Full Transcript

Episode 11: Past, Present, & Future with hosts Ray Mayfield & Tiara Jones

Ray Mayfield 00:04
Welcome to the Frontrunner Podcast with your hosts Ray Mayfield and Tiara Jones to engineers more from coworkers to in laws. And now business partners, creating a safe space to be open and honest about what it really takes to start and run a business.

Tiara Jones 00:17
We know it's easier said than done. But you were built for this and you are not alone. Join us each week to hear stories, lessons learned and strategies from trusted advisors in new and seasoned entrepreneurs on how to endure the marathon entrepreneurship.

Ray Mayfield 00:38
Everybody razor, A, this is here. And welcome to another fantastic episode of the front runner podcast. You know, let's get the fun started. Let's do so to tell us what are we talking about today?

Tiara Jones 00:51
leaning into you know, experiences from all areas of your life that can benefit your business.

Ray Mayfield 00:58
I like it. I like it. I like it. So is it sorry, it's our last episode for the season. It is oh man. I'm out that season while one season down and we made it we did it made it without a hitch a few hiccups here and there. But thanks to your hard work, they were able to pull it off. So teamwork. Congratulations. Congratulations. Congratulations. So leaning into your experience from all areas of your life to for your business. That's a that's a pretty interesting subject. Yeah, cuz

Tiara Jones 01:28
I mean, if you think about it this way, going into entrepreneurship, we may say sometimes, you know, I can never do that, or I'm not cut out for that. But you are because I mean, we think life is hard. We've already done hard things. So you're capable of more than what you think. So if you think about, you know, a job that, you know, you were offered, yeah, they gave you a job description, but nine times out of 10, there's something you're going to end up doing that wasn't in that description, it's something new, you know, that you may not have any experiences in and you're gonna have to try to figure it out. Just like an entrepreneurship, you don't know everything, but you have to figure it out. Like you think about marketing, you have to promote yourself to scholarships to colleges, to different employers, the same way you're going to promote your expertise or your products and things that you do in your business. I mean, thinking about juggling multiple things at one time. You know, if you're a parent, you're juggling your nine to five, your kids, you know, if you're married, you're juggling all of that you think about being in school, sometimes when you're working, and you're in school, juggling multiple classes, like we've juggle multiple things, you know, at one time, so this whole thing of starting your business and doing

your nine to five year, it's gonna be tough, but you've done it before, it's just in a different, you know, context. So, you know, we've been scared to jump into new experience before. We know with everything that we do, if whether it's, you know, like going back to high school, you're trying out for, you know, sport, or something like that, you know, it's, it's a little like, oh, I don't know about this, but I'm gonna try it out is the same, you know, type of thing. And so you just have to think about how you've used your just your experiences in the past and what you've done, to push through things that you maybe didn't expect, and use that same, you know, that same courage, that same wisdom, that same willpower to push through the things that entrepreneurship, so it's maybe a different context, but it's, it's the same qualities, same characteristics is that you need to get through it. And so you just have to look at it, you know, in that light look, so instead of saying, No, I'm not cut out for this, no, I can't do this. Just reflect back to what you've gone through and what you've were able to accomplish in the past and how you can use, you know, that same determination to get through starting your own business.

