

Wichita Chamber Business Accelerator

Episode 86

Alexus Scott

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Don and Ebony: [00:00:00] Welcome to another exciting edition of the W CBA, powered, of course, by Evergy. Don't forget to like us, love us, share us. We truly appreciate you checking us out. Today, we are excited to have Boutique 5 Stationary and Petite Gifts in the house. E. That's what's up. We have miss Alexus Scott. Welcome.

Alexus Scott: Thank you. Happy to be here.

Don and Ebony: Yes, we are so thrilled to have you on the podcast been waiting for you to be a guest. I mean like I've seen your name and at the business journal, you won an award that w I mean, like just all these different things that I've seen you in the city. So, well, I guess for our listeners, could you tell us who you are and what you do?

Alexus Scott: Sure, absolutely. so my name is Alexus Scott. I'm what you would call a serial entrepreneur.

So I have passions in art and design literacy and education, and I mean, just anything. I get my hands to where I can make a stamp and make my mark. I'm super excited, you know, to be shedding light about the boutique five and what I do in that capacity. But I mean, if you wanna check me out and learn more, I just tell people this, go ahead and follow me on all social media.

I'm just gonna say that.

Don and Ebony: All of them. TikTok?

Alexus Scott: TikTok too. Yes. You will a few videos. I do. will see a few videos that have gone viral, so. you not.

Hmm. That's

Go follow me.



Don and Ebony: Okay. I got it. So do we follow you or do we follow the boutique or who do we follow?

Alexus Scott: So you can start with following me, Alexus Scott, and then all of my pages.

If you start on Facebook or Instagram, I have them all linked to all my other businesses. So, oh, you start

Don and Ebony: her other businesses. You hear that? Don? I heard it. Okay. It's serial entrepreneur. Yeah. Okay. So let's talk about Boutique Five. How long have you been in business?

Alexus Scott: So I've been in business for about three and a half years. started actually right next door at the Garvey Center in my apartment.

and then expanded out, you know, I was a financial aid advisor at Wichita State formerly and in the smack dab of the pandemic, I said, let's do something different. You know, you have a secure job, you know, paycheck coming in biweekly. Let's just go ahead and stir that up a little bit. And so branched out, reached out to some friends who, had recently graduated from WSU, had become a realtor and just posted about, Hey, if I know any entrepreneurs that need a space reach out to me and I did the next thing, you know, got our home downtown.

Don and Ebony: That is awesome. So like what spurred this idea? I mean, like you said, you were at work, you graduated, you had a career at the university and then one day you were like, you know what, I'm about to start my own.

Alexus Scott: Yeah. So interesting enough. my love for stationary goes back a while. So a lot of people, will ask me why paper products, like, you know, is that, is that really, you know, a legitimate business than it was.

my love for paper products and stationary came from therapy. So back when I was in middle school, one of the therapeutic practices that, you know, I had picked up was journaling. And then, you know, people started picking up on, what I would create or journal like on the outside of, of blank pieces that I had.

Alexus Scott: And they would always ask, oh, where'd you get that? Target?

Don and Ebony: Mm-hmm

Alexus Scott: Like, no, you know, this is, this is done by me. Left it alone for a few years. And, I was getting ready to graduate with my master's degree and it was the most confusing time I must say. But I remember being in prayer and the Lord said, mm, I'm getting ready to take you in a different direction.

Just hold fast. I'm like, well, this is very concerning . and literally I was getting ready to graduate with my master's in may of 2020. And mind you, I mean, the Boutique Five, we were already doing sideline projects, whether that be like wedding invitations and greeting cards and just one off projects.

But then, I mean, it just, it, it went fast. I put in my letter of resignation, I talked to, my former boss and she said, go for it. I said there must be budget cuts coming up or something like something must be going on. But now she saw something in me that I didn't see myself at that time.

Don and Ebony: Mm-hmm isn't that

Alexus Scott: And here we are.

Don and Ebony: Yeah. To have a supportive boss to say yes, go spread your wings and try it out because I believe in you.

Alexus Scott: Yeah, absolutely.

Don and Ebony: That's, that's a beautiful thing. [00:05:00] That's what good mentors and bosses do. Mm-hmm

I feel shade. I feel shade,

Alexus Scott: I'm just gonna

Don and Ebony: but that's okay.

Alexus Scott: Pan to the right.

Don and Ebony: You grow up here?

Alexus Scott: I did.

Don and Ebony: What high school,

Alexus Scott: So, okay. Let me give you a little interesting little feedback.

