

## Wichita Chamber Business Accelerator

Episode 94

### Margaret Dechant

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Don and Ebony: [00:00:00] Welcome to another exciting edition of the WCBA, powered of course by Evergy. First, thank you for listening. Don't forget to like us. Love us. Share us. Follow us. We truly appreciate you checking us out. In house.

E. Six Meridian. That's right. We're excited we have Miss Margaret in the house with us today.

Tell us a little bit about who you are.

Margaret Dechant: When I graduated from the University of Nebraska in, 1984, I moved here and made this my home ever since. So I took a job at a place where most of us in this room will not remember, but it was called Bank Four.

Now it's bank of America. And, grew up in that, in the private bank there. And which evolved into the career now of investment and wealth planning. Personally, I, am married to my wonderful husband, Todd, my rock. My patient, muse, have three dogs, Charlie, Ruby, and Gracie, and we enjoy travel chiefs football, and really all things sports.

Don and Ebony: I love that. K-State football, you four. . I had to say, she said Nebraska. We have to go to that first. Oh, Nebraska first.

Nebraska. See why you on Nebraska

Margaret Dechant: Every one of, every once in a while, one of us gets through the fence, so you know, I'm the one,

Don and Ebony: So, but bank for, Yes. when I was a kid, my grandma used to go.

Banked at Bank Four. You mean when you was a teenager? Teenager? My gosh.

Margaret Dechant: Not

Don and Ebony: kid. Not, I'm not your age, so. Oh, wow.



See, here we go. But back to our guests, So you started off banking, is, so did you go to school knowing that you're gonna be a banker?

Is this, was this your dream?

Margaret Dechant: You know, I did not, I was a business major largely because it was kind of broad, right. I, knew that I had an acumen, I guess for numbers, finance people, something, you know, that involved all of those. So, but when I moved here, I just, took a job, right cuz you needed to pay the bills and just really enjoyed the environment, the culture, the opportunity that Bank Four gave me.

They, at the time, they had a great training program, really taught me a lot about, well, everything about the bank I was involved in, credit analysis, client service, really learned every aspect of the bank. So that was really a great opportunity and it allowed me kind of to focus then.

Then, where do my talents lie to the extent I have those. So, it was a great, opportunity to kind of evolve then into that private banking relationship management role that really I still continue to do today.

Don and Ebony: Yeah. And that's where you found your stride, huh?

Margaret Dechant: That's where I found my stride. Well put.

Don and Ebony: That. I love that. So you've been in the industry for some time and now you are at Six Meridian. Yes. All right. Tell us a little bit about Six Meridian.

Margaret Dechant: We are a wealth planning and investment management, registered investment advisor. RIA would be the vernacular. We provide investment management and wealth planning services for largely individual clients, right? Our, the people that we serve are business owners, former business owners, physicians, and corporate executives.

And kind of, we say the common thread there is that. Busy, busy people who are busy doing their thing and, raising their families and earning a living. They don't have time to take care of the ongoing complexities, the financial ones in particular, and their lives. And so our job is to put our arms around that and really be their champion along the way, helping them and their families get where they wanna be.

Don and Ebony: Mm-hmm.

that's our business, statement. As a firm, we are, 26 strong. Now that grew from 13 when we originally launched our firm,

Don and Ebony: And that was what year? 2016. 2016. Okay.

Margaret Dechant: correct. So we've been really blessed with a lot of growth. I guess as we launched our firm, we didn't even realize how many opportunities we would have to continue to grow our firm. We thought we would, but you never know till, you know, as I like to say, we went from on September 9th, 2016, we went from 2 billion in assets to zero billion in assets because when you leave a wirehouse environment, you leave your [00:05:00] clients behind in, in, by regulation and you kind of have to rebuild that brick by brick. But we were very successful in doing that. Lots of hard work went into that. And now we are 26 people and, our focus has really been to build a firm that brings the expertise, to our clients that they need. With those financial complexities in their lives, but also this was a very strong movement on my part and my partner's part was to provide opportunity for young people to come into this industry.

It's a industry that's kind of difficult for young people to come in because it's a lot of pressure on sales and building relationships and whatnot, but we really give them an opportunity to learn to do their job, and we're patient in that. Mentor them and allow them to become the best they can be.

