

Wichita Chamber Business Accelerator

Episode 51

Mary Billings

Ebony Intro: [00:00:00] Happy holidays, everyone. We're taking time to recharge before the new year and one it to replay one of our favorite episodes. Mary Billings with love of characters, shares her story of taking a risk to leave the corporate world to focus on her small business side hustle as a full time job. We certainly hope that you draw inspiration from Mary's story.

And we look forward to bringing you a new episode next week. Until then, cheers.

Don and Ebony: Welcome to the WCBA powered, of course, by Evergy. We got a great show in store for you today. Love of Character. Yes, I'm really excited. We have Ms. Mary Billings here with us today. Woo. I mean, what better way to nurture community than to support businesses like yours. So tell us a little bit about who you are and the name of your business.

Mary Billings: Okay. So my name is Mary Billings. I am the owner and certified party expert of Love of Character. we have our main shop is down in College Hill at Douglas And Hillside. And then we last year expanded and opened a shop over in Bradley Fair. so we carry paper, goods, party supplies, gift items, we've expanded a lot in our kid offerings as well. And then we do a lot with balloons and then we haven't this past year, but we're slowly getting back into doing events and such as well. So

Don and Ebony: That's awesome.

Mary Billings: Lots of things. the name actually comes from, I bought a house in College Hill and it kind of started as a fixer upper kind of fun DIY crafting blog called For The Love of Character because you don't buy a a hundred year old home unless you really love character or you're just crazy.

and so that. kind of sparked the name just because we love the character of our house so much. And then it kind of translated. Well, I just love adding character to your parties and your gifts kind of your everyday life of things. Finding those fun things that add a little extra touch.

Don and Ebony: That's neat. And you're right about the College Hill. You know, my uncle lives there and a couple of my cousins and they do love character. And you said you have to either love character, be crazy.

no, they loved that area. And I love that story about how you came up with that name. How many employees do you have?



Mary Billings: So I have 13 right now. one just, left, have a baby last night. So that was so exciting. So she's out for a little bit. Well, she has fun with that. so yes, we definitely, got bigger in size when I added the Bradley Fair store. It just has longer hours. So we had to have some extra staff over there as well.

Don and Ebony: That's awesome.

Now you guys took over the store where a Banana Republic used to be, right? Yeah. Wow. That's that's really, that's a huge,

Mary Billings: It's a big spot. They reached out last January, February timeframe, about doing kind of a fun pop-up situation. And they first showed me a smaller space. And then I was like, trying to think on, okay, if we can make this work kind of thing.

And then when I met up with them and some people from their corporate office, they're like, we've actually been wanting to show you this space. And I walked in and I was just, like, there's so much space.

Like there is a lot, I was a little overwhelmed, But, they had faith in us and we started brainstorming some really fun ideas for it and, you know, things like our balloon wall and then just different sections that we had. And it gave us some more room to expand some of the different categories that we have. So we've had a lot of fun with it. we've been there for a year now and then we're kind of working with them on keeping it going.

Don and Ebony: So very nice.

Now, it's you and your husband who owns this or is it just you?

Mary Billings: It's just me, girl boss. No, he's like super helpful though.

Don and Ebony: I love it.

Mary Billings: He's great. He's like my right-hand guy, like handyman support system, all the things, but it's me. He is he's handy, but he's not creative. If you get what I mean,

Don and Ebony: I get it. We'll move on.

Mary Billings: Not crafty.

Don and Ebony: No, that's awesome. Tell us something that [00:05:00] people may not really know about your business or your store.

Mary Billings: Oh, man. trying to think. Well, I mean, some more people know this now, or if you know, me well, you know, but I actually went to school for accounting and so kind of the opposite of what I do. but so I went to school, got my accounting degree and I. came Back to Wichita to work at Koch Industries. that I worked for the commodity trading So I have like a trade analyst role where I supported traders and their hedging, and did like their daily profit and loss and all the craziness that comes with working with, commodity traders, and then worked in the financial group for a little bit as well. I did something totally different from what I do now. I just kind of was needing that creative outlet, But I am so glad I had that experience. And then I had the accounting background cause that helps a lot with owning a business and all the un-fun

things that kind of are behind the scenes, that owners have to spend actually more of their time doing. So that was really helpful. And I learned a lot working there and managing people in a corporate setting that then helped kind of downstream.

Don and Ebony: So you do your own JVs and everything.

