

FINAL LOB EPS420 Melissa Davis

[Speaker 1]

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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 Melissa Davis. Welcome to the show, Melissa. Good morning.

Thank you so much for having me. I'm excited to have you. So tell everybody a little bit about what you do.

Sure. So I am a former teacher of almost 20 years, and I left the classroom about three years ago now to start my own business called Education Advisors. So I provide professional development and support to teachers and parents on addressing who I have now deemed affectionately spicy nuggets.

And I also would love to partake in spicy nuggets. So it's a very happy thing. It's like telling somebody, like, you're lovely, like, my dumpling, but this is better.

Yes. Yeah. So I work specifically, usually, with the kids who have emotional and behavioral issues.

And I'm working on addressing behaviors in the classroom more proactively, and also addressing behaviors at home more proactively. So I have three thoughts on this. One thought is that how Lady Gaga has her little monsters.

Like, you have your spicy nuggets. We could make, like, t-shirts for this. Yeah, it'd be so cute.

One of my friends gave me, like, the emotional support nuggets, like chicken nuggets. I've seen

the ones that are, like, they also have, like, chicken nugget pillows. Yeah.

They're so cute. No, I love this. And so I have, you know how I said 5,000 thoughts?

My first thought was, oh, you're Lady Gaga, and those are your little monsters. So those spicy nuggets are your little monsters. Also, my second thought was, thank goodness for somebody like you to come in, because I am acquainted with spicy nuggets, like, in my life.

Yeah. You know, and- We all have them. And I perhaps may be spicy on occasion.

We don't know. Jury is out what's going on here. We don't know.

But I'm glad that you exist, because I was interested, it's like, I looked at your website, and it says that you do work directly with the schools, too. So, like, does that mean a school, does a school ever hire somebody like you, or does a parent always hire you? So I do a lot more work with school districts now.

So normally, a school district will reach out and ask me to do some professional development for their teachers. I prefer to do professional development also with me going into the schools, and seeing the programs, and meeting the teachers, and seeing the kiddos in action, because I get a much better picture of what's happening. And then also, from there, I then kind of design a plan with the teachers on how can we address this?

How can we make this better? How can I make this easier for you? And then kind of go from there.

But- So is that what the academic development days are? Is that you? Yeah, yeah.

You make everybody stay home? Yes. All of your kids are home, because I'm working with the teachers.

They're getting, like, superhero training from you on how to handle your wild animals. Or, you know, your spicy nuggets is better. No, it's all fun.

That's awesome that you get- So how do you think, like, did- Because, like, whenever I meet people that are educational advisors, I always make the assumption. You know, they say about assuming, though, makes a bum out of you and me. Because I'm a mother.

I don't say the A word. But yeah, like, it makes a bum out of us if I assume that. Did you start in advocacy?

And did you transition to this? Or did you start in this side of it? So I- Well, I started as a teacher.

So I worked- Actually, I started out my teaching career at an adorable little private school outside of Burlington, Vermont. And I joke that it's, like, the most Vermont school. Like, if you picture- I

was gonna say, it's very Vermont already.

Very Vermont. To be private. And I just picture, like, you're in a field somewhere.

Yes, yeah. We would sing Blessing Trees and Flowers. We would go on hikes every day.

We were on a farm. So we got to feed the animals. Like, it was very much, like, grassroots Vermont.

Which I loved. And I did that for a year. And then my husband got transferred down to Massachusetts.

And I ended up at a therapeutic day school for kids who were removed from public school due to severe emotional behavioral outbursts in Jamaica Plain, Massachusetts. So kind of, like, two complete opposite ends of the spectrum. Yeah, Jamaica Plain is not Hermonte at all.

No, not at all. Way different. Way different.

There were no fields. No. Only concrete jungle there.

Exactly. And so it was, I did, you know, I always say, like, you name it. I've had it happen.

Like, I've been bit, hit, kicked, punched, spit on, Lysol spray in my face. Oh, Lysol! That's a little, that's a little mean.

Yeah, yeah. It was no training. I understand.

But it's like, you looked for a weapon. Yeah, yeah. I've had scissors used against me as weapons.

Like, nothing surprises me. I've even had feces thrown at me at one point. Are you drunk, Tom?

Is that why you're good in a crisis? I think so. Yeah.

In this world, do I want to be with you? Because you'll be like, Lys, this is tough. It's probably tough.

