love her no less, of course, but little did I know that her life would become a business for me.

So when she was about eight or nine years old and she doesn't walk or talk, when she outgrew shopping carts, I honestly thought, I'm in small town Alabama, that there was a specialty shopping cart. And I asked my manager to buy it. And he's like, what are you talking about?

And I'm like, there's a thousand different kinds of shopping carts. Suddenly there's a special needs shopping cart. He's like, what are you talking about?

And thus started the genesis of my business that day. And I couldn't believe there wasn't one. And I was like, this is not rocket science, people.

I don't know if you've seen it. Here's a picture of it.

[Liz Theresa]

I mean, it's just- Yeah, yeah, yeah. And I'll post pictures for people that are listening too. Sure, it's not rocket science.

[Drew Ann Long]

So I drew it on a napkin. That's weird that that didn't exist. I would have been surprised.

The special needs population is the world's largest minority group. They are in every community on earth. And this is not just for people that don't walk.

The largest user of Caroline's cart is actually the autism community. It's for kids and adults that are runners and they need to be confined because they get overstimulated. There's too much going on in their world.

So that is the biggest user. Second biggest user is senior adults. So my husband and I went to dinner after I talked about it incessantly for a year.

And he was like, yeah. He's like, you gotta, you know, and he worked full time. Of course, I was a stay-at-home mom.

He said, you gotta do something about it or quit talking about this. I mean, my work, I mean, I, you know, he was- Yeah. He's like, do something.

I'm like, I can do. So I drew it from a napkin to a piece of paper. Love.

Of course, I had no intention of doing it. I just wanted to, someone else, you know, I just took it to corporate America. There's four shopping cart manufacturers in the US.

Yeah. Reached out to all four of them, three online, just like emailing them my simple little drawing. And they all shot me down immediately.

They're like, go away. Oh yeah. I'm like, this is a huge need, this is a huge need.

You're missing out. The four, I told my husband, I'm like, okay, I better go in person because I'm getting shot down. So the fourth one, I went to in-person in North Carolina, the biggest, the best.

That's the one I wanted to work with. So I went, shot me down. And I was like, I was pissed off, honestly.

I was like- I'm shocked. Wait a second. Yeah, yeah.

Obviously you don't have disability in your world and you don't fault anyone for that. I mean, you don't know what you don't know. But so I was at a crossroads here.

I was gonna figure out how to do it or I had to shut up about it because no one else was going to do it. I took it to them. So I just had to hunt and peck and I figured it out.

I have a degree in business, but I mean, that helped me big fat zero. I mean, I was a stay at home mom for years three littles, one severely disabled, a husband that traveled for a living. So I had to work on it when I could.

It took forever. I just was, I was walking in the dark, hitting walls, falling down. And it took a long time, but I figured it out.

And now it's in every state and eight countries. I mean, so- Oh my God.

[Liz Theresa]

It was a huge need. So did you have to manufacture it yourself? Did they never, the other manufacturers never came around?

[Drew Ann Long]

Let me, so after I got, I'm like telling my husband, okay, well, I got to give this off a piece of paper. I need a prototype. I got to, I mean, what's, how do you make, I mean, I need nothing, nothing.

So it took me a long time to find a prototype in Indiana. No one in Alabama would talk to me. I don't know why.

Got one in Indianapolis, Indiana, drove my minivan up there. I'm like, okay, you can touch, feel it.

You couldn't, it was \$28,000.

Yeah. It couldn't even sit in it. So I called North Carolina back and I'm like, I made progress.

Trip number two, drive up there. No, we're not interested. And here was the deal.

They were very encouraging. They were like, you've got a good idea, lady, but it's too risky, it's new, and we're not willing to take the risk. Oh, okay.

Yeah, so, but they were like, you should probably keep going. This is a good idea. Cried all the way home, but I was still encouraged.

Yes. So that's when I went to social media, created my page, used to have tens of millions of followers and I got hacked this summer and they deleted and I had to start over. So I cried, I worked on that for 15 years.

I mean, I was crying. So please go back and follow Caroline's cart. Tragic.

Anyway, so I went to social media and the response was immediate. They were like, oh, I need that. Who has that?

I'm only shopping at that store. Lots of pressure because I had jumped off the cliff. I had put it out there.