Mary Billings: Well, I was trying to in the beginning, and then I quickly learned it's helpful to have an accountant help get all the day-to-day things done or it doesn't get done.

Don and Ebony: Gotcha. Gotcha. Excellent. I've heard that story before. My daughter, she graduated with accounting, went to Koch and she was doing accounting for a few years.

And then now she's killing it down in Plano, Texas at Zapier. So back when you was talking about going over to Bradley Fair, you said they contacted you. And if I'm getting proprietary, let me know. But it was a, was it Bradley Fair contacted you? Yes. So, I mean, I was wondering, I mean, did they know you are growing at College Hill and looking for another place?

Or how did that play?

Mary Billings: They are great in that they are wanting to support small businesses where they can and kind of, They know that it's such an integral part of local community and can add special flare to kind of a shopping center and what they're doing. And so they were just looking, they, and I'm do not quote me on any of this, but they were bought out by a larger, kind of investment company that gave them some more room to try out new things like popups or temporary type things.

And so they were looking for fun businesses. I know they worked with a couple or reached out to some, just to kind of get some ideas on what could work. So they just thought we would add kind of a unique aspect to the center since they don't have a lot with kids and like a family enjoyment kind of involved situation.

And so they reached out to us, and we just started chatting back and forth on some ideas of what could work and then met a couple times and it kind of just grew from there.

Don and Ebony: I wondered how that came about. That's really neat, you know, just, that concept, it hadn't been done before in Bradley.

Mary Billings: Right. And they have like, they have another place right now called the Little Drawer.

and then they've done kind of some one-off popups or like brought people in for special events.

Mary Billings: I think that they realize the importance of local community and know that there are small businesses that are there already in the center, are like such an integral part to making their shopping center. Unique. in a Good spot for people. to go in Wichita.

Don and Ebony: That's very cool. You heard it here first on WCBA is it okay to say that your business is fun?

Mary Billings: It is fun. Yes. I, at least I have.

Don and Ebony: So being fun, what problems does your business solve for its customers?

Mary Billings: Yes. So, well, we like to add fun to things. obviously, but, It's kind of like that helpful tool. If you're trying to put together a, an event where you want the special touches, you know, Pinterest and Instagram and all those social media channels have blown up over the past so many years.

And I don't know about you guys, but like you follow all these coast businesses or parties or like people out there and the different fun things that they're doing. So we like to help kind of bring that opportunity and option to Wichita. and so that's kind of a fun way to add flare to your events that you're doing.

We work with individuals and we also work with companies and businesses. So if they're having a conference or an award ceremony or a special training or something, we can add some liveliness and fund their. events. I think gift wise, I just try to find things that Our unique, fun things. that You can't just find everywhere with kid things.

I have a three-year-old myself. So knowing what I like and kind of what works well and what lasts and what's fun product, but it's made of wood. So it'll be a long lasting toy kind of [00:10:00] thing. I try to find things like that that you aren't just finding on the shelves of big box stores. everywhere.

Don and Ebony: Excellent. And you mentioned about social media.

What's, what's your go-to which one?

Mary Billings: Instagram is the one I have an addiction problem with. So

Don and Ebony: It's not a problem.

Mary Billings: I keep telling myself, helps the business a lot, just in moderate way too much. but I work really hard at it to be kind of a fun space for people like, if they come look at our page, it hopefully brings them joy and makes them happy.

Especially this last year. That was my. goal. But it's also such a great tool to reach people And You can share new products that come in and you can interact with people They can ask you questions. You can share stories, you can build relationships. And then also build relationships with other businesses outside of, well, in Wichita.

And then outside of Wichita, I've made a lot of really good shop friends. And like this past year, it was so helpful. We could write, rely on each other, ask each other questions if you needed like something inventory-wise because getting stuff in this past year has been so tricky, you know, you could reach out to one of those businesses and that way you're still supporting small.

So just things like that. I think Instagram is such a great tool.

Don and Ebony: Do you need another Instagram influencer,

Mary Billings: Oh, maybe.

Don and Ebony: She's not singing? He'll be good. far as your clientele, is it local national international or all of the above?

Mary Billings: Local and national, I would say a majority is local. Just they come in the stores and can shop all of our fun things, but we do ship out a lot of things I mean, we're shipping stuff out every day.