It's okay. Like, we'll figure it out. We'll probably get through this.

It's probably something else after this anyway. Like, you're gonna be like, so chill about it. Exactly.

Yeah, that's kind of, everything was always like, you know, I'll know you're ready once you have a calm and quiet body. Like, that's like my go-to saying. Oh, that's a good one.

Yeah. But I ended up really loving working with those kids. And I found it so rewarding that I

spent about half my teaching career working with those, you know, teaching kiddos, working on reintegrating them back into public school, designing programs to help them.

So when I went into them teaching in public school, I then had kind of this knowledge base that I found that some of my colleagues didn't have. And so I kept getting people coming up to me being like, how did you do that? How can they listen to you?

Oh, how did you stay calm in this situation? And at that point, you know, once COVID had hit and COVID had kind of passed, I was, you know, thinking about, I have two young kids of my own, and I felt like I was giving so much to the kids at school and to everyone else's children. I had nothing to give my own.

[Speaker 2]

Yeah.

[Speaker 1]

So my husband was like, I think you have a business here. And so that's how I kind of got started. That's amazing.

And then the other, it's really, I mean, it speaks so much that the other teachers are like, you know, looking at you and they're like, why can't we? I wish I could get through to so-and-so probably is what they're thinking. Because I think most teachers want to do well.

I mean, there's, I'm sure you've met your share of teachers that you're like, oh God, I'm retired. I mean, like. I mean, that's in every business, right?

Where you were born down. You know, like, I feel like, I mean, that's a very special thing, but I think most teachers want to get through to the kids.

[Speaker 2]

Yeah.

[Speaker 1]

And I had a client once that was a parenting coach and she used to say all behavior is communication. And it's probably something that you know already. But like, it speaks to that where it's like, I'm going to wait until you're in a calm body.

Yeah. Like it's, and then you let them do whatever until they settle. Yeah.

I guess it also kind of gives them their power back. Because I feel like when they're reaching for the scissors, that's like, I want to be in control moment. The Lysol still feels mean.

The Lysol is calculated. I mean, scissors is like mean too, but Lysol is like, dang girl. You, you went, yeah, you, you thought that out.

It'd be weird if you were overly nice though. And you were like, thank you for cleaning my eyes. I feel like that's so much better.

Like, and I'd be like, I'm so frustrated. No, and so when kids, I like when you say spicy nugget because it covers, I hate to say spectrum, it covers a spectrum of behavior though, because it's not necessarily, like it doesn't necessarily pathologize every kid. Yeah.

And do we have to, I mean, like, no. No. And I think that that's, that's part of it.

Right. And you know, like how you said that, you know, behavior is communication. I really look at behavior as a lack of skill because a child is behaving, or even adults are behaving in a way because they lack a certain skill to know a different way to get what they want.

Right. So like, if you have a kid who throws a temper tantrum in a candy store because they wanted a piece of candy, well, that has probably worked for them in the past. So they don't know another way to get that candy.

So that's why they do it. So there's a skill that's lacking. Yeah.

And behavior, you know, even if we're dealing with behaviors for our own children, we're dealing, it's very emotional, not only for the kid that's involved, but also for the person dealing with it. We can get emotional and triggered from behaviors that we're seeing, right? Like, how come my child's not listening?

How come I had to ask them five times? We're running late. Like all of these things.

I look at behavior as more of a lack of skill. I feel like it takes the emotional reactivity out of it. Yeah.

And then I can teach lack of skill, right? Especially as educators.

[Speaker 2]

Yes.

[Speaker 1]

Don't know how to read. I can teach you how to read. If you don't know how to add numbers, I can teach you how to add numbers.

If you don't know how to ask for help, I can teach you how to ask for help in an appropriate way. If you don't know how to approach a person to ask them to play, I can teach you how to do that.

Yeah.

So like, if we look at it from that perspective, I feel like it can really change our mindsets as the adults working with these kids of, you know, in a way that's not as electrically charged for us as well when we're dealing with some of these kids who are having some of these big behaviors, like picking up a bottle of Lysol and spraying it in our face, right? Right. Well, and like, when you think about behaviors, isn't it also a mirror?

So if you have a big reaction to something, then their reaction will be big to compensate or to mirror your reaction. Yeah, yeah. And I've definitely seen that where you kind of feed off of each other.