Yeah, yeah, yeah. With no manufacturing and one telling me no to my face twice. So I had to find a manufacturer, of course, and I found one in Georgia that had never made shopping carts, but he's like, I can do it.

Yeah. It's not a shopping cart manufacturer by any stretch, but he's like, it's not hard, I can do it. So he made me a hundred carts, which costs over \$100,000.

Yeah. We were so out of money because I've now got patents and I had to have four different prototypes. That's just the nature of that.

Oh my gosh, just, there's so, so much. I mean, I should be teaching a class at every university on what not to do and, oh my gosh, I learned so much. Yes.

So we had to fund this with our retirement and it was so scary and risky because if it didn't succeed, we were toast. I mean, you don't ever touch your retirement, you know. We had to take penalties and fees, excuse me, and all the things.

Yeah, yeah. So- That's very daunting. Oh, it was terrifying.

I mean, I cried all the time for years, it was terrible. I was crying. Lots of tears, lots of stress, no vacationing for my kids and, you know, it was the ultimate risk, but I believed in it that much.

So I get these carts, I go to all the chains you've heard of to sell them and nobody would buy them. Yeah, yeah, yeah. They're like, we only buy from real shopping cart manufacturers, not, who are you?

Yeah, yeah. More tears, more crying. I'm like, oh my gosh, we have no retirement and now nobody will buy this.

So we had to go the non-traditional route. We had to go to the mom and pop stores. Praise God for them, they took a chance on me and we had to strategically sell them.

I did not want them all in Alabama. This was a grassroots effort and I needed them, I needed a national grassroots effort. So we were very strategic in who we reached out to and who we sold these to.

We finally got them all placed, we seeded the market and boy, that's when things started- Because people saw them out and then they were probably going to places like Stop and Shop and these larger brands.

[Liz Theresa]

And saying we wanted them and they were thinking about it.

[Drew Ann Long]

If this had been in the 80s, this would have never happened. I needed that power of social media because I wasn't corporate America. I couldn't do the commercials.

I didn't have the reach that corporate America had. I live in small town Alabama and I was working on this in my minivan when my kids were at school and at dance. It was so hard.

So that's when it started to happen and the buzz and I would just sit here and I would work social media. Just, that's all I had. It's all I had.

It was free. It's all I had. Just to keep the demand up.

Get it out there, get it out. I mean, and mind you, instantly I'm getting requests all over the world for this because it didn't exist. Oh, wow.

Oh yeah, yeah. After it had been out in the market about a year in these mom and pop stores, I get a phone call from North Carolina. I'm like, who could this be?

Because there's one company I know in North Carolina and they don't even like me. It was them. They said, come back.

We're ready to talk. We've been following you. You have created the demand and we are now

getting phone calls from the big boys saying, we now want Caroline's cart, but we won't buy from crazy lady.

We'll only buy it if you make it. And then that's when I got the deal. Oh, wow.

And that's when it really took off and it didn't take off huge. It took off, but 2017 was our biggest break and that's when Target did a national rollout, every store. And then 2018 Lowe's Home Improvement did a national rollout, every store.

And then last year, 2024, after 15 years of no, Walmart did a corporate rollout. Oh yeah, every Walmart in the US, the neighborhood markets, the super centers and Sam's Club. And also, like I said, we're in eight countries.

I mean, I think our biggest country that we have the most cards in is actually Dubai.

[Liz Theresa]

Interesting. Isn't that crazy? Yeah.

And you probably never even thought about Dubai every day until this.

[Drew Ann Long]

But I hear, of course I've never been. I hear it's very- Beautiful. Oh, beautiful, but very on the up and up, very on the edge of everything new.

Oh, I've heard that too. Yeah, like it's all the things.

[Liz Theresa]

I had a client from Dubai a long time ago. Yeah, and she was wicked interesting. But like, he lived the way that, everything about the way she lived was like impressed me.

[Drew Ann Long]

Right, well, the whole culture I've read is just something to see. Like they have zero crime. They have zero litter, it's clean.

It's, so anyway- That should be interesting. And it's still growing, but, oh, it was hard.

[Liz Theresa]

No, oh my God. And did you probably, before this, you said that you were a mom to three kids, right? And your husband was running around.