Find their stride as you, so well put it, earlier. So that's how we've been able to grow and really give young people in our firm a chance to do meaningful work for our

Don and Ebony: I love that. That's really, unique, right? Because a lot of times, it, it is difficult to, to get to the level that you wanna be at as a young professional if you've not built the relationships right already or had a relationship type of, building job.

And so when they come in with your firm and you mentor them up, do they you give them a chance to join the firm and then get their licenses? Or do they have the licenses before they come work for the

Margaret Dechant: It's been a combination. Some of them have had licenses and a certification. A certified financial planner is a big one in our industry. Some of them came equipped with that and others did not. So we have financed their trajectory, their learning curve on that. so it just depends on where, where they sit when they come into our firm.

Don and Ebony: Let's unpack this entrepreneurial story here. You've been an entrepreneur six years.

Margaret Dechant: Well, we've owned our business six years. Yes.

Don and Ebony: So, and you put it so good. You said you went from 2 billion in assets to zero, but I'm gonna be an entrepreneur now. So what was going through your mind to say, I can do this.

Margaret Dechant: Mm-hmm. well, we had. Decades building the relationships that were part of that 2 billion in assets, Right? So as I mentioned, you know, my career at Bank Four, ,my partner's careers in various phases of the industry. We had had many of these clients for a long time and were doing really good work for them.

Don and Ebony: But you couldn't take 'em with you?

Margaret Dechant: No, you, we couldn't, we weren't allowed to tell them we were doing this. You know, we, there are regulations around it, which we followed because, you know, that's the law and the regulation.

so technically you do leave behind. They belong to the the firm we departed. So it's our job then to rebuild that base. Once we were gone, we were allowed, you know, to take their names and their contact information and then to reach out to them and let them know what we were doing and why we were doing it.

Margaret Dechant: So it's up to them then to choose whether or not to follow us. And we were confident because of that history we had with them. But again, you don't know until, you know. So, it was a risk.

And you, we learned a lot about. What really owning a business was about. We had our own business inside of the wire house we were in technically, but you didn't really own it.

You didn't really have to manage all the aspects of it. So it was, it was a terrific learning curve, a challenging learning curve. And we really did kinda learn the next level entrepreneurship during those first couple years in particular. Still learning today

Don and Ebony: Still learning.

Margaret Dechant: Still learning today,

Don and Ebony: So were help listers understand, were you, were you scared a little bit or concerned, or you were, I know you were confident, but was there ?

Boy, if this don't work, what did I do? Kind of deal or?

Margaret Dechant: It was a healthy mix of excitement and terror. Really. Yeah.

you know,

Margaret Dechant: I, I remember, I still have it actually. I had a list of all of our employees, our people who went with us and the names of spouses and their kids on a notepad next to my desk, and these were the people who were counting on us getting this right. And that was the

healthy pressure that continued us to move us forward. You know, we knew we had to get it right. Being confident with a healthy amount of anxiety around it is not, It's a good place. to be. I mean, I think that's where all entrepreneurs sit, right? You're confident in what you're doing, You're confident in the value you're providing, but you also have every day a little bit of healthy anxiety about am I doing it right? Could I do it better? What's the next level? How do I take care of my people, my clients?

All the things that go into being a business owner.

Don and Ebony: Excellent. So, I think you shared what you, you bring on these younger employees and get them into the business, but what does your business solve that keeps, makes you different than others in your field?

Margaret Dechant: As it relates to our, to, to your customers. [00:10:00] Oh, to our customers.

Okay. Well, a couple of different things. We are very focused on an outstanding client experience. We wanna make sure that our clients, First of all, I know it sounds to all of us in this room, it may sound, common sense, but we wanna make sure that every client who reaches out to us, Gets a voice, they get somebody who can help them promptly.

So that's kind of the basic blocking and tackling of it to evolve, to expand upon that. We work to be very proactive, so understanding that our clients lives our complex, again, their families, their finances, their work. We work really hard to think beyond. Today. Like what are we gonna continue to do? Well, what are we gonna start to do better?

What do we need to be doing 2, 3, 5 years from now that we're not doing today that's going. Continue on that client experience. Part of that client experience is very much a consultative role.