Ray Mayfield 03:59
I like it. I like it, man. That's, that's, that's a that's a lot, man. So, you know, I'm sure you know, we both have some very unique and dynamic backgrounds, right. And I think a lot of the things we say you're all all you are is a combination of your experiences. Right. And I think they've shaped my experience specifically for me shaped me in a pretty unique manner. Um, you know, we won't get too much into it. He really wants to get into a young offseason, I'll tell you I've seen I saw like, for people who don't know, like, I'm, I'm, I'm a pretty guarded person. There's, there's pieces of me that I'll let people see. It's like an iceberg, right? You only see 10% You may see 5% of Ray, but only a few people get to see more than that. And my wife is probably the one who seen all of me I think. Um, so you know, my experiences are are in my in my mind are no different than others is how I react to those experiences is what shaped me. You know what I mean? Like my, my grown up in a military family, um, you know, there was disciplinary structure, there was consequences for your actions. All my friends, my school nos, they don't punish me along with my brother quite often, most of the time just for not doing what we were supposed to in school. But that's a whole nother subject, whether you learn from that stuff. And some lessons are learned later in life, I was fortunate enough to have an older brother, you know, who I saw, there's some good and bad things that I learn. I learned from my, my dad told me something. So graduated from high school made the decision to join the Marine Corps. And, you know, we're the night before I left for boot camp, you know, I was hanging out with some friends, you know, just just having a good time seeing them off, and I went home and my dad was in the living room. And he, you wanted to watch full metal jacket with me know, before I left for those who haven't seen Full Metal Jacket. So it's a movie about the Marine Corps boot camp and the experiences of those, those Marines and Vietnam great movie. So we're watching it, and we're talking, he's like, Hey, man, like, you know, all boot camp is a game. He's like, he's like, he's just a game. So think of it as a game. And you'll be just fine. And it worked. They worked very well for me to boot camp. I was able to graduate as an undergraduate. But while there, I think the Marine Corps really, boot camp does a lot of things to people. A good friend of mine, Lloyd Lloyd, Brett, shout him out. He says the military makes you more who you are. And I think that's true. If you're not a good person, that's going to make you worse, you know, if you want to strive to be better to change your circumstances, because you don't want to go back to where you were, you're going to succeed and do just fine. For me, I chose the latter, right, I wanted to be better than what I was when I went in. I wasn't a bad kid. You know, I was, I was a kid though. I lived the life and, you know, boot camp did a few things for me. That that that comment from my dad, it's a game, you know, listen, to listen to what they say and not how they say it. That that's kind of like one of my monitors, I hold that close my heart because that applies and everything right? You know, I think there's a lot of people now I'm in this environment, we're very emotionally to react to things without thinking about the context of what's being said, we more or less listen to the message in house delivered, instead of listening, what we're being told to the message, right. So that that gave me the ability to, you know, listen to people saying why they're screaming and spitting in my face. Just doing what they're telling me to do in boot camp, because that's just the environment when you know, so that's one thing

that I experienced that sticks out to me, um, you know, and then through through my experience in the Marine Corps, one thing I, they be into discipline in multiple facets right. Now, you know, I, there's things that we experienced in boot camp that probably shouldn't be thought about. And there's things that we, we experience that we can be talked about. And one thing, think of it like this, right, so we went to boot camp in Parris Island, South Carolina, um, I think I left in March, March of 98, and graduated in June of 98. Right, so three month period, and, you know, it's hot, it gets pretty hot, it was cold, we got there, but it's hot by the time I graduated, right? So so one, one experience that I remember, in which I really learned the true meaning of discipline was, you know, we would we would do things get in trouble as a platoon. You wouldn't listen, you weren't marching, right? You won't do your drill, right. And agility orders at different methods of punishing you, when they chose to do with us is one day was a Marcus at the tall, uncut grass, and we mark time marks mean, you're just marching in place, and they told us a whole new standard position of attention. And probably every safely in the state of South Carolina was in that grass and came up and just started chewing on our skin. And we couldn't do anything. You know, you couldn't move, you can kill them. And I was being built to the point where I was literally shaking. But you can't move. And you know, that doesn't mean I mean, to me, to me, that's a mind altering experience, to where you learn to value what truth discipline actually means. Because in their minds and how they translate it is movement, it can move in a can equal getting killed in a combat situation. And that's how the Marine Corps prepares you. The Marine Corps prepares you to be a warrior, right? There's nothing more nothing less like, the Marine Corps has internal internal conflicts with, you know, a pOH, which is a person of the grunts and grunts, wingers and people who are in the wing. So there's all those internal clicks, but on that on a larger scale, right, every Marine is a warrior, right? You are going to you are being turned into a weapon to go into combat and do something to save the person next to you and make sure you come back home alive. And I think that's the you know that that form of discipline doesn't come. I don't think I don't think I would be able to achieve such a form of discipline in another avenue of life, like if I didn't go to the Marine Corps. So for that, I appreciate that experience, right. So, you know, my dad's great talks, to the experience in boot camp, you know, even even having the opportunity to lead to become a leader at a very young age and record, because like, you know, when for those who are Marines, we understand, right? You know, from day one, you're in charge of somebody, like, you know, if your E two e ones, you know, you're responsible for every day. And the Marine Corps really puts values in teaching the young marines and how to be leaders. And to a degree, you know, that that can be stressful, right? I mean, there's, there's a, there's, you know, you got to tell your friends what to do. But that's something you have to look past, right, you have to look past, you know, we're homies, and we're hanging out during the evening hours, but at work, you gotta respect me, those are things you work through, and they shape you, and they teach you how to be, you know, have a phenomenal leader, in a regard where you can, you know, have those frank discussions with somebody who's doing something inappropriately, and then they're mature enough to see what you're saying, but you have to be mature and how you're communicating it to that way, when you guys go back and see each other in the barracks, you're not going to be in a fistfight. And, you know, it's this is just it is what it is. So, you know, leadership principles are key and essential, I think, to anyone who wants to become an entrepreneur. Because even if you're just an army one as optional, right, you know, there are going to be two people that you come in contact with that admire what you're doing, and you're going to have to share some wisdom with them to a degree on how you got to where you are. So, you know, those are also some pretty critical, that's also pretty critical to the ability to communicate and communicate effectively, is another tool, you know, that that we're taught pretty clearly in the Marine Corps through, whether it's, you know, through through boot camp to or presentations at leadership, academies, corporate courses, core staff Academy, things like that, you know, we're, we're put in a position to be more than two leaders at every step of the way. So, you know, I think that's, that's value added to, and then you're in charge of teams, right? Whether that's a small fire team of four people or a squad of 13 or an entire platoon that's platoon sergeant. I know those just echelons and levels to it. Right. And everybody is wrong, right? Everybody is not fit to be leader. Right. I think that's there's there's a such thing as called a natural born leader. And I think those are those