Right. Because his job. Right, yeah, let's define that.

Running around, working. Traveling, true. No, not running around bad, running around.

But busy, working, traveling, working. He was traveling. And so- Sally Mae, yeah, so he's traveling for a living.

Oh, Sally Mae, yeah, I don't remember those. I paid those, they're gone now. Yeah, he did, yeah, right.

But it was, I mean, like you didn't have, you had an MBA, but like, where you, you couldn't be working because you had all these other demands on your life. Right, I did not have an MBA.

[Drew Ann Long]

I just had a degree in business. Oh, right, right, right. I worked in accounting.

I had to quit to be home with my special needs daughter. So, yeah, it- So you were good at numbers, though. I was good at numbers, but nothing prepares you for what I went through.

Nothing. Wow. Because no one takes a mom from small town Alabama seriously, clearly.

I got the, you know, this was, I never sent out to, this was not, this was, I just wanted to pass this to corporate America. Yeah. But when they shot me down, I had to decide, did I believe in it enough?

And I knew that if I could get, I knew this had a place in the market. I knew it. And history proves me right.

Yeah. But yeah, there are no books, you know, to prepare you for what I did. And everybody's like, well, why didn't you go on Shark Tank?

Let me be clear. I created a product that the consumer wanted, but the consumer couldn't buy. So there's a million inventors and innovators out there.

Many of them go on Shark Tank. They start their website. They put their product on Amazon, instant success, because they've got the global, what, how many billions of people on earth?

Six, seven? Okay. I am the unicorn.

I'm the 99.9% that developed a product. Yeah. Consumers could not buy.

I had to bypass the consumer to go to the retailer to create this demand, to change their culture, to convince them that, hey, I know this has never existed before, but it needs to. And it was infinitely harder. So there are no books for what I did.

I mean, I don't know. I personally, on my 15-year journey, have never met someone like me that

created a product for the retailer. That's what Corporate America does.

[Liz Theresa]

No, right. It's supposedly always there. That's like, because as the consumer, you go and you get what you get.

Do you know what I mean? When you pull up.

[Drew Ann Long]

So I had, yes, I'm an innovator, but I had a different path because I couldn't sell to the consumer.

[Liz Theresa]

Yeah. And I mean, no wonder you went to social media to go create the, you had to create the demand in order for them to take you seriously too. So that was, I feel like it was like one part social media, second part contacting.

I love all the brazenness. And I really mean that. And like, it's just cool.

Like how cool of you to like look up independent grocery stores across the United States and just call them. Cold call. That's so cool.

[Drew Ann Long]

Yeah. And you know, so thankful for them because they didn't know me from Adam's house cat. You know, they're like, what lady are you talking about?

I'm like, so I cringe in those early days. Yeah. I'm like, oh my gosh, what I did to get this thing off the ground.

It's embarrassing. I read a quote recently. I read a quote and this is so true that said, it was about entrepreneurship.

And it said, embarrassment is the cost of entry. And there are no truer words because you have to be willing to be embarrassed, eat humble pie, do things you thought you would never do. Embarrassment is the cost of entry.

And I lived that. And I feel that to my core because you have to be willing to put yourself out there for the world to see. I mean, I was out there and if this failed, holy wow.

I mean, I told my husband, I'm like, we're gonna, you know, I'm gonna crawl in a hole if this doesn't make it. Because I felt so exposed, but that's what it took.

[Liz Theresa]

And you also knew you were right. You had your like inner knowing that was like the world needs this.

[Drew Ann Long]

I knew I was right. And I had the backing of the special needs community of the world's largest minority group. I am yet one voice.

Yes, it was my idea. It was my money. It was my embarrassment out there.

But without the backing of the special needs families across planet earth backing me, it would not have happened. I needed that. I needed moms in North Dakota, in Miami, in California, going to Walmart saying, we need this.

I needed that. And that is, without that, without the power of the special needs global community, Caroline's Cart would not exist.

[Liz Theresa]

That just gives me chills. Do you ever give yourself chills when you really think about it? Oh my gosh.

It is, it's humbling.

[Drew Ann Long]

It is, you know, well, it's so absurd to me sometimes when I look back and like, and I think what I did, you know, my husband and I sometimes we're just like, we really can't fathom the depth and breadth of the reach that this cart has done, you know? No, it's way beyond you now. It is beyond me now.