So in the wealth planning side of our business, we do very, very deep dives into our client's lives. You know, understanding what really concerns them. You know, I mean, when people look at our firm, they think money and money is part of it, but money is really part of the tool that helps people get where they wanna be. Right? Doesn't matter where you are in your life, it's kind of.

life, engine that drives your family forward. And honestly, most of our clients, when we sit down and talk to them, it's the money is the last thing we talk about. It's more about the kids, the grandkids. What's gonna happen when I'm not here anymore? How do I make, you know, what is my legacy? All the things that really everyone is concerned about. So that exceptional client experience and also that deep dive into their lives, understanding what's important to them is what I believe makes. Kind of exceptional.

Don and Ebony: One more question on this entrepreneur thing. A lot of folks, they use a

business plan, some. Just go by their feel. Where were you at when you guys launched? Did y'all have a business plan and you stuck to it or did you waiver or did I mean, and how do you compare where you, your projections far as do you think you would be? Where you at today in six years?

What's seems to be really impressive?

Margaret Dechant: Thank you.

well, we did have a business plan.

Margaret Dechant: You know, when you're launching a business, I think you kind of have just some building blocks, you know, you have to have in place, right?

Again, the kinda the blocking and tackling before you go to the pro set offense, so to speak. So we did have, a business plan and we did follow it, but very quickly into it, we realized a lot of things that we're gonna need to adjust. we were gonna need to bring on some more people, some more resources.

The technology that we thought was gonna work for us needed to be tweaked. So we needed to and did evolve. I mean, being at 13 people, we had the ability to be agile, which was nice. So we did shift a bit and. Over the first three years, I'd say we were largely on track, but definitely made some significant tweaks to our business plan. As we sit here, six years in, we have been blessed and fortunate to be on a trajectory that's been higher, faster, stronger than we thought. yes. So yes, it has been nice and it's been. Really a challenge, but a good one for all of us to continue to be agile and, really be flexible in how we think about our business.

And, honestly, one of the best things we've done for many reasons is to continue to bring the next generation of people professional into our business because they look at things differently, and I so value their perspectives, right? They just look at things from a different purview. They don't have the history. which history is great to have, but you can't continue to lean on it, right? You have to learn from your past, but you also have to be open-minded about what the future looks like, and they bring great perspective to that.

Don and Ebony: Thanks for sharing that e Yeah, I'm, I think that's wonderful. And I love, you know, the fact that you recognize that, hey, we need to make some changes and we are small enough, to be agile and make that happen. and it's paid off in spades for you. So that's, that's terrific. So, you know, one of the things that I've always admired is when I look at this field as male dominat, Right some, and you know, sometimes the ratios can be anywhere from 10 to one, to six to one.

And so with you, being a woman doing this, this is just really fantastic. And I, I mean, I really, I'm just, it, it's amazing. So tell us from your perspective as a woman coming in to do this, did you

have a woman who was a mentor to you to, to put you down this trajectory? Or is this just something you always knew that you could do?

Margaret Dechant: Well, kind of a combination of that. I mean, definitely a lot of self-motivation, but a great example. Two examples. I'd say Marilyn Polly, who was in greatly, she was a definitely leader in Bank Four, and then recently retired from her role at Commerce bank, but [00:15:00] marilyn kind of paved away long before a lot of people were paving it.

She did it with a lot of dignity, grace, strong leadership, truly an exceptional woman. Another great example would be Elizabeth king who leads the Wichita State Foundation. And again, Elizabeth was one who paved a path long before a lot of people were paving it for women in leadership. So I've always looked at those two women as strong as great examples. How to be a leader, woman or male, whatever, and how to stay focused on leading your people, being part of the community and just being a champion for your business.

Don and Ebony: Yeah, that's royalty there.

Margaret Dechant: That's two names.

And by no means do I put myself in that category. The category with those women.

Don and Ebony: Can glean from that. Well, you know you're winning.

Yes.

Yeah. For certain. Shout out to Marilyn and to Elizabeth. So I thank you for sharing that. So, you know, you've talked a little bit about your journey within the six years. Let's talk about what scares you in that journey.

Know, for the next six or the current

Yeah, well for the next six.

