

Wichita Chamber Business Accelerator

Episode 105

Jenny Helms-Calvin

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Don: [00:00:00] Welcome to another exciting edition of 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. In the house, Soma Therapy and Psychiatric Services. E.

Ebony: Yes. We're really excited we have Jenny here with us today.

How's it going?



Jenny Helms-Calvin: It's good. How are you guys doing?

Ebony: Life is grand and it's better now that we have you here with us to tell your story.

Jenny Helms-Calvin: Thank you. I'm grateful to be here.

Ebony: Yeah. So tell us a little bit about who you are and what you do.

Jenny Helms-Calvin: So I co-own Soma Therapy and we actually just acquired New Perspectives

as of last week.

Ebony: Whoa. Congratulations.

Jenny Helms-Calvin: Thank you. Thank you. Thank you. So this is very like fresh out of the oven So,

Don: heard it here first. Yep. You come in showing out. Good lord. Okay.

Jenny Helms-Calvin: Yes, but I, so my background, I'm actually a licensed clinical marriage and family therapist, and I introduce myself now as business owner first because that's the majority of what I do throughout the week, and I see maybe two or three clients.

I'm still, I still love being a part of that piece and understanding the clinical piece of mental health. I think that just informs and creates the passion for the business. But my day to day, I am, I'm doing all the, the business owner, hr, multi hat roles, delegating, hiring, all that good stuff. So,

Ebony: That is, that's pretty awesome. You know, you, you see a lot of And so I went to friends for my Masters. And so I go back and sometimes do mentoring see a lot of people who are in the classes and as they're trying to decide what they're gonna do with their therapy and how, if they're gonna go to the clinical side, if they're gonna go to private side, or what are they gonna do with it.

And so did you know that you were going to be a business owner? Like when you got your,

Jenny Helms-Calvin: you know, that's, that's a great question. I eventually knew I wanted to own a practice and run a practice.

I didn't know that it would look like how Soma has grown, and I didn't know that I would do it so quickly in my career. I had originally planned on opening up Soma with some other business owners, and at last minute that didn't come to fruition and I decided to go for it anyway by myself without that experience.

And I think. Hindsight's 2020. I think that was actually an incredible blessing and a gift in a way. And I was able to use that. And I gave myself one year, I was like, I'm gonna try this out for one year to A, see how it goes, and B, see if I actually enjoy this piece. Cuz you know, you think you have this idea on your mind, but you don't really know until you're actually in the grind of something, what it's going to look like.

And so, Sure enough, I fell in love with that part of it as well, and things went well enough the first year, I won't lie, the first six months were a little messy.

Ebony: a little struggle.

Jenny Helms-Calvin: A little bit of the struggle bus. I'll totally be real about that and own that piece. And then I feel like by the time I got to my first year and then into my second year, Things really started taking off.

I was able to learn from so many different experiences and grow and hire and delegate and and yeah. And now we're almost four years in and we have, you know, 50 plus providers. And now we have new as well. So it's kind of been quite a journey.

Ebony: That is something. So you, were you working for someone else initially or did you, and then after you understood how, because I, I would imagine it's quite different than being the business owner as opposed to only, and I guess as a therapist, you, it is kind of your own

business, right? Cause each client and then, but dealing with insurance, I mean that in itself, right?

Jenny Helms-Calvin: Yes. Yeah. Yeah. So initially I started about the first year and a half to two years.

I was just doing my own. Private practice. And prior to that I'd actually done coaching. So I knew I wanted to be in private practice. I was, I was kind of the weirdo that knew exact, that that was the path I wanted to go.[00:05:00]

Ebony: Not the case usually.

Jenny Helms-Calvin: And I already, I was already writing things. I was already putting myself out there and marketing and learning about marketing.

And so I think I had a little bit of a leg up on that because I was doing that during. The coaching piece in grad school and then afterwards I was already working on the marketing piece, learning insurance, all those different pieces because that's what I was doing for my own practice. And then, yeah.

Ebony: I mean, that's, that's remarkable. Kudos to you for that, cuz that, like I said, isn't always the case.

And so now you have, you've been running this business successfully. Let's talk about the merger. So, yes. Okay. Well, yeah. So you decided, you're like, okay, we're at this place and this opportunity presented itself, or were you seeking this opportunity.

Jenny Helms-Calvin: seeking with new perspectives? Yes, we were seeking it, and I put that in a question mark space because I think the decision process was. Do we expand so much to an additional office space and location? Do we go vertical? So we offer either offering higher levels of care or do we acquire another business that's basically the same type of practice and try that route as far as our growth and expansion, and we decided we wanted to try acquisition cuz we'd already grown twice to two different locations.