Okay. So went to Minneha, Jackson and then Adams. Went to Stuckey, and then my parents, they relocated to Leavenworth, Kansas. And so that's where I actually graduated high school.

Don and Ebony: Oh, okay.

Alexus Scott: So,

Don and Ebony: Oh, you went to Minneha. That's where I went. So we're, we're good. Mm-hmm

Alexus Scott: Back on the right page.

Don and Ebony: That's not the right page.

oh, oh, you can't win both over.

Alexus Scott: I'm learning that. I know. I know. Go

Don and Ebony: know what

Alexus Scott: uhoh I know that too. Well.

so, okay. Boutique Five we're we're back here. You started right after the pandemic.

Alexus Scott: Yeah, technically and that's in our brick and mortar location. So two, 2019, that was right when I started doing one off projects with folks. So I would post on our Instagram every now and again, like, Hey, anybody need any wedding invitations or, anyone want any custom like school supplies or different things of that nature, but it was so how do I wanna put this?

It was more in hobby stage. I never looked at it as, this is a legit business. Mm-hmm

Don and Ebony: And so you went off on right after that you found the brick and mortar. you were featured, in the business journal and talk to us a little bit about how you maintained during the pandemic.

Alexus Scott: you know, it is the most interesting thing, and here's why I say this to see so many businesses being affected in closing, like right in front of your face.

And then you coming out and saying, I'm gonna start this business and really branch out and expand. And it is. crazy. Like it, it is legit crazy. I haven't found a better word on how to even explain that. But one thing that I will say is that, you know, I had a vision and I had a word from the Lord that this is what was going to happen.

And so for me, you know, I had to look around and say again, it, it has to be by faith and not by sight cuz what I am seeing.

This is telling me, do not do this. This is telling me stop. This is telling me, stay in a comfortable

place. You know, the saying of, if it's not broke, don't fix it. You know, you were comfortable.

You were okay. but then I realized, you know, you're bringing something that your city means, and it was more than just stationary. It became a safety hub. It became a place where, when people were getting laid off, it became an additional opportunity for people. Then we were able to see how can we connect with other entrepreneurs?

How can we connect with other artists and creators that can take their paintings or take, just scribbles, you know, that they named as that in their iPad and then turn it to something that would actually be needed. So I look at a little girl taking a chance. And saying this may or may not work. There were times that we had to make things work.

Yeah. And we had to, we had to force it. We had to say, no, we're not taking no for an answer. you know, there were, there were times where I, I cried literally, like, is anyone gonna buy this product? Is this really like, is this really going to be a thing that's gonna be sustainable? Not only for myself, but for all the artists that we had in the shop and our community showed us.

We got your back. Wow. And I, I cannot thank, you know, the, the, the Wichita community enough for that. Like people wonder why I will post consecutively about, the events or different accomplishments and, and give so many things tag. So many people it's because the community believed in it.

Don and Ebony: Mm-hmm.

Alexus Scott: And that was huge.

Cause it doesn't always happen in every community, you know, being.

Don and Ebony: I've seen it. Yeah. And how long you been in business?

Alexus Scott: Three years. To bring in the brick and mortar location.

Don and Ebony: That's stunning. Yeah. And the, okay, so talk to us about, you said the, the artist. Yeah. Talk to us about this collaboration you have at the boutique five stationary boutique gifts, I guess, give the, the audience or the listeners a sense as to what all is in this building and what you all do.

Alexus Scott: Okay. So I'm a visionary at times. So I want you all to imagine something, we got 462 square foot of. Currently right now, we have over 10 local artists and creators 11, including myself. We have folks who have designed products for the Kansas association of school boards, the, several other local entrepreneurs and businesses that need, whether that's, promotional products, Wichita state organizations have reached out to us as well.

And these folks are creating. Lifelong products for people to take care of and to place in their households, to place in their offices. these artists are coming from anywhere from, our youngest was seven. Oh, wow. and then our oldest now she's 32. And the reason why I make that a point and I, and I like to share that information is because we're giving people a platform and a space, that they wouldn't necessarily think that they could have had, you know,

Don and Ebony: that's amazing. You're not [00:10:00] giving people like Don though.

Alexus Scott: But you know what, but you know what, even people like Don has something, I just have to say this. Even people like Don, they have something to share and sometimes people will come to me just with a piece of art, not even placed on anything yet. And then, you know, the partners that we work with, we have to look at, okay, how can we maximize.