Margaret Dechant: Next six .

well, it's a, I think it's probably what all business owners think about is how do you continue to provide a great home and opportunity for your people?

Margaret Dechant: How do you continue to find great people within your organization and how do you. Continue to evolve your business so that you are meaningful to your clients, ,right? So I know that sounds like a patented answer, but those are truly the things when I look at, the next 3, 5, 10, 20 years for the business.

Those are pillars that have to continue to stay in place. And if you're not delivering on those things, then your business is gonna flail, Right. But those are the things and are probably the biggest focus for me and for all the people inside Six Meridian.

The people side of it is probably the biggest, I don't know, fear I'd say. How you continue to make it a great environment and home for people professionally and personally.

you know, we've all seen challenges with Covid and work from home and all the dynamics that go into that. You know how expectations for work from employees, people are a little bit different today. They've asked for more flexibility, they've asked for more, balance in their lives, and we've always done a pretty good job on that. We always say that if you are, a happy person at home, you're gonna be a happy person at work.

Margaret Dechant: So you should be able to do both well, Right? And we've allowed a lot of flexibility in that. But continuing. Identify what is that for people? Because it's different for you than it is for me. And how do you continue to drive your business forward yet give your people the, the energy and the opportunity that they need personally.

Don and Ebony: Yeah, I love that and I love that you're recognizing that early on, you know, so that's, that's awesome.

Which, Don would recognize that so I can get a vacation

coming up. But , like I told you, I'm gonna get my 40 from you one way or the other. . Well, friends,

its time to hear a word from our sponsors. We'll be back to hear more from Margaret Dechant and Six Meridian.

Welcome back friends. We are here having a wonderful conversation. It's been quite lovely. Excellent. With Ms. Margaret.

So we've talked about your firm in the journey and what makes. Six Meridian different from others being a woman owned firm, but also you've kind of spoken to the, the fact that you have a lot of young professionals at your firm.

So can you talk a little bit about that and what the mix looks like for you?

Margaret Dechant: Yeah, it's a partially woman owned firm and I need to get a shout out to all our own, all our partners. But, so inside our firm, our industry is, As you mentioned earlier, very male dominated, but it's also filled with people probably over the age of 50. the statistic is there are more people over the age of 60 in our industry than under the age of 30, which means in the next, you know, 10 to 15 years there's gonna be a big rotation of people retiring, you know,

moving on, ,whatever. And that is certainly something that we have focused on in our firm for two reasons. One is we serve multiple generations of our clients.

Sometimes we are dealing with two or three [00:20:00] generat. Of people and where we wanna make sure that our professionals are growing up with our clients, right? That the, there's a continuity for our clients when, you know, Margaret's not around anymore. Tom's not around anymore, whatever the case may be. So that's one of the reasons. And secondly is really to bring that, to give those young professionals an opportunity to learn this business.

Right? As I mentioned earlier, it's sometime. There are barriers to entry for young people. There are unreasonable pressures put on them. It's difficult to get into it without a network, et cetera. So we work very hard to make sure that we give them a path that where they can be the best they can be.

So right now in our firm, we have more people under the age of 40 than we have over, and we're very proud of that fact. As I mentioned, it's been very purposeful. We wanna make sure that we have that continuity and give those people an opportunity. So the young punks as I fondly refer to them, are doing great work. they've, they, they are eager to learn. I love their enthusiasm. We were joking during the break that, you really see some differe. Generational differences. I was, sitting in my office the other day reading my newspaper. Yes. Actual, the

Don and Ebony: yeah, the physical newspaper

the eagle values the existing 20 people who still get Yeah, who still get it.

Don and Ebony: It's one of them too. It's okay. How did, I'm just, I'm just, you know, just telling the truth.

Margaret Dechant: So I was sitting there reading my newspaper and, one of. Marcus, one of our young professionals walks in and looks. He goes, Oh, look at you with your newspaper.

He looks like, looked at me like I was petting a dinosaur or something. But anyway, it was just kind of funny. It's how you kind of forget those things that are native to you, but yet very foreign to the next generation of of persons. So it's very valuable in many ways for us to evolve, you know, in a multi-generational business.

Again, the perspective that that next generation brings to us, ,the energy they bring to us, that fresh vision they bring to us. So that combined with the kind of founding partners and founding.