And so this is our first adventure in that piece. And so far, I mean, you're asking me the first two weeks, so it's, it's a little bit tough for me to say exactly how that's going. I mean, it's definitely. Stressful and exciting and nerve-wracking all at once, but I'll come back to that in about six months and tell you if we feel like that was actually the best.

Ebony: All Right. That's fair.

That's fair. And I apologize, not a merger. It was an acquisition. It was an, okay. My

Jenny Helms-Calvin: No, you're totally fine. Yeah.

Ebony: So you do your, your suite of services.

You offer, you said marriage and family counseling, individual?

Jenny Helms-Calvin: Individual. Mm-hmm.

Ebony: And what about co-host counseling? Wow. You know, cause I need some help.

Don: I've been quiet waiting my turn.

Ebony: Asking because this is a serious thing.

Jenny Helms-Calvin: It's a real

Ebony: question.

Jenny Helms-Calvin: It's a real thing.

Ebony: Oh my gosh.

Don: Welcome to my world,

Ebony: Don.

Jenny Helms-Calvin: You know, I, I will say, it's funny you mentioned that because recently me and another therapist, we've gone out into the community and talked about workplace mental health. And so I think one of the things that gets neglected is people go and see somebody individually, but you spend most of your time at work and so, and the people you're with, you're probably spending more time with them than your significant other.

And so people, they understand and prioritize, you know, marital counseling and couples counseling, but they don't realize. The relationships you have at work. Directly impact your quality of life. Yeah. And so, and that's, I mean, that's just a throwout there. Like that's, that's a different opportunity for our community too, is how do we recognize like we, you do need good communication at work.

You do need healthy dynamics. Y'all do probably, you know, every now and then there's gonna be conflict and things that come up that you're having to navigate. But but yeah, so I appreciate you bringing that up cuz that's real.

Don: Yeah. Yeah. It is more now than then.

Ebony: So, and, and, and so , so see what I'm talking about? This is why.

Jenny Helms-Calvin: I like the humor though.

This shows me you guys like know how to navigate this with grace. Right.

Ebony: So even, but you know that, that's a good point. Even in our businesses, right? If we are in. Small groups, are there some tips or, or tricks of, I guess it wouldn't be a trick of the trade, but, you know, some tips that we can employ in our small group settings to help us cope with different things or, or work together more cohesively or listen better.

You know,

Jenny Helms-Calvin: Yeah. Ooh. I don't, I wish I had like the top three tips for that. I think, I think the biggest piece is understanding that people view the world differently and how can we communicate with those differences and how can. Be open to that in a way that we're actually able to receive feedback.

I feel like half of the issues that, you know, I, I mean we have a workplace, we have an administrative team, and a lot of the things we see are. Either somebody had a miscommunication and saw something a certain way and it was simply just a miscommunication. And a big thing we try to really enforce is that direct communication first.

I think a lot of workplaces, and I, you know, I'm only speaking towards my type of workplace because I, I understand that the dynamics are gonna be different in bigger corporations, however, It's been such a gift to see my admin team grow and their own ability to communicate directly with each other, with us, because when they come to me, if they're like, Hey, this thing happened, and so and so said this thing, the first thing we say is, have you tried communicating it with that person first?

Mm-hmm. . [00:10:00] And then if they have, and it, it just still isn't going places. That's when leadership. Step in and help, you know, with that conflict or resolution. But I've seen them be, become more empowered and develop confidence because they're able to actually go to each other versus this environment where people don't feel like they can have that direct communication.

So I know that this is not like there's no one size fits all tip, but I think. Learning how to communicate and, and realizing that a lot of the things we take personally are not personal at work is really big. So.

Ebony: Sometimes, you know, you'll see email and you like, wait a minute. Yeah. Did they just, let me read this again. Exactly. Was there an explanation mark there and was that directive for okay.

Don: Yeah. Yeah,

Ebony: yeah.

Jenny Helms-Calvin: if it is, how do we have those hard conversations? Right. And with, with respect and dignity.

Ebony: respect

Jenny Helms-Calvin: Yeah, yeah, for sure.

Don: Excellent. When I get those emails, I'll wait. I gotta rule 24 seconds, 24 minutes or 24 hours respond. So that's what I do. Cause some of 'em come say, That had little heat. That's a little heat.

Ebony: Yeah, that had little heat.