You have drawn something that is monumental, that when people see it, it strikes something in their heart. Mm-hmm . But now where, where do we need to place this? Where do we need to put that? And when they come into our space, they're able to see, and look at things. And they're like, who, who created that?

Who did that? And I'm like, it's probably your neighbor. And I say that, you know, jokingly, but I mean that mm-hmm , you know, so some of our artists, they will go what I call undetected for a while, but then I let them know, no, your, your name needs to be heard and your name is getting ready to be seen.

Don and Ebony: Mm-hmm so that's nice. So is it just, so you started this by yourself, right? Yeah. Okay. And you have collaborators, but you don't necessarily have employees. Is that the case, or do.

Alexus Scott: So I'm currently hiring right now to, looking to expand, to bring on an assistant manager, and then another retail assistant. So I'm pretty busy as most people will already know too.

and so I'm working, you know, to say, Hey, here's what I need help with. And I know that there's people in the community that have a love and passion for what I do too.

Don and Ebony: Bringing on folks in that same 462 square feet.

Alexus Scott: Yes. I promise you. We make it work.

Don and Ebony: Apparently that's only 46 square feet per person.

Alexus Scott: You literally, you gotta, you gotta have

Don and Ebony: little. Yeah,

Alexus Scott: you gotta be flexible.

Don and Ebony: That's cool. And it's located, you say at the Garvey Center?

used to be, cause that's where my old living arrangement was. Okay. But we are located in Gallery Alley, so right across from Nefgatzer Park or

Alexus Scott: yes. Oh, gotcha.

There are several other art pieces there, but there's, three businesses that are over there, small boutiques and, we are grateful to be one of them.

Don and Ebony: Wow. That's very cool. Very cool. Help me if you said this already, but what, what were you doing before this.

Alexus Scott: I was a financial aid advisor, Wichita State University. Okay. I was helping students fill out their FAFSA okay,

Don and Ebony: Excellent. And, you decided, but for a while, this was what you were doing was a side hustle or did you.

Alexus Scott: No, it was a side hustle.

Okay. It was, and it was something I was just passionate about. Just had a love for I'm one of those people who, have like collected every piece of like paper handwritten note and card. and then I realized, no girl, you actually have a design eye for different things. And so let's take it and let's expand it.

Don and Ebony: Nice. Nice. So now you're an entrepreneur. You said you're a serial entrepreneur. Let's get it straight. how do you define success?

Alexus Scott: Mm, so this one I've been asked this question maybe two or three times, and every time I feel like it stumps me and here's why.

Don and Ebony: Okay.

formally, you know, I would look at success as here's these boxes that you have to check mark.

Alexus Scott: And if you don't meet that, you did not succeed.

In entrepreneurship. this has been one of the hardest things for me because coming out of, an industry that everything is pretty much outlined for you, you know, the deliverables, you know,

what it is that you're signing up to do. And in entrepreneurship, we learn something new every day.

Every single day, having your own, you know, brick and mortar location that is not easy, you know? So you go from managing just your own personal needs, whether that's rent utilities, internet, phone bills, times three and four, you know, if you've expanded that much. but success to me is being able to be, be flexible with yourself and providing yourself grace, very vague for some people.

And for those of us who may be type a personalities that would drive them nuts. but that's where you gotta provide yourself grace, cuz if you put yourself in this box and if I don't check this and I'm not successful, then I'm not succeeding. you won't. Because you'll have this cloud over your head that I didn't meet the mark.

I didn't meet the expectations. So, providing grace and, yeah. Giving yourself space to grow.

Don and Ebony: What problems I take as more than one, does your business solve for companies?

Alexus Scott: We provide, a unique design perspective that you cannot get at your normal, chain retailer.

Don and Ebony: Okay.

Alexus Scott: So if folks come into us and they say, I have this picture of me and my dogs, and I want this on a greeting card to send to my mom back home.

You can't just go into Walmart. You can't just go into hobby lobby, hallmark, you know, whoever sells green cards and go and grab. We tell them, okay, I have an artist, by the name of Paris Cunningham, for instance, a phenomenal artist and creator. She can take that image and literally recreate it for them.

And, and she did that for me, for my birthday. And it [00:15:00] was one of the most meaningful cards I've ever gotten, you know, to be able to see my, my face on a card that will never happen. Just let me going down the street to family dollar and picking up a. So for moments like that, we're providing them, an experience we're providing them a sense of community even amongst themselves and their family members or whoever it is that they're providing that gift for.