It is bigger than me. It is humbling. God, I still get hundreds of photos a week all over the world and they never get old.

And I just, I revel in the fact that, wow, again, one, my idea, but I give so much support to those that rallied behind this and needed it. And they believed in it as much as I did. It was my idea, but when I put it out there they believed in it as much.

So you didn't even do any crowdfunding. You just had to find the money. Yeah, it was my, yeah, I did not.

It was my retirement that everybody like, here's my, one of my favorite questions I get sometimes. What kept you going? I'll tell you what kept me going.

Losing this house kept me going. You're like, I needed walls. Right, I didn't, my kids needed

shelter.

[Liz Theresa]

That's what kept me going. Yeah. I think to be an entrepreneur requires tenacity, to be an inventor and to be the type of inventor entrepreneur that you are where you can't go B2C, you have to go to the corporation.

Yeah. Major tenacity. I mean, it's an unwillingness to relent.

It is, and I'm so glad.

[Drew Ann Long]

I'm so glad I had no idea what I was getting into because I would have never done it. You know, I thought I was gonna follow the law, draw this, take it to the corporate America and they were gonna be like, lady from Alabama, thank you. What a good idea.

We got you girl, what is this? Oh my gosh, it was rejection for years. And had I known that early on, had someone shown me what the issue is, I would still be sucking my thumb under my bed.

I would never have done it. Yeah, cause how hard? Right, cause my husband's like, if we thought we were gonna have to use our retirement, what the heck does that?

We had to pay taxes and fees, penalties. I mean, we would never have done it. So hallelujah, I was so naive that I just thought that everyone would just be, oh lady, what a good idea.

We got you, oh gosh. Well, this doesn't happen that way. No, it doesn't happen that way.

So you better buckle up and prepare to put it all on time.

[Liz Theresa]

So wait, so what's next for Caroline's Cart? Because your company, of course, in the beginning, you were like, are we doing this? I think we're doing this.

And then I went through all of these, the story's amazing, but like I went through all these moments, right? Where the story started looking different and the story started looking different and now it's never what you thought it would be. But what do you think is next for you?

[Drew Ann Long]

Well, of course, I always, there's still runway for Caroline's Cart. As much as we are just about everywhere, we're not, like Costco. Corporate Costco does not like us.

Oh. I know, people, so Sam says, you're so likable, I don't understand that. I mean, I'm not getting

to the right people, clearly.

So if I've got any corporate Costco listings out there or ties, I'm your girl, I need to come see you. What's next for me? Of course, I'm still working on the cart every day, but a couple of years ago, when my oldest daughter went to college, we were looking for scholarships.

There's so many out there. I really thought there would be one for special needs, if you have a special needs sibling. Yeah.

And there wasn't. So I had another idea. And my husband knocked me down and said, we are doing nothing else.

I'm like, but this isn't a product. This is a nonprofit. So we started Caroline's Cause.

Why did we do this? We wanted to give back to the special needs families that helped me get the cart off the ground. Because without them, it would not be here.

I can't stress that enough. Yeah. My idea, my money, my butt on the line, but that wasn't enough and I needed them.

So we wanted to give back to these families. So Caroline's Cause is for families like mine. They have typical and special needs.

And the scholarship is for the typical kid, not the special needs kid. There's a million. If you have a special needs child that can go to college that is high functioning, a million scholarships out there for them.

Yeah, yeah. Zero out there for the sibling. And we want to recognize the sibling.

I watched my own kids take a back seat to Caroline. It's all they know. They love her no less, but it's hard.

The beach is hard. My kids are like, can we go to the beach, mommy? Caroline can't go to the beach.

Mommy, can we go? Caroline can't do that. So we want to say, hey, special needs sibling, we know that you have taken a back seat.

Yes. And we're proud of you and we see you and we wanna give you a scholarship to college.

[Liz Theresa]

I do feel like no one talks about the sibling. No one talks about the sibling. So that's what this is.

Yeah, and they just go along, you know, usually.

[Drew Ann Long]

That's right. So this is for them. And we say it's a win, win, win.

It's a win for mom and dad because it's money. It's a win for the special needs. It's a win for the typical sibling because this might be the only scholarship they get on awards night.