So that's something that is a growth opportunity for us that we've been focusing on, especially this past year. I actually started the business as a website, as a side hustle to my corporate job. And so, kind of started on the website front then went brick and mortar and then kind of got back into the website stuff and giving that attention again. So

Don and Ebony: And that's cool, but a lot, I see more and more folks are doing that. What was your thought process to do that? I mean, from the time he said, okay, I'll just do this side gig until it started popping. What, what happened when it started popping? He said, okay, I'm going to leave this full-time benefit field

Mary Billings: it's scary.

Don and Ebony: organization.

What happened then?

Mary Billings: So when I, like I mentioned, I started kind of as a fun blog. And then I started doing little projects for people. And then the thing that kind of blew up my website, or like people ordering things was about to the right party I threw for a friend I made these really fun gift boxes. And so I blogged about it and then put it on Pinterest.

And then it blew up on Pinterest and people were reaching out and I was working with. a lot of hours in my corporate job doing crazy things and then coming home and making all these bachelorette boxes for people and shipping them out. so then I decided to make my own website so people could just easily order them instead of having individually contact me each time.

And then I went to market with my aunt. We went to the stationary show in New York and just had so much fun and we found great products. So I started ordering some things and then I was helping friends throw parties. I even threw like a tea party for toddlers in my own home. And that's when I was like, I need my own space.

Where it's not at my house. And I just had so much fun with it. So it just kind of grew, I did Holiday Galleria with Junior League of Wichita. I was in the Junior League and they had reached out to me because they had like a last minute cancel and they're like, hey, would you want a booth? And so I set that up and it went over really well. There was just people loved what I, the products I brought and they were like wanting to shop them. So I had them on my website. I did local pickup on my porch. and I just got the itch then to find a space. So there was this great spot in my neighborhood. I'd go on walks is right there on the corner. I love the Dockum building it's so pretty. So I finally got ahold of the landlord and he gave me a great deal.

Oh, now we're expanded into two spaces over there but we were just originally that first one on the very quarter. And I opened it just on the weekends so I could keep my job just to make sure

I didn't want the financial stress. I was funding this myself so working and keeping my income and then it just got to be too much.

I mean, hard, juggling everything. People were wanting me to be open during the week and someone told me, well, you should keep your corporate job where you make money and do well and just hire people to run it. But I realized that's not what I wanted from it. That's not why I was doing it. and so I decided, you know, if I want people to believe in me, I should probably believe in myself a hundred percent and go for it.

And haven't looked back. It was scary as all get out I'll be honest. You're sitting there like benefits.

What, who needs these, like insurance is so cheap. It's going to fine.

Don and Ebony: Who needs benifits, really?

Mary Billings: This great job that [00:15:00] you've worked so hard at and making good money, but it's been great. And it worked out cause then that spring I got pregnant. And that was nice having some flexibility there, and then it's been nice. Having a child. I mean, it's definitely the balance of like, I'm not a stay at home mom, but I have some flexibility there where I can be if I need to.

Don and Ebony: Cool. Thanks for sharing. Yeah. You, I mean like your story is really inspirational and you've, you've talked to us a little bit about your growth and how you've expanded over the recent years and you've, but you've only been in business how many years?

Mary Billings: So the College Hill shop turns five this summer, which is so exciting. And then I did website stuff before that, but

Don and Ebony: So about five years, and now you have two locations, you have your website, you ship outside of Wichita. You bring in money in from outside of this state, which is awesome. Right? Tell me how you set your goals for your business.

Mary Billings: So I would like to say it's very organized and then I have it all laid out.

Don and Ebony: Of course you do.

Mary Billings: I follow, but it's more like I have notepads everywhere with random ideas that I write down.

the funny thing, when I came up with this idea of even doing this business and what I wanted, it was flying back from a trip to Florida to visit family. And my aunt lived down there that I was really close to that loved this crafty stuff. And we had gone to the rifle, paper headquarters, and I just was like, I want this so bad.

Mary Billings: It's just so fun. So we just like, chit-chat talked about. fun things And then flying back. I had picked up this like Oprah magazine that talks about goals and all this stuff. And I just wrote down my generic business plan inside this Oprah magazine. And Like, so it's just things like that. Sometimes they spark and I write down these random things and I have these goals in mind.

Now it's a little bit more structured. I have a great team and I have some core members that help me run the big aspects of the business. So sitting down we sat down at the beginning of this year. Okay. What are our goals? What are we wanting to do? If there's big expansion projects, you know, I try to keep my vision where I can see them on the horizon.