Or even if they're keeping it as a keepsake for themselves, we're giving them an experience. You can't truly, put a price tag on.

Don and Ebony: Yeah. And the Paris Cunningham experience. Yeah. Her cards are pretty dope. I must

Alexus Scott: You know, if y'all have not, followed up with Paris, I'll just say that you need to big things are happening for her. And it's because she really, she took a leap of faith, by coming into the shop.

And I asked her just as I asked all my other artists, what is it that you were wanting to do regarding your products? How far are you wanting to take them? She gave me, the idea that she has, she gave me the plans that she's had and I said, okay, we're gonna help you make that happen. So, as I mentioned, if you have not followed up a pairs Cunningham, please do so cuz some really cool things are I'm getting ready to be shared.

Don and Ebony: Awesome. Excellent. Well, I, I appreciate you sharing some of these upcoming tidbits so that I'm about to text her right now. No,

Alexus Scott: I'm telling you, I'm telling you,

Don and Ebony: I appreciate that. Well, friends, it's time for us to hear a word from our sponsor. We'll be back with more with Alexus Scott.

Welcome back friends. We're here with boutique five stationary and petite gifts, the owner and creator, miss Alexus Scott. So, you know, you just got done telling us about some great things and some. Exciting things that's happening for some of your collaborators and some of your creators, but you have some exciting news as well.

That's happening. I believe this fall. So just a couple weeks away, you wanna share a little bit about that?

Alexus Scott: Absolutely. So I wanna share with everyone, the grace creators academy is coming to you this fall. So we are currently accepting applications, for participants and instructor.

There are three different components to this academy. Many have wondered, you know, how can I get in, in and connected and, and learn from the best of the best artists. But we have our art and design components. We also have our literacy and education. So for those of you who want to become published authors, and have a place to sell your books.

Again, Boutique Five, the literacy and education component is for you. And then last but not least, of course, our entrepreneurship and business category. so this is for, you know, a wide range of people. You know, if you are interested in just finding out, what is entrepreneurship like, you know, is entrepreneurship even really, for me, And then how can I expand or even, start the foundation of what it is that I'm trying to do.

That component is for you. So three different components or areas of studying this grace

creator's academy. It was really brought to, our attention when I say our, I mean, all the folks that I work with from artists, creators, and even mentors that have helped me thus far, and they said, Alexis, you need to put everything that you're doing into a.

And I said, Ooh, how are we gonna do that? Wow. And we sat down a few of my partners and I, and strategically started planning out, you know, what would you teach people? Right. You're already doing it by way of one business that I have, which is bridging grace management consulting. You do it when someone walks into the shop and they say, how did they get started with this?

and then last but not least, you're literally a living example of. Teach people, you know, it has brought you to a place of financial freedom. It has brought you to a place of just joy, you know, teach other people how to do that. And with that, we're solving, one, a few problems just to name a few for our city.

Alexus Scott: We're giving people a reason to stay. Yeah. We're giving people a reason to come and then we're giving people a reason to invest into your own community. And with that, I look at several different organizations, the Wichita chamber being one, the Wichita business journal, the W even the programs that we have at our local university.

So friends, Newman, and Wichita State, you know, they want to retain talent. How do you do that? You gotta train them up, give them a platform right here in their own communities and tell them, you know, this is a place where you can grow, on where you can expand. And with the grace creators academy. like I said, it's coming to you all this fall.

So be on the lookout applications for [00:20:00] instructors. So if you are interested and you're saying, Hey, I'm one who has a wealth of knowledge that I want to be able to pour out to others. you can go and complete the instructor's application, once it is released. And then also two of you're saying, I want to partake and be a student.

You can be a part of that as well.

Don and Ebony: And where do they go?

Alexus Scott: They can go to the boutique five.com/gca. Standing for Grace Creators Academy.

Don and Ebony: That's super awesome. All right.

You heard it here first, have an opportunity to become an instructor or a participant in the grace creators academy. I have a question before we turn it over to Don, I'm always curious. What's some of the best advice you've received then I.

Alexus Scott: Some of the best advice. So my mentors are gonna tell you this, get rid of the fear.

I can be very confident in several different areas, but when it comes to trusting my gut, when it comes to, really just trusting that what you are creating, it is worth it, what you are creating and building, it's needed, you know, sometimes, I can get fearful of that.