people are rare in the world. I think they're even more rare in the times we're living in. But that's a that's a podcast, something from that day. From so yeah, I'm kind of I'm sorry, just kind of rambling because I'm, I'm freestyling here. So let's, let's fast forward a little bit. So things are really really really shaky. Mmm hmm. My combat experience I think the point Iraq in oh four or five and particle six, really change me significantly. As far as my perception of the world in my reaction to things, you know, oh four, you know, deploy with the with the battalion of Marines who saw a significant amount of contact, you know, to to shatter warlords. You know, we, we, we did, we did some good stuff out there some cool things and great experiences. All of them I won't get into there are emotional, I did develop some PTSD of being out there. I think, you know, I don't I don't know too many people that go to war and come home completely the same. I think when I came home in 2004, my mentality was still set to war. It's funny, right? Because at the day we got back, we were bused from the airport, back to campus union with our families. And I got off the bus. And the first person I saw was my master guns, a mass gun. I said, Hey, man, welcome back. Thank you. He said, You ready to go back three months, like, sure. It's just, it's just, it's just a, I think there's a to me, there was a comfort in being in Iraq, it felt more comfortable to be in here in America. And only a few people will probably understand what I mean by that. I mean, you know, I felt protected, you know, having a weapon on me at all times, you know, sleeping with a weapon. You know, when I came home, I was waking up in the moonlight look, for my strap looking for my mind my infor house I got when I was not gonna get in trouble. It's just you can't turn some things off. So, my mentality was was was a bit war. And, you know, as a consequence of that, you know, I think I partially became an alcoholic. Um, you know, I did drink a little bit. I don't think it was excessive, but I did drink. And I think one thing that saved me was going back to Iraq, because no telling how far I know down a down that path I would have went. So you know, that was a form of numbness to being back in the States. You know, I did miss the conflict. Of course, you lost you lose friends there in the you know, the harsh reality of that is, you know, you you have probably a little time to mourn before you have to get back in your mind back into the fight. So you know, you could come back and other guys who with you can come back. And that's something that, you know, you're really not taught to cope with, right so for me my coping mechanism was to get back to Iraq as fast as I could. So I went back again, with the, with at the division level, this time and had the opportunity to leave the division level and to go, you know, integrate or live with the Iraqi military. And that, by far, I think was the most eye opening experience to me. Because, you know, we're living on the base with Iraqi soldier and you're exposed to so much of their culture, you know, why they do things the way they do it, you know, their philosophy on marriage, their spiritual philosophy, I learned a lot about, you know, the Muslim culture. And a lot of them knew way more about Christianity nodded. Me. And as a Christian at the time, I was a Christian, I was I had been saved, but I wasn't walking my Christian walk. You know, I'm saying that, like, I'm doing it now. Right? So they're impressed me how much they educated me on what the Bible said. And I was like, Man, I need to step my game up. And a lot of a lot of conversations with the guys were talking about religion, their beliefs, you know, why did you think how do you have seven wives and 21 kids, man, that's crazy. And you just, you know, you just get to learn these things about these guys who, you know, probably two, three years ago that, you know, were trying to kill each other, you know, and now they're there. They're in the military. And in, you know, not all those guys have good intentions, some guys don't. But, you know, my, my intent. At that point, I knew I was going out in Marine Corps. And my XO came to me my Botanics Oh, can you be your company X? Or can you be saving? Like, I want to submit you for me said, Marine Corps commissioned that list of programs when you're enlisted. And they, you know, you request into the cars for four years, and you come back as an officer. And you know, you you finish out your career as as long as you can and the officer corps? And I said, No, because I was burned out. I was mentally fatigue, going back to Iraq at three Muslim was the worst, the worst mental decision I made. And, you know, halfway through my deployment, I got burned out, and I needed to change the scenery. So that's when I moved to go integrate going live with Iraqi soldier where they call them AT T Mobile integrated training team. And our primary purpose was to train the Iraqi military to be proficient on their own patrol tactics, communication, tactics, logistics, basic living, things of that nature. So as a radio operator, I was responsible for helping them you know, with