So that way, if they come up, I can have an idea on what I want to do. and then just kind of plan from there. So I'm a note taker, I love writing things out and kind of diagramming it, seeing kind of what things look like, but also not being afraid to pivot in. Like, when Bradley fair reached out Not being like this, isn't a goal.

This isn't what I want to do. More like, okay, is this something we can make work? What is it going to take? What do we need to make this work kind of thing?

Don and Ebony: I love that. So the, the goal here for me, or the key that I'm getting from this is to go buy an Oprah magazine and just start writing things in it.

Mary Billings: Woman, she just inspires and it'll just all come out.

Don and Ebony: Thank you for that. All right. Friends, it's time to hear from our sponsor. We'll be back right after this break. All right. Welcome back everyone. We are here with Mary Billings with Love of Character. Welcome back. Hey Mary. Hey, so we were just talking about, How you set your goals for your business. Can you talk to us a little bit about, your company's latest major success?

Mary Billings: Well, I'm sure you've heard this a little bit, but I think honestly, surviving 2020 was a huge success We actually ended up having our best year yet, which was great. we opened Bradley Fair about a week and a half before panic set in. and we had to make some crazy decisions. So I was a little scared, but I think I just blacked out and ran with it. and we moved quick, we pivoted fast and we added some fun offerings that we could get to people by delivering.

And then we worked our tails off. A couple of my girls helped during all that craziness, and we worked really hard to make it successful. And [00:20:00] then we eventually got both the stores back open.

We had a couple like rescheduled events and stuff that we let happen, but we soon realized it was just too hard to try and manage events, the expectations, what people could do and couldn't do and getting them to follow the rules.

So we decided to table events for the rest of the year, which was scary at the time, just because it was an income that we were turning off, but we made up for it in other ways. And then luckily with Bradley Fair, we're able to make that a success. And keep College Hill going well and balloons, you know, we had to cancel or missed out on a lot of the big installations, for like big company events and stuff.

But in turn, we just booked a lot of small things and tried to make all those things special.

It was a lot more work when you're doing a hundred small installs versus like, a couple of big ones. But we worked really hard. So proud of my team and so glad that we made it through stronger and I think with our website and pushing things on there also grew nationally, which was awesome.

Don and Ebony: So you, you, you talk about your website. I want to talk about the resources that you use to help attribute to your successes. Your website is one of them. What other things do you think that really helped push you forward during this 2020 season?

Mary Billings: So website was great. Instagram honestly was huge. We were able to communicate with our customers really well on that.

And then I think also just sharing happy pictures and fun things. Really like, I have a lot of customers that come in like, oh, I love following you. You just make things happy when things are a little scary outside. and so that was really fun. I face-timed, text, called, helped my customers in every way possible. So all those tools are extremely helpful.

I was able, especially, I was thinking back this year for Easter, when people were just coming in and buying their stuff for their baskets last year, we were literally sending millions of pictures to different customers, trying to help them get anything they could for Easter to make it special.

with our website, we added an option to order your balloons online.

Mary Billings: That was really helpful so that you could do just a bundle of balloons for different birthdays. Or I honestly loved the Wichita community.

There were so many people that just, I want to send my friends and balloons to cheer her up or, oh, this person's having a hard time. And so I want to send them something or these kids, they really missing school. I want to send them. some fun learning activities or something. So just stuff like that was awesome. And I think making that easy to order helped that process.

Don and Ebony: Glad you said that. Cause that was, you know what I want it to understand when should we think of love of character? When is it that we say, you know, like, oh, you mentioned, I want to make my sister feel better. She had a bad day, send her some flowers, or I want to make an Easter basket. When is it that we need to think Love of Character? What activities?

Mary Billings: So birthdays, obviously birthdays need balloons and fun things. so different occasions graduation's coming up, we're doing a lot of graduation. get togethers and come and go parties and stuff.

So fun balloon garlands are for that. sending congratulations to different people. Maybe they're you know, getting a higher level nursing degree or something, and they're not having get together for it, but sending them balloons to show that you're proud of them and excited for them. We have different cards, so anniversaries when you need a fun card or gift, we are happy to help all of you men out there the extra hand. and then kid gifts. we have a lot with like crafts and activities, especially after last year, we add a lot to that category. So if you're wanting fun things to keep them entertained, and then paper goods. So you know, you're wanting to jazz up your desk or find some fun things to help keep you organized that make you happy, We have a lot of those great things.