Yeah. And then I've also seen too of like, we engage in this power struggle with a child, right? So it's like, you need to put on your shoes.

No, I don't. Yes, you do. Well, why do I need to do that?

Because I told you so. Like, and it just continues to elevate. We're like, I've dealt with some kids.

I'm like, oh, it's time to go outside. Please put on your shoes. I'm not doing that.

Okay, that's your choice. Let me know when you're ready. And I just walk away.

And some kids are like, why aren't you yelling at me? Like, why aren't you like telling me that this is what I have to do? And I'm like, well, if you don't want to go outside, like that's fine.

You don't want to go outside. You don't want to go. Like, that's fine.

Yeah. But like, these kids just don't know even how to react to that because they're so used to getting in that power struggle or that combativeness that then when all of a sudden you just step back and go, okay, they're like, oh, well, I guess I'll put on my shoes because it's not... They might get yelled at at home.

Like, I feel like moms, they really... I said this to somebody the other day. Like, you have a baby and they just let you leave with it.

So y'all think that's a bit crazy? I remember, like, I was standing in the... I had my baby at Seltzer Hospital in Weymouth, Massachusetts.

And I was standing in the lobby and I was waiting for my husband to bring the car around. And I'm just standing next to this car seat with this tiny person in it. And I was like, oh, so I guess I'm just going to bring this home.

I'm like, I was like... And then people were looking at me like, oh, it's a baby. Congratulations.

And I was like, thank you. Like, I'm like, but I don't... What do I do now?

And then I brought him to Duncan on the way home because I really... Well, you know, we talked coffee. You know, you have coffee feelings and this is good because I understand that.

And so I... But I was like, I desperately want a Dunkin' Donuts hot coffee regular. I really wanted it.

And so after we went to the... Did the baby thing, I made the baby. I gave it, put it in the car.

I gave it to myself, I guess, and put it in the car. And then I went to Duncan. I'm in the drive-thru and they're like, he's like, he's like screaming.

Like, no idea. Well, you might because you're a mother. So, and you've had...

You've been yelled at. But like, he's like screaming. And then the Dunkin' Donuts drive-thru lady's like, your baby doesn't want to be here right now.

And I was like, I just made him. He's new. Give me my coffee.

Like, he's just got here. I always say it to him. I'm like, he's a good guy.

We really just met a few years ago. That's what it is. Like, I love him.

But like, I don't know. Yeah. I remember getting home with like my son when he was first born.

And like, we put the carrier down, like on the floor. And my husband and I just sat there and I'm like, now what? What do we do now?

Exactly. I looked at my phone a lot. And then I felt bad about it.

Cause I was like, should I be playing classical music or like having him learn Spanish? And I used to worry that like... And my brother was like, oh, like that's like, you know, that's parent guilt.

And he's like, but you're fine. The baby's like, it's there. You know, does he eat?

Is he sleeping? Is he normal-ish? Normal.

It was a little spicy, but he's there, you know? And so, but now he's... And then I remember he went through a time when he wasn't talking.

And then I asked him about it now, cause now he won't stop. But I asked him about it now. I go, why weren't you talking?

He goes, maybe I was shy. Like, he's responsive on it. Like, I used to just cry at night.

Cause I was like... And I remember I talked to one of his teachers. Like, he put me through a lot, my son.

Talked to one of his teachers. It was like his pre-K teacher. And I was like, I just, I go, what if he doesn't get married?

She goes, you don't want him to get married.

[Speaker 2]

And I was like, oh my God.

[Speaker 1]

Made me feel so much better. I tell her about it even now. It was so funny.

Cause I was like, what's gonna happen? What if he doesn't get married? She goes, you don't want that?

So funny. Cause she was like, she was legit. She was, she was a really...

You know how there's some teachers that you're like, oh, this, this is a special teacher. Yeah. She, she had it.

You have it too. You can have it too. Everybody should have it.

But she really, she also had it. Yeah. And where like, there's like a special degree.

Of attention and care that they bring to the job that I, not that other teachers don't want to, but like, I don't know that they have it. Yeah. No, I understand.

Available to give. I completely understand what you're talking about. And I've seen all ends of the spectrum.

Yes. Yeah, man. Yeah.

You have. And like in teach, in adults. Well, you said in adults and in children and kids.

Yeah. Yeah. So do you work with all ages of kids and stuff?