Experience is really, such a great dynamic to see them learn from each other, and teach each other. It's very valuable.

Don and Ebony: And I bet that's really refreshing for your clients, right? To see that mix and that

energy, because again, you typically don't have that.

So I, I'm certain they are thrilled. So you said you came from Nebraska, moved to Wichita and stayed here. Why Wichita?

Margaret Dechant: You know, admittedly when I first moved here, I thought Wichita would be the place I'd be until I moved to Denver or Kansas City or Dallas. You know, I think that's a purview a lot of people have at the age of 25 or 26.

But Wichita is just a great home. There's a great sense of community and welcoming. It's. You know, when you, when people move here from someplace else, you know, and we talk to them, we, we are introduced to people often as I'm sure you are too, people that come here to make their home and you know, you're saying, Do you need help finding school, a church, a daycare, whatever the case may be.

We're just a very welcoming community and we're also a community that I believe, is very progressive. and I look around, I was talking to someone the other day about, the airport. I was actually giving someone a ride to the airport who was in town from Houston. And I said, You know, this airport is very reflective of a shift in the Wichita mentality about let's be bigger, let's be stronger, faster. we could have probably redone the old airport and it would've been fine.

But Wichita being Wichita. We moved ahead, built that beautiful, beautiful progressive airport that is, you know, best of class. And that's just one example of many things that are going on here.

I met with the Greater Wichita Partnership the other day and talked to them about some of the things that are going on, and there's so many things that are going on in this community that maybe everyone doesn't know about, ,but it's, you know, Wichita is just a great home for now. It was always kinda the aviation capital, the pizza Hut capital, and now it is aviation, but it's, so it's evolving to much more of a, let's expand our reach. You know, ,let's be more to the world, let's be more, provide more opportunities for young people.

I mean, and you look at also what's going on at Wichita State with all the opportunities for, students to come out of there with meaningful experience.

I mean, they come out of the school of engineering. Ready to go.

I mean, they've already done internships and they've done work on aviation projects and that's just, I'm kind of picking out a few examples, but there's so many more of those around Wichita.

Don and Ebony: And electrical infrastructure.

Margaret Dechant: Yes, yes. Electrical

Don and Ebony: yes,

Margaret Dechant: Yes. How could I forget

Yes. So many examples. But you know, Wichita just [00:25:00] is a very, the people are great and I, and it's a welcoming home, but it's also a very much a land of opportunity.

Don and Ebony: I would agree with that wholeheartedly. You know, that's one of the things, yes, we're the air capital of the world, but now it's really about us being the opportunity capital of the world.

Right.

And I think that we're doing a fantastic job leaning in. We can lean a little harder, Right. and I think we're getting there, but all the work that, GWP is doing has, is just absolutely, fantastic. So shout out to them and their group. And you mentioned something, you know, talked about this in leadership Wichita this, this year.

Is, how do we get out the word? How do we share all of the wonderful things that's happening in Wichita? And I think this podcast is one way, but I think we also need to find innovative ways in which everyone has the knowledge that we do in the business community. That Wichita is a great place. So any ideas you have around that, please share

Margaret Dechant: Yes. I'll be happy to do that,

Don and Ebony: Right. , Don.

Just a couple of questions before we roll into something fun. Wolf of Wall Street. Is that the way your business is when there, when training's going on and everybody's Oh, my God's the Wolf of Wall Street. I mean, I mean, everybody's just nervous. And with the market, even with the market today is kind of crazy.

How, how, what's the atmosphere in a firm like?

Margaret Dechant: Well, not Wolf of Wall Street

Don and Ebony: That's, thank goodness, makes for a good story. And as I understand it was true at the time, right? A lot of that is fact. But, you know, our industry, you know, has evolved. In many ways over the past decades, but we are much more a consultative, total wealth planning type of industry. The buying, the selling, the stock tip of the day has really gone by the wayside.

Margaret Dechant: Okay. which is not trained, but it's evolved into a mindset for clients and for professionals that this is very much long term. ,You know, you need to look at. Long term, have

a good plan that's gonna weather all the storms, ,all of those things. And what we're going through right now is, you know, a, an economic cycle, right? It's very, we've, we've not seen this in quite some time. We've not seen an inflationary period in quite some time. ,And this is how you adjust.