And then with our Bradley Fair store, we try to make a lot of experiences? So you can come in. We have a big balloon wall that we change out every season So come get pictures, come hang out, you know, make it a fun little stop when you're out and about. And want to take your kids somewhere. You know, you can come in and find just like a little trinket toy or something, or a pack of stickers, just to kind of an easy, fun occasion.

Or if you're taking your niece out, come get fun pictures. in front of the balloon wall. I mean, you can make it a one-off thing.

Don and Ebony: I love that being from Wichita, what's the good, bad and ugly about doing business.

Mary Billings: So the good, I think it's a very supportive community overall.

especially I think now that I'm an adult, my mom has even said she's amazed by the younger generations, just wanting to support small, and getting out there and making it a fun thing.

and so that's been great growing up. here. I [00:25:00] met and known a lot of people, so that helps with the customer base. That's already built. in. And I think that there's some cool spots in Wichita to build businesses. So I love that. and I think we're lucky versus some other bigger cities, especially this past year.

Mary Billings: Like I had a great landlord and with Bradley Fair too, like I just felt like they were easy to work with and they wanted us to survive where I had some friends in LA that couldn't work out anything with them. And it's just like a more, it's just an expensive environment. So it's harder.

being in the middle of the country, I feel like we get behind on things which can be a pro and con you know, there's certain party themes or ideas where I've been looking at them forever on Instagram.

Mary Billings: And no one here, you're like trying to bring them here. And people are like, what are you talking about? Or, you know, it just hasn't caught on. And then after I'm sick of seeing them forever, people are like, oh, I love this. I want to do this. idea, But it's also great because I can figure out what the heck they are. And start getting ideas and brainstorming so that when people here are ready, here we go, let's do it. I've been kind of looking at these for awhile. So I think it's a balance. Wichita, I think is a big small city where sometimes you feel like you've tapped your market, but then you meet more people who don't know who you are. And you're like, okay, there's still so much room to grow here. So I think that's great. The middle of the country too, you know, you can ship from here and you're not trying to go across the entire country, which can be good.

So

Don and Ebony: we're right in the middle. Right. We're

Mary Billings: here in the middle of this.

Don and Ebony: in the middle Very cool. What do you do? You got all this fun stuff going on. What's this work life balance all about what do you do to escape?

That fun job you got going on?

Mary Billings: It's something I should work on more and this past year did not. help with The work-life balance, you know, having a three-year-old,

barbies, dolls crafted like bats, all escapes that you do with her. but family's really important to me. So fun family time and, you know, hanging out with my mom, doing things with my husband and my child.

you know, those are kind of things that I enjoy doing. I love normal times going to fun restaurants here. getting together with friends. I'm social. This past year has been kind of hard because that's not been a factor and traveling. I love traveling too. So kind of one off things I will say, I need to work on the balance a little bit. It's hard when you own your own business, cause you can work all the time.

Mary Billings: So it, you know, you come home from the shop and then get your child to bed and stuff, and then you pull out your laptop and your sitting there watching a movie with your husband, but you're still kind of working. And I think sometimes people don't realize that, or they get anxious with like replying to something, you know, they ask about balloons and then the next morning they're like, I haven't heard back. And just like, I know I'm trying to balance and not answer you at midnight when your message comes through. So that's where it can be a little tricky just because you put that pressure on yourself to be on top of everything.

Don and Ebony: Well, I just have. As we're wrapping up. I have one question for you. Well, maybe two. Where do you see the organization in five years from now?

Mary Billings: So oh, it's a little tricky, especially since I come up with these ideas.

And then I have years where I'm like, okay, we're doing nothing crazy this year. And then I open a second location. I would love if we kind of firmed up that and what we wanted to see with our locations, if that's a direction we want to go, or if we want fewer better kind of situation, I would love to expand our national presence.

I think there's so much room to grow. They're doing stuff through the website. I have a couple side projects I'm not ready to share, but I'm excited about that. Integrate with the business and I think will be really fun. And yeah, I mean, I just would love to keep it going and having fun with it. If there's little things you want to grow with, I know we're also talking about with our balloons kind of in our space, making a more balloon bar concept.