So I usually focus on elementary aged children. I really believe in early intervention, especially when it comes to really anything. You know, my daughter received OT when she was three.

You know, we also received some other therapies when she was younger. So I'm a firm believer in that. So I really feel like if we can kind of teach these kids, these missing skills at a much younger age, by the time they get to middle school and high school, you're not going to have

some of these bigger behaviors that some of these kids engage in, because they know how to manage themselves.

They know how to, you know, ask for things appropriately and those types of things. So, yeah. No, I think that's a lot of work with preschools too.

Yeah. Which is kind of nice. There's a, I feel like there's a big need of having professional development at that younger level that really hasn't been there.

So that's kind of been really interesting to go in and work with preschool aged children. And, you know, plus they're just so cute. Like, and I feel like it's up to you, like, and maybe they're just like, hi.

They're like, hi, I love you. And they like hug you and you're like, oh, okay. Here's where we're at.

So that's so cute. My son was sweet. Like my son is sweet, but he was like very cute like that.

But I remember, see, I did all, I didn't do early intervention because we missed it because of COVID or something. And so like, and then we ended up get, he got into preschool, but then they were amazing at like in Rockland anyway. I'm in Rockland.

They're amazing. All over him. Massachusetts in a whole is just amazing.

I do a lot. I work in Brooklyn, New Hampshire, but I do a lot of work in Massachusetts. And they, there's so much out there about really addressing kind of these behavior issues that we're seeing post-pandemic and looking for the whole child and different ways that we can support them.

And it's been a really amazing experience working with those schools. Oh no, I, and New Hampshire is so different. See, cause I, every state is so different.

And then I have mom friends, right? That live all over New England. So I have like, I would say I am acquainted-ish with like how they navigate these kinds of things.

But like New Hampshire with the person that I'm thinking of, there hasn't been as much attention intentionally placed on it. And I don't know why, but like with Leo, it was like, oh, he's not talking. Let's all panic.

Like everybody panicked. And I can't, I panicked. Cause I was like, I understand them, but like I'm his mother.

It's like, we're like, I know around for the rest of his life. I can't be there forever. I like, and I want to be able to talk to other people.

And, you know, and so I, what we, with here, it was like, there was a, there was a, there was like a specific, like, here's what you do. I mean, they didn't say, here's what you do. But I just, I I'm

loud.

And I go straight. I was like, I'll just email the superintendent right now and be like, you have to answer me. Cause I'm a mother.

And he did, he answered me right away. Then he was like, who is this woman? Cause I like, nobody, they were, I was like, well, who do I email?

And they're like, just email the school. And I was like, what is the school? I didn't even know what the, I just moved here.

Like, I was like, I don't know what anything is. So I was like, I'll go straight to the top. Go to the top.

That's like, whatever, anything else fails. It just goes straight to the source. And then you ask it.

I asked so many questions. I've learned so much now, but it's like, by contrast, the mothers, the mom friend of mine in New Hampshire, it's been like, oh, well, you know, teacher's not really worried. And like, yeah, they don't go to OT anymore, but, but I'm like, but what do you mean, ah?

And then like, you deal with all these difficult behaviors. Yeah. I will do this.

And they're in like, oh, a lot of that nonsense. A lot of times too, you know, since we know behavior is a form of communication, there's much around the behavior. So not only is it a lack of skill, but it's also kind of like, okay, well, why is this child shutting down?

Or why, like, what is the why behind it? Because then you can address kind of the function of the behavior, what they're getting out of the behavior. You can then look at what is the skill that I need to teach them.

And also then if I can stop that why from happening, then, you know, then that also helps things as well, right? Because you can also preemptively step ahead and be like, oh, you know, like this child doesn't like loud sounds. So here's a pair of headphones on your desk just in case if you need them.

And now you're not having a meltdown because you have access to something you need to block out something that you don't like. So there's so many different ways that we can kind of address stuff proactively. And I feel that the education system is a very reactive system, right?

You have to fail enough to receive like an IEP or IEP services. It's like healthcare is like that. Yeah, exactly.

And so it's kind of trying to change like, okay, well, how can we take this reactive system that we're being put in, look at it in a more proactive manner and say, how can I just tweak things that I'm doing in my classroom to really kind of address these issues ahead before they become any

bigger? Yeah, and that's what, and then it's hard as a mother because when you say that, like you wait until they're dysfunctional to get the IEP. And that's almost better because if you get stuck with the other one, the 504, like you don't have as many, right?