Mm-hmm like, what if this doesn't work? What if nobody thinks this is a good idea, you know? And so. That's one of the pieces of advice that I've had to take. And I, I have to implement it every day because I come into some really great opportunities. And if I don't get rid of that fear,

There's no point, you know, for me to even just, to be doing what it is I'm trying to do.

Don and Ebony: Yeah, I, I agree. That's great. Piece of advice. Get rid of the fear. And you've mentioned your mentors a few times. So who has been an inspiration to you? Who are these mentors?

Alexus Scott: Okay. So I'm gonna start down the list. My pastor first and foremost, she is an amazing entrepreneur herself. her name is Chichi Amina, and she is just a beautiful ball of light. She is always that one that comes in at the most random times and just says, Lex, you got this.

Don and Ebony: Yeah,

Alexus Scott: You can do this. I have Conn Mansaw. I met her, you know, by way of networking and engagement events. she brought her daughters down to support my shop one day and it literally turned into a lifelong relationship that I never even could have imagined would be what it is today. You know, and, and she'll call me, she will place, you know, different calendar dates, for us to go and have coffee down at Coco Doche.

And, she'll just ask me, what's going on with you. And that's such a powerful question, you know, because it's open ended. That means I can, I can come and, and pour out, you know, whatever I need to, those are are two folks, you know, that have been very consistent. And I will say also as well, I have a lot of peers, who are paving the way in entrepreneurship and business and in their different,respective places.

And so Taishma Council, with Virtual Goals Assistance Agency, she, I mean, she really, she pushed me out of my little bubble, not gonna lie. Mm-hmm and then Audra Danelle too, from The Thread, you know, they keep me accountable for sure.

Don and Ebony: I love that. And Don you'll notice, you know, one, the first mentor she mentioned is a Southeast high graduate. So, , I'm just saying, I don't know, although I won't say anything. Okay. Well she's the best.

Alexus Scott: You would love

Don and Ebony: Southeast junior high. Okay. Sorry. That's slipped out. Well, it's your turn to talk.

This will let it happen.

Excellent.

Let's Conni Mansaw, she makes me call her Constance, but that's okay.

I'm I'm good with that. let's talk about you in Wichita. Why are you here? Why are you staying here?

Alexus Scott: There's so much potential here and it's, it's not seen by a lot of people my age, you know, I, and I, I get very passionate.

I'm gonna like, try not to like, get outta my seat as I'm talking about this. But Wichita right now is very fertil. Meaning, you know, there, there are folks right now who are veterans in the game who have said, I'm, I'm ready to take a seat. You know, I'm ready to take a step down. but there has to be those who will rise up and say, okay, now it's my turn.

You know, now it's my chance. And for young people, especially those in between the ages of, I'll say 20 to 30, that's the perfect opportunity for you. You know, I have been very grateful that every opportunity that I've even desired to pursue. I've been able to wow. And it's because here's the thing.

It, it's not just because, oh, I'm determined. And, you know, I have a game plan before I go in there, but no it's because somebody held the door open for me. And without that, I wouldn't be sitting in the seats, you know, that I currently sitting in. So I tell, you know, people all the time I'm here because Wichita is fertile.

Wichita is a place where you can build and you can grow and you are not going to get that type of experience at the next biggest city. It's not going to happen.

Don and Ebony: to happen. You talk about this GCA. What else is next on your frontier?

Alexus Scott: You know, I would just say what's next for us is, is continuing to grow our partnerships within the Community.[00:25:00]

I'll say that, you know, I tell people all the time to, to be on the lookout for certain announcements and to, to stay updated on social media. But I truly mean that because

Boutique Five has been awarded, you know, so many different, opportunities to showcase their talent, to showcase, you know, their drive within the city.

And so I never want people to miss out on that because you never know what doors, you know,

the Lord is gonna open up. And so I say all that to say, what's getting ready to happen for us. Grace creator's academy is the number one, but for the other things that are getting ready to come, people you wanna be connected, be connected and stay connected, cuz we're going someplace.

Don and Ebony: Excellent. Is there anybody out there you wanna partner?

Alexus Scott: with, locally or nationally that would make, that would make sense to partner with, besides me

You know, I'm like, oh, okay.

Don and Ebony: I'm stepping.

Okay. Alright.

Alexus Scott: I'm cracking up after that. I'm cracking up. I will say this. I will say this, you know, thinking about some of the businesses locally, I really want to tap into our corporate businesses.