And it's hard to explain just talking about it, but setting it up where it's kind of a fun set up in there, more around the balloons and kind of having fun with some of that stuff. So if we get things to work out with that more. to come. yeah, so I think at this point it's like perfecting what we've been doing and then figuring out the right direction from there.

It's been a lot this past five years, just with random expansion projects and growth, and it's been fast. So I would love this next five years just to nail down. Here's what we do best. Here's what we're good at. And how do we grow? those items?

Don and Ebony: Makes sense. You're doing a fantastic job of, you know, engaging the community.

So I love that. you know, my sister is the one who introduced me to your, company and she was just like, Hey, they have this new company [00:30:00] that's moving into Bradley Fair. We have to stop by. And, so I I'm really excited and the community's excited for

good. well. thank you. I'm So glad to hear that.

Don and Ebony: What's the best advice you've ever received and implemented?

Mary Billings: I think there's a couple here. One, not necessarily business advice, but I'm so glad I was given this advice. my mom, especially like in high school, which can be hard, it was just always like, be kind, be the good person, you know, it'll pay off in the long run. High schoolers, I promise it will. Even if it seems hard right now, but I think you don't know down the road.

I mean, these are my customers. These are, you know, people that I want to shop. And so you know, making those relationships and being a nice person, hopefully you know, has helped with that. Even when I was working in my corporate job, you never know who's gonna show up on your team or who's going to show up on the team. That's making decisions about things you need to go well.

and so I think that is such a big aspect that you have to remember, even when you're younger, you don't want someone to have the road be like, oh, you're a big bully and I'm don't want to support your business because of that.

And then also I mean, retail is hard. I grew up with a mom that managed a retail store and she's an amazing resource and she's so good at what she does, but it's really hard. you know, it's hard to necessarily make money just because you're constantly reinvesting back into your store and the products that you're offering.

Mary Billings: So my mom always said, you need to diversify and have other profit drivers in your business that aren't just based on your retail aspect. And that's where I think we've done well, because we've had the events, we've had the balloons. we've had kind of side things with invitations and different things that you're not necessarily having to buy a lot of inventory for.

And then that way you know, you are earning higher margins. on it. So things like that I think can be very helpful. And I think Wichita retailers that have done well, do a good job of that. Like my friends that are in the industry, they have other components of their business. and that's what helps them survive.

Don and Ebony: Excellent. Well, the hard part dealing with Ebony is done.

Oh, wow. So it's time for fun and games. Word association. I'll give you one word. You give me one word back. It's not wrong. That's just your, your answer.

Mary Billings: I should preface this with I'm pregnant. So my brain is like hit or miss people. So give me some grace,

Don and Ebony: you know what? I'm going to the words. Leader,

Mary Billings: hard job

Don and Ebony: failure

Mary Billings: scary, but new opportunities,

Home.

Don and Ebony: College, and you can't say Hill

Mary Billings: Best time ever.

The Chamber.

support system

Don and Ebony: Hero.

Mary Billings: My mom,

Don and Ebony: Oh, Entrepreneur

Mary Billings: I don't, I'm struggling with this. I think community and women and growth.

Don and Ebony: Beverage, You can go pregnant or not.

Mary Billings: Why not? I like Chai tea, I'm not a coffee drinker,

Don and Ebony: Okay. A couple more. Family.

Mary Billings: Love them.

Don and Ebony: Vacation.

Mary Billings: Beach.

Don and Ebony: Fun.

Mary Billings: Party.

Don and Ebony: Party. Woo.

Mary Billings: Hopefully we

Don and Ebony: party. K U style. Right.

Mary Billings: Oh man. Well,

Don and Ebony: I had to throw that in Thank you. There is a Beyonce song called Party and I love it and it came to mind. I won't sing it because they're looking at me now. I'm nervous.

Mary Billings: I'm gonna have to go rock that in the car on the way home.

Don and Ebony: You'll have to you'll rock out and you'll love it. Well, we certainly appreciate your time today, Mary, thank you for having this conversation with us. It's been interesting learning about you, learning about your story and learning about your shop. So thank you for being here.

Mary Billings: Thank you so much for having me. It was fun chatting with you guys.

Don and Ebony: Absolutely well friends, our time has come to an end until next time, please, please make sure that you subscribe, make sure that you like us.

Leave us some comments. If you will tell us who you want to see on the show. well actually listened to, but just let us know till next time. Take care. Peace.[00:35:00]