Hold on, I'm like barely remembering this. So with an IEP, normally there's services, direct services that you can get in the child. With a 504, it's just kind of general accommodations that you can have in the classroom.

Yeah, and that stinks. Only because it's a hand stink. Like at Disney World, we went to Disney World and my nephew got DASPAS, right?

And this kid doesn't have a diagnosis. There's like, right? I'm just saying this because I think this is where, and then they would say, it's not for if you have a diagnosis is if you're really dysfunctional.

Whatever, Disney. Anyway, that's what Disney would say. And then my son got accommodations, which stinks, okay?

Because all that means is, oh, if you're in line, you can take a break from being in line. And I was like, oh, I'm sure that would go over really well with like a bunch of people around us. That said, side note, no one should ever wait in line at Disney because it's \$30 to buy the lightning lane.

Just buy it. Because do you see these people that wait for, there was an hour long wait for a Tower of Terror. Tower of Terror is a three minute ride.

Oh yes, yeah. If you paid \$30 a person, you just ride in and move on with your day. Yeah.

I just couldn't. And I was like, if you come to the park, you've already lost a lot of money. You might as well lose another hundred dollars.

I just don't. So if you're listening and you wait, I want to understand, actually, you know what? Nobody listening to the show is that dumb.

I think everybody here would get the lightning lane. It's so bad. It's so funny that you say that.

Because my, so my husband's diagnosed, like, oh, so we haven't been to Disney World. Yeah. My husband's diagnosed with ADHD and both my kids, my son and my daughter also have ADHD.

And so my son said to me, he's like, I don't really want to go to Disney World because there are way too many lines. And I can't wait in line that long. I was like, I mean, yeah, you're right.

He's like, I would go absolutely stir crazy. I'm like, you are absolutely right. You would.

The lightning lane. We didn't wait. It was no waiting.

Like a splash mountain. But you would have to lightning. You would want to do, but see, you'd have to hope for a death pass.

Things would be stinchy with those. They've gotten really strict now. And you've been seeing people who should be getting these types.

They just don't get them. Yeah. I think they want everybody to just buy lightning lane.

I think so. To be honest, it seems like a money grab. I mean, they don't sponsor the show.

I can just say whatever I want. I mean, it's Disney. How can Disney not be a money grab?

The whole thing there. It's, I mean, I loved it, but it's a whole, it's a whole thing. Yeah.

It's emotionally exhausting. Like somebody said, it's not a vacation, it's a trip. It's a lot involved.

And then I went with my brother's family and they get up wicked early. So they're, they're in the hallway at 7.30 kind of people. And I'm like, I don't see 7.30 unless I'm getting on an airplane. So like, that's what I'm like. Like, I just don't, you're a teacher though. You have to get up.

But like, I don't get up. Well, and my son, he wakes up every day without an alarm clock. He is up every day.

Those people that can do that. Oh, every day without. And it doesn't matter what time he goes to bed at night.

He could go to bed at 6 o'clock every single morning. Good for him. I guess.

Although I'm a summer, that's rough for you. Kind of. As you see, as the mom, it's kind of not so great on the weekends.

I know the times where I can. Tell him to do quiet time. Do you do that?

Like, yes. He normally does have quiet time in the morning, which works. In fact, we were for the longest time.

He's older now. He's 10 now. But we have a clock that had like the red light, green light.

Yeah. Red light when they can't get out of their room. I have that.

Yes. Oh, my gosh. It made such a huge difference.

Yeah. Well, and I had my friend bought my son a digital clock just so he can know what time it is. Because I'm like, if it's before nine on a Saturday, I don't want to see you.

I just can't. I go, I don't wake up early. And then he's still at nine.

Sometimes 8.45, he'll come in and then he'll grab my iPad and then sit on my legs. And watch something. I just let it happen.

Because I'm like, as long as I'm asleep. So I'm so like, I'm so easy, though. And I would say my husband is the tough person.

It definitely rolls reverse in our household. Are you that tough person? Oh, yeah.

Yeah. You're trained in toughness. You have Lysol sprayed in your face.

Like, you're like a prison guard. Like, because they might beat up. My son says to me before he goes, Oh, why did my mom have to be a teacher?