their communication standards, it was a small team of 11 Marines, probably about maybe two 300 Iraqi soldiers right on their feet. The first day, we went down to meet him such a funny experience, man. I don't think I can say the location where I was, I don't know if I can or can't, but I'm just gonna say, so we're in Iraq, and in Anbar province, and we were living on so we were on in a tent city in a main installation, and they will live in like in another structure that's right outside the the main installation was still on the confines of the base, if that makes sense. So we go we we drive down and I drove my, my, our mob was the equivalent my battalion commander at the time I was his driver alone. It was three or four buttons for us in the vehicle. So you know, we're moving to down to go meet the Iraqi soldiers. And at the time, it's probably like 12 them information. And I'm just looking at it like man like this is it? No, like this? This is it. This is gonna be a very interesting experience. I was like, Man, I gotta use a bathroom. So you know, it had I was like trying to find a porta Johns. At one point John down here. At the time, they probably had 200 Iraqi soldiers going 12 information so I get to the portage on open the door. And man there was there's probably a million flies and they're just fecal matter everywhere. And it flies just hit me in the face. For example, yes, like window, no, what is this? What is this place off? I volunteer to come to this makes no diagnosis. But I had to take a step back and remember there's cultural differences between how we do things in America whereas how to do things over there. You know, so it's just that was another eye opening experience for me but it made me want to learn more about how they do things in America they do I think I've benefited from a greatly I have I probably have, um, you know, man cheese, I probably have maybe 15 tapes, I bought a camcorder. And I recorded myself there with the guys interacting with them hanging out in their tents at night drinking tea, listen, you know, listening to music, watching them dance, and it was good to have like 15 I need to get saved converted to DVD because they'll make for a great show one day, but I think it was such an eye opening experience during that time. So another defining moment during that short stint of my life that defined me was you know, we the elections were coming up I think it's 2005 2005 to fall October 16 electoral covenant we had to go out in our unit was responsible for escorting Iraqi soldiers off base so they can perform security so the citizens could come you know vote without the threat of b&q Think about that everyone here in America right? Like I know we have issues with our elections right but no must want to kill us on the way to the balloting station. You know I mean almost killing us based on who we vote for. You know, they're verbally is one thing, but like literally try to assassinate you and your entire family is remarkable when you think about it. So You know, we're setting up security. And you know, we were out we had a scout there overnight, I think I stayed up 24 hours straight up, I set up 70 7070 hours straight while we were out there. The first day set up second day election. And then there's a day afterwards where you tear down and move back back on base. So the first night we got there to set up, we set everything up during the day at night. No, my battalion commander is a good man. He said, Hey, man, like, you guys need rest, like, you know, they're there. They're embedded here. There's an army unit co located with this. We're gonna go back to the base, I got to knock out some work. And so just come on. So two vehicles, six of us, go back. Eight of us go back to our little compound. He's like, Hey, man, like you guys get rest on there. You're tired. It's been it's been a long day. Got it. Thanks, sir. So you know, you had a couple hours sleep. Get up, back off the base. Every time before we did it moving out. Always pray, like I would always pray to our vehicles. I would say a prayer for everybody, you know, before we maneuvered just just for some covering, right. So we were leaving based on the comment. I forgot to say my prayer. So I started praying while we were driving and kitchenette, as soon as I said, Amen, allow pop. And I was like, Oh, so you know, you speed the vehicle up? Yeah, we're crossing the bridge. So speed up, you get over the bridge. And I was like, man, like, you know, I think that was, I was in an ID attempt. But we weren't sure. By two o'clock in the morning. I wanted to get the vehicle and go and go check. Because I could have swore I saw trigger man, and his little shack off to our left and right about our my nine o'clock. And I'm talking I was like, Nah, like, we're going to push back. Everybody safe, it's nighttime, let's let's get the bleep out of here and get back to where we're safe, we can get you the unit to come out in the next day to your D unit went out. And they said what happened was there's a seven, five or seven foot Russian missile that was wired as an improvised explosive device, but it was wired incorrectly. So the pot was a blasting cap. But the