And it's one time, it's \$5,000. It's substantial. And the biggest winner of all is the sibling because without that special needs sibling, you don't even qualify.

So we say it's a win, win, win for everyone involved.

[Liz Theresa]

Yeah. And so you had to get a patent. I mean, like, we went over that, but like, isn't that a whole thing because you had to create the prototype and you had a napkin drawing?

And then to get a patent, don't you have to like, have like a blueprint-y version of that? I'm gonna get a rash on my neck.

[Drew Ann Long]

Is it hell? God. And there's like 75 I needed.

I'm like, what? Oh, you needed more than one? Sister.

Help me. There are, so just on my little napkin drawing, I had to get something called a provisional patent. Then you have to get a design patent.

Then you have to get a utility patent. So it's money, money, more money. Then you have to get international patents.

I forgot about that part. Oh my gosh, it's so much money. And then the patent board has every right to deny you.

So my first patent, so you spend thousands and thousands and thousands of dollars denied. Why? Just little reasons.

I think it's just because they want more money. So then you have to, it's such, so I have so many patents, yes.

[Liz Theresa]

No, because like, I'm only, so I'm in the branding world, right? So I'm familiar with trademark and copyright. Like I know those ones.

I have those two. I had to, I had to copyright my logo.

[Drew Ann Long]

I had to trademark my logo. It goes on and on. And here's the other thing about patents.

They come up for renewal. So just because. Oh, I hate that part.

Right, it's not a one time. No, it's the worst part. No, thank you for your hundreds of thousand dollar.

Thank you. And two years later, if you still want this, you have to pay more money. Oh, it really never stops.

I think that's wrong. That's why, again, that's something that I wanted corporate America to, you know, oh my.

[Liz Theresa]

So yes, I assume. Oh, so in the beginning, that's why you really wanted to like do this because it's so many things.

[Drew Ann Long]

And I didn't know that. But my husband was like, you know, I think patents are expensive. I'm like, oh, shut up.

It can't be that much. Oh yeah, it's so much. How much is it?

Can I ask you? Is it? Well, I mean, I'm sure I have over 70, 80,000 in patents.

Wow. Probably more because not only do you have the patent fees, you have to pay the lawyers. You have to have lawyers for all that.

Right, the lawyer fees. Right, and then you have to keep them up yearly. And lawyers manage that.

But I needed it because that is how I make my money because I license my patent now. So Caroline's cart can't be made without me because I own it.

[Liz Theresa]

Right. In the long run, it's good. But it- Because you get paid for the license, you would get paid for licensing, right?

That's right, that's right.

[Drew Ann Long]

So, but you have to have it because, you know, that's how people make money. So they're good, they're necessary. Yeah, yeah.

They are very necessary. And I mean, I'm glad I have them, of course, but that was more money that we didn't have that, thank goodness, our retirement was able to pay for.

[Liz Theresa]

What did your family think?

[Drew Ann Long]

Very supportive, oh my God. Oh, yay. Very, very supportive.

Yeah, they were walking this journey with me. They're like, they didn't know it was that hard. I mean, they were like, oh, yay, go Drew, you can do this.

And, you know, two years later, I'm, whoa. Well, you were in the thick of it. I was in the thick of it, I'm like, so what?

So yeah, it's very, very supportive. I mean, my husband was, of course, my biggest cheerleader. You know, this was my baby because he worked full time.

You know, somebody had to pay the bills. So it was mine, but I did have great, great family support. You couldn't do something like this.

Right. You know, you just couldn't, yeah.

[Liz Theresa]

I love it. Well, and it must be, you must still get like that really cool feeling when you go to the store. Never gets old.

No, I would think that never gets old.

[Drew Ann Long]

Ever, ever, I'll be 85, Lord willing, the Lord will let me live that long and I'm gonna still see it. And it's a sense of accomplishment. It's a sense of pride.

It's a sense of legacy for my daughter, Caroline. Yeah. You know, here's Caroline.

She was 25 in a diaper, doesn't walk or talk. And she knows the story and this is, the world will know who she is, you know? And they do now because it is her legacy.

[Liz Theresa]

Yeah. That's beautiful. I mean, it's beautiful.