Don and Ebony: And, you know, people, my vintage understand that because we've been through it for before. but it's quite alarming for me. Yeah. You know, it really is.

Margaret Dechant: it is. And you know, I don't, I'm not gonna solve it here, while we're on this podcast, but know that, you know, the economy's ebb and flow and we're going through certainly a natural ebb and flow.

But to answer your original question, the, the client in the industry has really evolved from that kind of day-to-day looking at hot stocks and that kind of thing, much more to a longer term perspective, which kind of helps you get through times like

Don and Ebony: times,

Right?

Right. So I won't, I won't go on the corner and cry.

Yeah, exactly. There's hope. Yeah.

Yeah. So I should, I shouldn't be looking at CNBC on a daily basis or, shut it off. it off. Now don't panic. It's, it's like you

Margaret Dechant: understand that they have a air to fill 24 7 and they have to make it exciting, so that's what they're doing.

Don and Ebony: Right, right. Okay. I'll do that. I guess that's kind like when you're trying to lose weight.

They say don't look at the scale every day or something. That's another thing I'm have to cry about.

Margaret Dechant: Don Donna is piling on right now.

Don and Ebony: Okay. Last six years has been really cool.

Exciting. What's on the frontier for the next six.

great question. A number of things. You know, we're, as I mentioned earlier, we. you have partners in our firm, kind of the founding partners who all, most of them are 55 and over, one of them, Sarah Hampton, she's young, younger than us. But, we're gonna face kind of that evolution of people either starting to. Cut back in their work or move out of the business you know, not anytime soon, but you know, it's something we're gonna need to look at. And we were very well equipped because of the way we've, brought on the next generation of person. But how you evolve that in a delicate and appropriate way is gonna be an interesting challenge.

Margaret Dechant: A good one, but an interesting one. We've done good work with the clients in introducing them to this next generation. They're all familiar, so we hope that that transition is, gonna be very well done and very well orchestrated on everyone's behalf.

The other challenge will be to continue to evolve and what's next for clients. I mean, to your point, in Wolf of Wall Street, our industry has evolved a great deal over the last 10 years. And like all industries keeps moving like the energy industry. I mean, ,gosh, what a great example of what are you gonna do next?

Like, what's the next frontier? How do you be delivering great service for your clients in an efficient and, fiscally responsible [00:30:00] manner? I mean, that will be our, also our challenge.

What's, what's the next, what are the next skill sets we need to add? What are the. Partnerships we need to align ourselves with to be able to deliver best of class for our clients. So it's a, I guess what all were always, the challenges will continue to be the challenges, but those are some that are on the horizon for us.

Don and Ebony: I love that you're introducing, you know, the other associates to clients early on, Right. So they can already have somewhat of relationship. It's cuz it's always alarming when you just receive a random email saying, Oh, by the way, or call, . Right, right, right, right.

Margaret Dechant: Joe will now be calling

Don and Ebony: like, excuse me, your new guy. Who?

Margaret Dechant: Yeah. No one wants that.

Don and Ebony: Yeah, exactly. One more question before we roll in. Something fun. This has been fun. Stop saying something fun.

Margaret Dechant: I'm a little concerned about what fun looks like given how much fun this has been already.

Don and Ebony: That

Margaret Dechant: is

Don and Ebony: good pointy. Good catch, Good catch. Help me understand what a day trader is, is defined as I hear the term and I don't dive into it.

What's a day trader?

Margaret Dechant: Day traders are people who are really watching stocks on a daily basis, wanting to see, you know, what's, what's high, what's low, what's going on in the market. looking for opportunities to buy things that have fallen out of favor in the market. So they buy and they sell very frequently.

it's, there have been people that have been successful at it, but you really have to be dialed in. I mean, you have to know what you're doing and really be watching stocks constantly, if that's the business you're in. Which again, I don't know a lot of professionals in our industry that are in that, but to your point, there are people who, you know, on their own. Mm-hmm. like the day trading game. And some people, like I said, have been successful. I can't imagine the stress. that that would be, on someone to continually be in that mode. But if you're wired for that, God bless you and good luck.