Don: Yeah. So you got to

Ebony: Per my previous email, I said

Jenny Helms-Calvin: Per my previous. That's classic.

Don: Yeah, that is classic. Excellent. Did you grow up here?

Jenny Helms-Calvin: I did not. I grew up in Atlanta, Georgia.

Ebony: Oh, ATL

Don: Peachtree? Yes. Okay. When did you arrive in Wichita?

Jenny Helms-Calvin: About nine years ago.

Don: Okay.

And where did you go to college?

Jenny Helms-Calvin: My undergrad was at the University of Georgia, and then I got my master's here at Friends University.

Don: Perfect. Nice. Well, welcome to Wichita. Don't leave

Jenny Helms-Calvin: So you know, the funny story is I did have a really bad attitude about

Wichita when I first got here. I had that two year game plan to get outta here. And I've, yes, and here's, and I, I wanna speak to this because I think that, In the years that I've been here, I've seen it grow and develop and become a place that I want to be a part of, and I'm excited to be a part of.

And so I think I wanna share that because I think coming from Atlanta and like other cities, I was like, oh, Wichita, you know, it's. Mm. You know, I had these views about it and, and now it's, I just have grown to really appreciate it and the development and the humans here. And so I'm glad I gave it an opportunity because I really did come in with a bad mindset.

Ebony: well, two year plan. Well, she had a bad attitude about it. . Ok. Not even, it was, it was not even like, she was like, well, I came in with a bad attitude. . So like, I, I'm curious now that you've opened this up. Sorry, Don. No. Do it. So what was your perspective from the outside coming in?

What, what, what was Wichita like from your perspective? Never even being here.

Jenny Helms-Calvin: Yeah. So I think I had these false preconceptions that it was just gonna be, you know, slower paced.

People wouldn't be up to date with things. There wouldn't be as much culture, there wouldn't be.

Ebony: like we had on overalls and like cows. I mean like,

Jenny Helms-Calvin: Where's the internet? You know, and I, I make that joke, but even when I would come back home for, for Christmas, my family would make that joke of like, so when are you getting outta getting outta Wichita? Like getting the heck outta Dodge?

Like it was kind of that same idea. Again, not realizing Wichita does have a lot of business culture, different things. You have to find some things, I won't lie, like you do have to like be intentional and seek certain things out versus, you know, growing up in Atlanta, I feel

Ebony: and it's there everywhere.

Right,

Jenny Helms-Calvin: Right,

But I think the. The journey is, is seeking it out and staying and, and spreading that message and, and awareness so that we're bringing more and more of those things to Wichita versus you know, getting the heck outta Dodge, so yeah.

Ebony: Well, that's good news. Yeah. I'm glad that you have found the, the joy and hope that

you are, you know, bringing your family here so they can experience and see that Wichita is not the perception that they have, that it's much greater and that they enjoy. A lot of the things, amenities that they enjoy in Atlanta is because of great cans who have created And a lot of people don't know the history things, but I won't get into that. It's about you today, right?

Don: Yeah.

Jenny Helms-Calvin: You're absolutely right though.

Don: her and Wichita So did you come to Wichita, if you can say, did you come to Wichita to go to Friends?

Jenny Helms-Calvin: You know, I came here because of an ex-boyfriend before

Don: I didn't, I wasn't trying to go

Jenny Helms-Calvin: I'm like, no, I'm totally keeping it real.

I was in a transitional period of my life and, and I didn't have decisions made. And the funny part was, I was actually, so I applied to both Kansas State and Friends, got into both.

Don: Oh, thank God you chose Friends.

Jenny Helms-Calvin: Decided to go to Friends. Yeah. And I think, again, looking back, I think that was a great decision. . But yeah, I was, I originally had that idea that I was, you know, again, getting outta Wichita and then a year in, I was [00:15:00] like, no, I actually, I like it here a lot more than I thought.

Don: That's a great perspective. I think the Chamber should bottle that and figure out how to get more conversation with you on that. That's you coming to Wichita from GA yeah. Cause normally people flee to ga, you know, from Wichita or Dallas or whatever. But you come in here and. With that attitude. I won't say it was bad, just an attitude.

And then you stayed nine years still and it don't look like you're trying to roll back. So that's, that's a Wichita win. That is a win. Excellent. So how would you define success? Gonna go to break in a minute, but how would you define doing right now?

Jenny Helms-Calvin: I think a lot of people think of success in business in terms of numbers, and not to discount that because I do think numbers matter and data matters, and I think how you get to those numbers matters as far as the long term game.