I mean, like when you really think about it, that's gonna be forever. Like you forever changed, like you forever changed like an institution of how things are done. Right, right.

And you've said, oh, wait. And I really also have to say, I appreciate the way that you refer to the special needs community. What did you call it?

The most, the largest marginalized? They are the world's largest minority group. Minority group.

And I think people don't think that. No, I don't know that. I don't know that.

[Drew Ann Long]

And there's a stat. I just did, I just spoke. I can't remember what it was, but they contribute.

Oh gosh, it's 8 trillion, 8 trillion annually to the global spending, which is 60, they contribute 63%. It's in the trillions, but it's 63% of global spending comes from the special needs community. Google it.

Yeah. It's like crazy. Yeah.

Whoa. Disabilities, what in school now? I mean, you know, and it's just, and I think it's always been, but we didn't have the testing in the 80s to prove that.

I agree with that. We did, now we do. And it's, there's not a community.

There's not a school. There's not a church. There's not a business that is not touched by the world of disability.

It is a minority group that can no longer be ignored. Yeah. It can no longer be ignored.

[Liz Theresa]

I just, your whole story. I'm like, oh my God. I just love that you took us there.

I really mean it because I also think it's a reminder to listen to your nudges. Like you had this nudge and like, you were like, this is supposed to be there. Why isn't this there?

This doesn't make any sense. Right. And then you really followed through on it.

And I really think, thank goodness that you followed through. It wasn't okay.

[Drew Ann Long]

I mean, I, and it's because I was in the trenches of disability. I mean, it was my life. At that time, eight years, I'm like, you people in corporate America, you just don't know.

You don't know. And if you walked my path for a day, you would grab my simple drawing and do it in a heartbeat. But you don't live it like I do.

And that's okay. And I don't fault anybody for that, of course. I didn't know until I had it.

Hello? So it was a burning desire in my soul and I could not let it go. I believed in it that much that I thought, okay, well, I don't know how to do this, but this is gonna happen one way or another.

[Liz Theresa]

Well, I feel like we should all listen to our nudges. You know, I feel like if you're seeing something that's not there and you're like, why isn't that there? I feel like your story tells us we should do it.

[Drew Ann Long]

Yeah. And there's a lot of fear of the unknown and I've never done that. And yeah, and I get that.

I lived that fear and that's a real thing. Yeah. That's a real thing to listen to, but you have to weigh that.

And my husband says it best. You know, we could not live with not knowing had we, if we had not gone, we would always have wondered. I wonder if we had tried.

Yeah, yeah, yeah. What could have been? What could have been?

So you have to ask yourself that question. Are you okay with not ever knowing? We weren't.

[Liz Theresa]

We weren't. Yeah. Oh gosh.

I just like, everything is chills. So Drew, tell everybody how they can find you online. I want them also to go, not just to check out the cart.

They can also go to the store, of course. But like, how can they also support Caroline's cause?

[Drew Ann Long]

Okay, so how do I fund? I'm glad you asked. How do I fund the cause?

I do it through speaking engagements. Yeah, yeah. So any of your listeners, I go to corporate events.

I do all the things, disability events, you name it, I do it. And people can pay, make a donation.

Yeah, yeah.

A tax-deductible donation to Caroline's cause, and that pays me to come speak. Now it has to be more than \$100, of course. I mean, we take any donation.

We take Venmo. If somebody wants to give me \$100, yay, I love it. But for corporations to hire me, I think one of the benefits is you can make a donation to scholarships and get a tax deduction, and then that hires me to come speak.

So that's how I- Oh, that's amazing. Yes. So, but yes, drewandspeaks.com is my website, drewandspeaks.com.

We take Venmo. There is no, I've gotten Venmos for \$5, so anything. But I do push the corporate side of that because I know corporations hire speakers, and it is a great way to get a tax deduction to hire me to speak and give scholarships at the same time.

[Liz Theresa]

I love it. I love it, Drew. You're awesome, you guys.

All the links will be in the show notes. Drew, thank you so much for joining the show today. Thank you, Liz.

It was great.

[Liz Theresa]

Thanks so much for listening today. Be sure to subscribe and listen again later. Tell your friends, leave a review, because all of that helps me do all of this.

For show notes and more information, check out LizTheresa.com slash podcast.

[Liz Theresa]

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