Yeah, because you're good at it. Anything there, buddy. Sorry.

No, it's just it's who you are now. I had a conversation the other day with this really interesting lady who gave me a free coaching session, like was based on like, the stuff like her coaching methodology. And she was like, it was just about, like my professional, how I am like, it's like about your professional personality or something.

She's like, I was telling her how I have a really hard time saying no, or like setting boundaries, like it's really uncomfortable for me. And then and then I'm like, but I also as I say this to you, I'm like, I'm sure it's not wonderful for everybody else to do it either. People don't like saying no.

You don't want to be the bad guy. No one don't want to be the bad guy. And then she said, but by saying yes, you're hold on.

It was it was a really good sentence. She said, you're giving tacit approval for unacceptable behavior by going along by not saying anything or going along or saying yes. Yeah.

And I was like, well, because like I didn't I never thought about it with regards to parenting, but it's the same, the same. But then with like, I was having a problem with a client. And I was like, by not saying anything about something that really bothered me, the client like got away with it.

And now the next time now I have to like, it's weird. I didn't address it, but I think I was like flummoxed. Like, I think I was like, I don't know what to do.

Like, it was like they did it to my face in the moment, and I didn't have time to sleep on it. But I was like, it bothered me. And then it didn't bother me.

Then it came up a few days later. So I was like, oh, this definitely bothers me. Yeah.

And then last night, I was up really late. You're probably gonna think I'm crazy, but I was like up really late. Replaying that person, but then also another person that really bothered me because another person said that they wanted me to do something.

Let's just say. Yep. But technically, it's out of scope with their package with us or their retainer with us.

And then I said, yes, like, like, let's just say it was a monthly meeting. Okay, I'm just gonna tell you what it was. They wanted to do a monthly meeting.

I'm not against doing a monthly meeting. But it can't be if you're not on a certain level. It shouldn't be more than an hour.

So it should be a 30 minute monthly meeting. And they were insistent that it has to be an hour because quote, they pay for the hours with me. And I was like, no, you're on a retainer.

So like, like, yes, that includes hours. But like, you're looking at me like, and like, like, you're not looking at me like person, you're looking at me like an hour. Yeah.

And it's almost petty to use me. This way. Yeah.

So then I was up last night. And I was thinking about this at 140. Because I was this really bothered me.

And so I was like, like, do I say something? Do I not say something? And then I like try to vibe out if I can like tune into my mom, because my mom is gone.

And I used to always ask her, how do I handle this person? Like she was a very good. She's just really smart.

She used to always give me good advice. I couldn't really vibe what she would say. But now that I'm talking to you, if I don't say something, it's sending the signal that it's acceptable.

Yeah. And then you're going to see it that behavior continue to repeat because they would just be just because I'm nice, but I'm not that nice. I had a regular nice, but do you know what I mean?

Like, but if your thing doesn't, like, then I would have to give that one hour slot to every single person on that same package for that to be totally ethical. And even energetically. And so it's not an even energetic exchange.

Because I was like, I don't mind meeting if we have something to meet about, but I don't want a monthly recurring meeting if there's no agenda. Yeah. Because I'm sure they'll invent.

Everybody can invent reasons to whine on a Zoom, but I don't do that. I can't tell you how many times I was like, that could have been an email. I could have been an email.

So I was like, and then like to use the reason we have the hours with you anyway is so insulting. Yeah. And I think for the person that said it, she works there, wasn't like the client that said it.

But then I was like, if she said it, I think from her point of view, she has to fill her calendar to look busy. That's her job. But that's not my responsibility.

Like, I don't have to comply with your little strategy of looking busy. Melissa, I have problems. You're like helping me.

But like, I need to stand up for myself. Yes. Well, and also, too, I mean, think about, again, you could even look at what is the missing skill here?

Yeah, to help feel that they're lacking. Am I lacking a skill? I don't know, but look at it from, so they've asked you to go out like beyond what their scope is.

Yeah, yeah, yeah, yeah. Right. So because of that, right?

Like, it seems to me that their skill is, the skill that they're lacking is identity, knowing what the boundaries that they have and staying kind of within those boundaries. And even the accountability to just email me when they need something rather than having to have a meeting on the calendar just because they need a reason to talk to me. Right.