I think that if you're just playing short term game, just focus on the numbers, but I think.

I've found to be just very personally rewarding and then it's manifested in the numbers as well, has been really being intentional about the how, how we do things and the people, because if how you do things is in align with your values and you're genuinely enjoying, like people say, labor of love, but like it is genuinely a labor of love, that's something that you can continue to grow and build on.

To me personally, it's not meaningful to just live off of the numbers. Like, yes, that's great because you need things to survive and thrive as a business, but how you, how you get about or how you do that matters. And so success to me is, is getting to those numbers while also building intention and doing it in a way that you can be proud of.

Ebony: I love that. Well, friends, it's time to hear a word from our sponsors, but we'll be back to hear more from Jenny and Soma Therapy.

All right, friends, we're back here with Jenny. Not from the block, but Jenny

Jenny Helms-Calvin: oh,

Ebony: Jenny, we were talking about you being in Wichita and you, you know, really growing your business here. So is there anything in our ecosystem that you think is missing or that could help aid your business?

Jenny Helms-Calvin: Yeah, this is a great question.

I wanna be thoughtful, so I'm taking my time on this. The first thing that comes to mind though, is we don't have higher levels of care for mental health outside of substance abuse. Mm-hmm. . And so I think to have more of those resources, especially for those who are struggling, I mean, we have, okay, we do have some acute care, but nothing long term for, you know, those struggling with severe.

And persistent illness, severe, complex ptsd, eating disorders, things like that.

Ebony: what does that look like?

Jenny Helms-Calvin: It, well, there's different levels of that, but I, you know, at its highest it would be having an inpatient facility or a residential facility where people could stay long term and get those resources that they need for, you know, for instance, for eating disorders, we have to send people to Texas and Colorado and Chicago.

Cuz there's nothing close, but actually the closest is in Tulsa. But yeah, there's nothing here locally for those folks. And so it's a lot. Yeah. And it's a lot harder for the them to get access to care because of insurance issues. If you have Medicaid, it's, it's almost impossible. And then just, you know, resources for, you know, taking care of all those other pieces of your life while

you go and get the help you need.

So as far as like the mental.

I think we're missing a lot of those and even what we call intensive outpatient programs. So that would be the next level of in between hospitalization and seeing your, your therapist, you know, one or two times a week depending on the severity of your concerns. There's this level where you, you see somebody for multiple hours and you have medication management.

But it's just that step down care between the higher level and the lower levels of care. We just don't have those resources and so anybody need. More intensive care. I feel like they either go without or they have to go to a different state for that. I think the other thing too is more collaboration amongst our nonprofits.

We have an amazing community of nonprofits, but the one thing that I've, and again, [00:20:00] I'm, I'm still learning a lot, so I could be speaking out of hand, but what I've just noticed is I, I just wish there was better communication and pulling of resources because there's so many. Have similar passions and drives, but I feel like there's some of them that don't always collaborate.

And so something I could wish for our community is how do we, how do we set up incentives for, for folks to collaborate and make that make sense? Because I'm sure there's a lot of reasons behind why that may not make sense right now.

Ebony: No, you're, you're spot on. And it's something that Don has talked about for a number of years, and as you know, as a corporation who seeks to help nonprofits and to pour into them when we can either through resources or through employees or through gifting of dollars or whatever that looks like, we look for those wanna partner with other and collaborate.

So you, you're absolutely right. You're right. You're spot. And my analysis and that's what matters. My analysis.

Jenny Helms-Calvin: Yes.

Don: To my world. Oh my God,

Ebony: that out. I'm just messing with you. So, okay. So well, thank you for sharing that. And my other question to you is, you know, there's a lot of places people can go seek help.

Why would we go to Soma Why you, what's your brand? What, what makes you different? Or.

Jenny Helms-Calvin: Yeah, that's a great question. We, there's a few different things I think that is unique about us and, and just the way we've been able to grow and develop over the last few years.

One of the things. We answer and return every single phone call and every single online message. You know, some of the feedback we've gotten from people calling in has been, thank you for picking up. Yeah, thank you for returning my phone call and I know that that sounds. Like very surface level, but that's something that can be really hard, especially when you finally make the decision to seek help.

It's hard to do. So having somebody return your call, answer the phone, and I think a lot of the other mental health resources have been overwhelmed, understandably so. Like I don't blame them, they just don't have the time and the resources like we do to answer every single phone call because how we. Our systems.