And here's why, we have very strong relationships with some of our smaller entrepreneurs in businesses. we have a very strong community of small business owners. And one thing that I've noticed is that in order to keep some of, these entrepreneurs or businesses employed, or even in business, we need large core support.

Okay. Meaning, we have come up with a box called the deluxe best of Wichita that our corporate businesses, can purchase in bulk for their clients, for different events, you know, that they may have, create campaign. They have done a wonderful job at utilizing this tool. they just purchased some boxes from us for an event that they just had, you know, they were able to give it to some of their Cox partners and sponsors and Cox too.

Were. Hmm. Okay. This is a wonderful idea. Nice. Well, imagine for a small business, if you were even to purchase, I'll give you an example of the, the deluxe best of Wichita box. You're getting an item from every one of our creators that we have locally in that box. So imagine showing up to your next event, imagine showing up to that partner that, you all are trying to close an acquisition on and saying, look at all the great folks that we have right here in our city.

And then imagine again, the trickle down revenue that you're bringing in for all of the folks that you were trying to support. So I would say again, locally, these corporate businesses keep in mind the small businesses keep in mind the 462 square foot, shop, you know, keep that in mind and then even on a national scale. I would say that. There's one person. And I'm just gonna put this out here because I'm, I'm gonna reach back out to her. I had the opportunity to be featured in the Martha Stewart living magazine from the shop and it. An awesome experience. You know, it was one of those types of things where I was like, freaking out, like, like, what do we say?

Like, what do we input? You know? But we were looked at and highlighted by a journalist that lives in New York as one of the stationary shops to visit when you're traveling cross country.

Don and Ebony: Oh, wow.

Alexus Scott: I'm like, who would've thought, you know that again, a place right here in Wichita, Kansas. So I took that opportunity and I said, you know what, I'm gonna go out to New York and I'm gonna see if I can meet Martha Stewart. Well, that didn't happen. she was, she was not in office, you know, that day, but what I did

Don and Ebony: Snoop dog. He could that's

I'm I was letting her finish her story.

Alexus Scott: but you know, one thing that did happen that was just monumental. You know, I had the opportunity to meet Robin Roberts of Good Morning America while in New York City. And it was truly phenomenal experience.

Don and Ebony: Excellent. Well, you've dealt with Ebony a long time, so so now it's time to have some fun. We're gonna do a word association.

Okay. Gonna give you one word. You give me one word back. It's not wrong because it's your word, right? You ready? Yes. Leader Alexis. Nice. You get it. Success.

Alexus Scott: Grace.

Don and Ebony: College.

Alexus Scott: Money.

Don and Ebony: Nice

Takes a that. Doesn't it. Failure.

Alexus Scott: Nobody.

Don and Ebony: Entrepreneur.

Alexus Scott: Youth.

oh, Wichita.

Alexus Scott: Hub.

Don and Ebony: Vacation.

Alexus Scott: Time

Don and Ebony: Hero.

Alexus Scott: Mom and dad.

Don and Ebony: Excellent. Chamber, Wichita Chamber.

Alexus Scott: Opportunity,

Don and Ebony: Family.

Alexus Scott: Support.

Don and Ebony: Fun.

Alexus Scott: Giving back.

Don and Ebony: You're actually doing pretty good at this by the way,

Oh, last but not least. And you gotta tell the truth.

Alexus Scott: Okay.[00:30:00]

Don and Ebony: This ought to be

oh,

Don and Ebony: beverage.

Alexus Scott: It's definitely not water. Let me just say that.

But it is a Watermelon Red Bull. Anybody who knows me, you're gonna see that. So there's two actually in my car, this was just, you know, To make myself look normal,

Don and Ebony: watermelon red bull

Alexus Scott: watermelon, red bull. It was first

Don and Ebony: make or is it comes that

Alexus Scott: No, it comes that way. So at first it was just a summer edition.

Okay. And then I think that I helped Red Bull by tweeting at them and telling them that they needed to keep it year long I did. And then both of these qui trips over here, they would always run out cuz a little Alexis were coming in and grab it. Next thing you know, you can grab it all year long.

Don and Ebony: Look at you. Excellent. Thank you for coming on the show.

It's been, it's been enjoyable. Yes. We appreciate you stopping by and giving us some time. Maybe you can tweet at Don. See if he even knows what that means.

Alexus Scott: Uhoh

Don and Ebony: see, but it's been great. Yes. I appreciate you. Coming by friends. We've come to the end of today's show. If you would, please. Share this with your friends in your circle of influence and share it with someone who might find value in this story till next time.

Peace.