Yeah, I agree with you. So even just, I was going to say, even because of the fact that it is outside of their scope and sequence, or scope of the work that you're doing for them, just being like, well, if you'd like to add something like this on, here's the package that includes that. Yeah, if I got paid, I wouldn't feel bad, to be honest.

Yeah, well, then if I'm not paid, I'm like, why am I, what are we, like, I'm technically paid because there's technically hours, like you could make the, but I was like, but they don't include hours with the CEO. Like, I'm the, I'm the person that runs the show here. Yeah.

Yeah. That's good. You coached me through that.

I like that. Because I was, I was up last night and I was like, and then I have to be a person tomorrow. So now that I'm up, I'm going to be grumpy.

Although for some reason, I'm not grumpy. That's good. Yeah.

You must have had enough caffeine this morning. Thank God. It's a smoothie.

It's all of my drinks on my desk. I got so many, like, I think I saw a meme. It was like a girl in the car and she's like, she needs more cupholders because she has so many drinks.

Because she's like, I have my, I have my, like, electrolyte water. Then I have my regular water. Then I have my coffee.

Then I have my smoothie. And I was like, we drink way too many things. We have a very, we have a very intense beverage culture.

I was going to say for, I, for a, I feel like as a child growing up, we had like the bubbler at school. We were never hydrated. I was going to say for being such a dehydrator.

Now I think we're overcompensating. We had milk or a juice box the entire day. That was it.

The whole day. Yeah. And nowadays they're like, oh, do you need a water, honey?

Like, do you know what I mean? Like my son gets headaches at school and it stressed me out. Cause I was like, oh, something else.

But then like, he's like, I go, did you drink any water? And he's like, no. And I was like, there it is.

Yeah. Well, you have to drink. Seven-year-olds carrying around like the 40 ounce Stanley cup.

They weigh 40 pounds. I was going to say, this is bigger than you. There's no way you can consume.

I bought my niece cause she's a peanut. They have like a kid little conversion. Yeah.

I bought her the kid one. Cause I was like, it's way too big. Yes.

I agree. Even this, the 40 ounce was too big for me. This one is technically 30.

Yeah. Like a 30. Cause the 40 was like, it was exotic.

If I had a burglar, I could plug them with that Stanley. So heavy. I was like, like throwing an anvil at somebody's face.

So big. No. So this is, I, this has been so interesting and good.

So wait, when did you say you started your business? I started three years ago. And now after working with a lot of school districts, I've now started branching out, doing more with parents, specifically kind of around helping kids with ADHD, just because I, I teach a class for teachers on how to help kids with ADHD.

And through that, I actually interviewed a bunch of people, you know, men, women, boys, girls, all walks of life from, you know, the age of six all the way up to the age of like 50, who all have it. And I found that it really shows up so differently between boys and girls and home and they're very different. So I actually just wrote my first children's book.

Yeah. It's now published. It's called a boy and his ADHD, a dog's perspective.

It's on Amazon and Barnes and Noble and Ingram. And I'm writing one for girls now. So that one's going to be my girl and her ADHD, a dog's perspective.

So it's about a dog thinking that they have ADHD and they're using all of the techniques that

they're hearing their owners talk about to kind of help them manage their symptoms. Wow. It's been really, it's been an amazing project to be working to have worked on.

Yeah. My son read it and he was like, mommy, it's me. It's me.

And I've had multiple people tell me that of like, their kids being like, oh my gosh, I do that. And I do that. And this is what I do to help me.

And at the end of the book, it has questions that parents can ask their kids and parents can ask their kids' teachers. And there's also a QR code that brings you to like pre-made materials. So like visual schedules, you know, homework helpers, different ways to help kids organize.

And that's all free for parents and educators to be able to kind of use this as a teaching tool and to kind of help these kiddos who might be struggling a little bit. Oh my God. We should put you in all the little, at all the kid libraries.

I'm starting making my way around now. No, you should do. You should.

Okay. So I'm writing a book, but it's not this adorable. Like what you've written is beautiful.

It's beautiful. It's not adorable. It's like, oh, it's so cute.

Like, no, it's like amazing. The dog, any book with a dog. I'm like, I should buy it because it's a dog.

There's a dog in it. My favorite book growing up was actually, it was like the book of dog breeds. I used to get it from the elementary school library because I love dogs.