The other thing is, if we don't have somebody who can serve you, we will give you a referral and our intake coordinator and how she trains the others who do intake, she gets so incredibly passionate about it. This is what I admire about her. She's like, all right, we don't have this thing. I need to find a resource.

Like she wants to make sure that if they're calling us, we connect you to somebody, because again, we know that that's a. Phone call to make for a lot of folks. And so that's a big piece, is we wanna connect people to resources, even if it's not us. So we refer out all the time and connect people to different resources in the community, and that's, that's part of what we care about.

And, you know, connecting, which attends in general to the mental health resources. I mean, the other thing too is, is our therapist.

We have ongoing learning and they really care about the areas that they specialize in. Like that's something that I look for when I hire, is I want.

A therapist who is really passionate about those areas and just leans into them and loves them and loves their clients.

We don't just fit anybody with anything. It's not like, Hey, you have this insurance, so we're gonna throw you with this person. We really do it based on a good, what we call a good clinical fit, and I think that when it's great for the therapist, it's great for the client. That's when you see the. Outcomes for success in therapy.

Just making sure that that relationship and alliance is, is critical. And the other thing too is we've been adding a lot of different providers. So we have medication management, we have a yoga instructor. We're trying to bring in these different pieces of mental health so people can connect the dots that your brain and your, your mind or your brain and your body are attached and, and working on your mental.

Means addressing these different areas and we see the best clinical outcomes when people are

actually working on both the brain and the body parts of their mental health and healing.

Ebony: I love that. And everything you just said is so true. I know many times, like you said, it is, it's difficult to make that initial call, and if someone's not answering, then you'd be like, oh, well see. I, you know, don't need help. Or finally make it, and you leave a message, or then they can't help and then they don't refer anyone.

Then you're like, what am I supposed to do? Mm-hmm. . So those things are great.

Don: Back on this mental health it just seemed.

I don't want to be bad here. It seemed like there's a lot of talk about mental health, but from where I'm setting the mo the needle is not moving. I mean, but we seem like there's a lot of talk about awareness of it.

Jenny Helms-Calvin: Mm-hmm.

Don: but how do we how do we fix it or whatever do you. Is the needle moving or is it, help me understand,

Jenny Helms-Calvin: I wanna make sure I understand your question. What do you mean by the needle moving?

Don: I mean, seemed like [00:25:00] the, the needle was moving on the awareness. Okay, we do have a mental health issue, but far as how to attack it seemed like, I don't see it moving maybe as, At all is probably harsh, but can it, how do we fix it?

I guess the mental health issue that we seem to cause back in the day, if you said you went to ACEC counselor, you, you're, you're over here. You, you're not part of the general population. I mean, cuz they think something's wrong with you. Now we then got to the point where it seems like it's okay to see a counselor.

We then got that part. Now how do we, it just seems like there's no. Seemed like, I don't know how I'm gonna say it. It just seemed like we recognize there's a big problem and don't know what to do with it,

Jenny Helms-Calvin: Yeah. Well,

Don: and that might not be

Jenny Helms-Calvin: Yeah. But, and it might be. I, I think there's different parts to this because the first thing I think of. We are finally gathering awareness that people, so the average person would wait about 11 years after the onset of mental health symptoms to actually seek treatment

in the past.

I think that's what you're talking about. Yes. And now they're not, which is great. We're realizing like, you know, , there's actually like, they did a study, there's like green. Yellow, orange and red levels of mental health. And most people would wait until they got to the red and like the worst parts. Right.

And now we're seeing that slow like push where people are actually coming when they're orange and yellow, when we can actually get benefit from mental health services sooner than later. Because once you get into the red, you're absolutely right. It takes a lot more time and intensive work. To heal. And so I'm, I'm grateful people are coming out and they're, they're also realizing getting treatment earlier and, and seeking help earlier.

There's no shame, there's no stigma. And it's, it's better for you. It's better for you long term. Only 15% of the population actually falls into the green, just fyi. So if, if you're feeling like it's everywhere, that's also another thing to consider. It is everywhere. And I think the other part that's hard is everyone's taught, I think, People, I should say, more people, not everyone more are talking about it.

So it might feel like a bigger problem too, because we're actually dealing with it. We're not just putting it under the rug and hiding it in our, you know, marriage issues and substance abuse and other things that, I mean, people can cover up stuff for years and years and years and years. So I think hearing about it more can make it feel like more of an issue too.