Don and Ebony: I am not wired for that. It sounds brutal. I, I tried playing Day Trader for like, during the, pandemic Oh And it did not work in my favor. It did for a little while.

Margaret Dechant: Excellent.

Don and Ebony: Oh, I got one more question while we got the expert here. Yeah. What's the, tell us readers digest about crypto? I mean, how does that works with

Margaret Dechant: Yeah, I don't know if there is a Reader's Digest

Don and Ebony: Oh, okay.

you know, cryptocurrencies have, you know, obviously a big topic of conversation. Again, that's something that a lot of people have been very successful at. A lot of people have not. I don't know that in my lifetime cryptocurrency will become the currency of choice, but I think there is, again, things evolve.

Margaret Dechant: There's probably an opportunity. 25, 30 years from now for crypto to be truly a currency that is used in day to day business. This was, was pointed out to me that, you know, we live in a country where our dollar is valued and transparently valued, but there are a lot of countries where that's not the case.

where one day you're holding a currency and the next day it's gone, so to speak. and that

cryptocurrency could become, Kind of universal currency for that purpose. Now again, I'm speculating.

Don and Ebony: no, I mean,

I don't really know. I hear the term all the time. I say,

Margaret Dechant: time. Yeah. And a good, good, thing to remember is never invest in something you don't understand.

Don and Ebony: Exactly.

Margaret Dechant: And cryptocurrency is very hard to understand.

And, this is purely my opinion. I heard a statistic that 90% of bitcoin is owned by one or 2% of the people,

the investors. So in my mind that is fraught with the ability to manipulate the price of that. Now, I'm not saying that's happening, I'm just saying that if you're gonna invest in something, you should fully understand what it is, who owns it, and the liquidity for it.

Don and Ebony: Thank you for sharing that. Yeah, I, Cuz I've gone to many, many conferences where crypto has been, discussed. Mm-hmm. and blockchain and data mining and all these things and I still have no clue.

Okay. . Wow. It is, it's crazy. Yeah. You got anything? Eat? Nope. We're ready to roll into now for what's more

Margaret Dechant: Is this the lightning round?

Don and Ebony: Yes. We're gonna play word association. I'll give you one word. You gimme one word back. It's not wrong cuz it's your word. Are you ready?

Margaret Dechant: I'm ready.

Don and Ebony: Ooh.

Okay.

Lemme get ready.

Leader.

Margaret Dechant: Ship.

Don and Ebony: Ah, nice.

Margaret Dechant: Let's do that one again.

It's not jeopardy.

Don and Ebony: Let's, . Yeah, let's go. Leader

Margaret Dechant: Strong.

Don and Ebony: Strong. Success.

Margaret Dechant: Evolving.

Don and Ebony: College.

Margaret Dechant: Fun.

Don and Ebony: She didn't go. She didn't [00:35:00] go. Nebraska on us. Okay. Failure.

Margaret Dechant: Disappointment.

Don and Ebony: Entrepreneur.

Margaret Dechant: Energetic.

Don and Ebony: Wichita.

Margaret Dechant: Awesome.

Don and Ebony: Vacation.

Margaret Dechant: Hawaii.

Don and Ebony: Hero.

Margaret Dechant: Humble

Don and Ebony: Wichita Chamber.

Margaret Dechant: Leader.

Don and Ebony: Family.

Margaret Dechant: Loving.

Don and Ebony: Fun.

Margaret Dechant: Chiefs football.

Don and Ebony: Oh, nice. Go. Chiefs.

Go Chiefs.

Last but not least, and you have to tell the truth about this one beverage.

Margaret Dechant: White wine always.

Don and Ebony: It's truly a pleasure. Thank you for being on the show.

Margaret Dechant: Thank you so much for having me. This was a lot of fun. guys are fantastic. Okay.

Don and Ebony: I'm so glad you had fun. . Thank you for sharing your story.

Margaret Dechant: Absolutely. Thank for the invitation. Really appreciate the opportunity to be with you guys today.

Don and Ebony: Well, friends, we've come to the end of today's segment.

If you would please make certain that you like us and that you share it with your circle of influence. And if you know anyone who might find value in today's session, please share it with them and let us know who you wanna hear from next. Till next time, peace.