I could be, I would be an amazing vet, but I'm not. That's it. But no, I, I'm like what you could do like guerrilla marketing is when I have my book, my book's a memoir, but I'm like, we should print a bunch of them and then go to the little free libraries.

And put them in there. And put them in there.

[Speaker 2]

That's smart.

[Speaker 1]

And somebody will eventually be bored and read it. Cause that's like, well, who else walks up to those? Do people walk up?

I've never walked up to one. I'm so shy about it. I don't think I have either, to be completely honest.

One, I did one because there was one at a park. And so I was there with my son and I was like, oh, I'm here. And I don't want to play.

Maybe I'll look and see what's in the little free library. And it actually had some good stuff. But that's good.

That's marketing. Like right there. It is.

I love that.

[Speaker 2]

There you go.

[Speaker 1]

So you're going to do that. I want, I'm going to buy your book. Because, you know, I don't know if my son could have that.

Well, and to be completely honest, if you don't have ADHD, there's a lot of really great techniques that we utilize. That I think that, yeah, that I think anybody could utilize. And also it makes you wonder if dogs have, if dogs have neuro difference.

Probably. So I was actually listening to a podcast from a psychologist and she said that she's looking at ADHD now as more as an adaptation and kind of like how, you know, like how people change over time. Yeah.

And how I wonder if like our brains are physiologically changing. To be more ADHD. Because of the technology and all the other things that we have kind of going on in the world.

I've thought that before. Yeah. And it was really, but it was funny because my son was the one who actually kind of gave me the idea for the book.

Because we have a dog. His name is Happy. Yes.

He is the Happy. He smiles and his tail is always wagging. I think it even wags in his sleep.

Like it never stopped wagging. He's a rescue from Puerto Rico. And he is like the cutest little thing.

But he is so hyperactive and he chases his tail all the time and runs around. And my son sat down. He goes, Hey, mommy.

I'm like, yeah. He was like, I think Happy might have ADHD. And I was like, huh.

Interesting perspective. That is an interesting perspective. And then did you have to find like, can

you draw?

Like, did you draw it? Or did you have people? No.

So I was fortunate enough. My cousin actually illustrated the book for me. And she is like a sister to me.

So this has been like a project that her and I have been able to work on. I'm an only child. So like she gave me the closest thing I have to a sister.

And it was so incredible to work on something I'm so passionate about with someone I'm close to. And it's just been, it's been such an amazing experience. And so, so that did, when did that book come out?

Was that recent? Yeah. So it just came out at the end of March.

So, so it's a new book. It's a new book. Yeah.

My God. My God. Okay.

So, well, I want, we have to stop because this has been, we, it's time for your last question. But before we go, I'm going to have you tell everybody, you know, where to find it online and all that. But before that, what's next for you?

Because like you have this business and the book, you know, yeah. What is the next thing that you're working on now? You think you started to say it's groups and stuff for parents?

Yeah. So I just released now a online class for parents to help them manage their kiddos with ADHD. So not only does it touch upon this, the different techniques that I talk about in the children's book, but it really walks parents through.

I'm like, if you want to implement some things, here's how you go about doing it. Here's how you introduce it to your kids. Here's how you roll it out to them.

And they're all things that I utilize in my own home for my own kids. And there are things that I've also taken from the classroom and adapted it to our home life. So I just released that.

And then again, I'm working on now the children's book for girls. So that's kind of my next thing also is to be able to have both of these books. So then that way, kids who do have ADHD can look at it and be like, this is me.

I am represented. And, you know, there's nothing wrong with me. There's nothing broken about me.

My brain is amazing. And here's how I can make my brain work for me instead of against me.

Beautiful.

Beautifully said. So Melissa, tell everybody how they can find you and find the books online. Yes.

So my company's name is Education Advisors. So you can find me at www.educationadvisors.biz. The book's name and information on where to purchase the book is on my website. But you can also find it directly through Amazon, as well as barnesandnoble.com.

And it's called My Boy and His ADHD, A Dog's Perspective. And I will hold up the covering so you can see. I know because of the thing.

But yes, there's the cover for you. So it is on those things as well. And yeah, yeah, it's just been a really great thing.

And, you know, I've sold almost over 150 copies now. And it's been getting wonderful feedback. And I just really love that it's helping kiddos see themselves in their positive light.

Amazing. You guys, all the links will be in the show notes. Melissa, thank you so much for joining us today.

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.

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