Right. And I wanna give you credit because I think. Doing that work. We're still learning a lot in our fields. There's still not enough folks getting the treatment that they need as far as doing medication management and working with the therapist long term, long enough term to see those results and to actually do that work in healing because, It takes time and it's, it's hard in our, in our culture, a lot of people, they want a pill or they want that quick fix, but mental health is, is a journey for many of us.

And sometimes we can have seasons where we work through something and then we're good for a few years and then something comes up and, and all of a sudden we're like, wow, I feel like I'm, I'm dealing with that, that same thing, but maybe in a different way and on a different level. And so I think the more that folks can.

Acknowledge that and seek resources and help and really do that work, the better we'll get. But culturally, there's some issues that we have going on too, where I think instead of turning to humans and community, which is also very good for our mental health, people are. Turning more to technology and, and being more isolated.

And so, I mean, we could probably have a whole podcast on that question.

Don: Right?

Yeah.

Jenny Helms-Calvin: That's a, really great question, but there's, there's so many different factors that I think probably play into why it feels like this is just such an overwhelming issue.

Don: it Yeah. I, I agree. I mean, most, like I said, more people are talking about it, and even when police officers, they're, they're called to deal with a mentally challenged person and, and the caller will.

He or she has issues and the police have to go, you know, , that's, if they haven't had that train, I imagine that is a tough gig to go try to. Deal with that issue at the time. So I was just wondering what you thought about that. Okay. You're buying companies left and right.

Jenny Helms-Calvin: Left and right.

Don: What's next? Just left. Just left just a couple of weeks ago left. What's next? Do you see a growth pattern for your company or you're good for a minute?

Jenny Helms-Calvin: I do see a growth pattern, however, I couldn't tell you exactly what that looks like, and I think. Because we just newly acquired new perspectives. We are still in that phase of, again, [00:30:00] kind of learn.

That's our new thing that we are tackling and learning and growing into. And I think from there we'll see. But I, I definitely know we have that I definitely have that entrepreneurial spirit and that growth spirit. That's definitely part of where I'm at and I'm gonna keep chasing that.

Don: Excellent as you should. Congratulations on that E

Jenny Helms-Calvin: Hey, thank you.

Ebony: It's time for Word association.

Don: Okay. You've been dealing with Ebony a long time and it's, I know it's brutal, but it is what it is.

Ebony: She's loved every minute of it. Thank you.

Jenny Helms-Calvin: It's been wonderful.

Don: Now we're gonna do some word association. It ought to be interested in It will be, yeah. She's supposed. The one doing this right on me. Maybe.

Ebony: It's a whole nother conversation.

Don: I'll give you one word to gimme one word back. That's not wrong cuz it's your word. Are you ready?

Leader.

Jenny Helms-Calvin: Mm. Empowered.

Don: Success.

Jenny Helms-Calvin: Long term.

Don: College.

Jenny Helms-Calvin: Growth.

Don: Failure.

Jenny Helms-Calvin: Okay.

Don: Nice entrepreneur.

Jenny Helms-Calvin: Chaser.

Don: I would have a long, I'd have a hard time with the okay. Part I failure, but she was good with it. Wichita.

Growing.

Vacation.

Jenny Helms-Calvin: Fun.

Don: Hero.

Jenny Helms-Calvin: Hmm. Leader. I don't know. That's good. You got me there.

Don: Excellent. Wichita Chamber.

Jenny Helms-Calvin: Fun.

Don: Family.

Jenny Helms-Calvin: Also fun.

Ebony: Just all my responses will be fun.

Jenny Helms-Calvin: All they, they'll all be fun.

Don: Here we go. Fun. Yeah. No, that's the word for you. Fun.

Jenny Helms-Calvin: Hmm? Vacation just came to mind again. Apparently. I think all words are the same in my brain right now.

Don: Nice. Last but not least, and you have to tell the truth.

Jenny Helms-Calvin: Okay.

Don: Beverage.

Jenny Helms-Calvin: Water, cuz it's right in front of me.

Don: Okay.

Jenny Helms-Calvin: Well coffee. That's my, that's my other jam.

Don: Go to. That's your other jam.

Jenny Helms-Calvin: Yep.

Don: Excellent. Thank you for coming in, hanging with us. Truly appreciate it.

Congratulations on your acquisition.

Ebony: Yes, congrats, this's. Been really fun. I hope you enjoyed your time with us.

Jenny Helms-Calvin: I did that word association though, man. I felt like I was on the hot seat.

Ebony: Well, you made it through. You made it through. You did well. Well, friends, we've come to the end of today's segment. If you would please like us, share us and make certain you leave us a comment.

Let us know who you wanna hear from next till next time, peace.