rounded detonate, with a round was located that was almost like up underneath the barely underneath the passionate side door. You think about that we're talking about a five or seven foot long missile wire is the ID that was done that was wired incorrectly, right. And the blast gap is detonated without the without the Ordnance of cell phone off outer thigh. Like we all would have been probably decimated in that vehicle. You know, we had an up armored Humvee for those who know, you know, up armors protect you, but to a degree, I mean, it's huge away from the cameras of ease. So you know, but in with that experience, different music affirmed my faith and God's ability ability to protect me when I call on him to do that, right. Because I feel like you know, had I had not been, you know, obedient to what he had told me to do the entire time I praying before we go out the wire understand the other, you know, maybe maybe something worse would have happened, you know what I mean? So, that experience really shaped me and changed my perspective a little bit on what a true relationship it'll be. It's a guy really means. So you know, that that was very eye opening to me. And, you know, everybody has their beliefs and feelings, right? Some people think like, oh, well, you know, it just didn't wire around. Oh, they wired it wrong. So that's why you made it. Okay, maybe that's the case. Or maybe you guys said Not right now. Yeah, different plan for me. And that's what I believe happened not just for me, but everybody in that vehicle. So you know, you live that experience. There are times where I've been hit by IEDs and in times where other people on patrol with me may hit with IDs and but you know, do it all you know, do it all you know you come back and those experience like I said those experiences shape you mentally more than anything else right so mentally I thought I was okay. Mitchell my younger daughter like you know, whoop no big deal here and there put it in perspective a little bit there my back to my first appointment before we came home they were they had this auto viewing call like a so the green zone right the Green Zone is only place where there's no real quote unquote war happening so like he's still slew officers on base and all that and all that we've been fighting like, you know, we're down in the what was what was known as a Triangle of Death. We did the initial invasion of Volusia patrols to Fallujah. And then you know back down to the triangle and then we left we saw and there was a lot of instance where we received their indirect fire like door slam and guys are grabbing each other about the you know, hit the hit the deck because you don't know if it's it sounds like a mortar coming in but just a door slammed shut. So you know, yeah, that's those are Sonic clear signs of PTSD. But in the moment you don't realize that right? So we get to the greenzone like Hey, guys, you know you guys gonna be here for a week or two before you go home. This is kind of a mental break for you guys to detox from your combat high or whatever, like add cool man sounds good to me. So you know me a few friends heard that they had a pool on the main site, but you know, I wanted to go buy a computer. I wanted to buy a laptop while I was there. Don't ask me why I'm getting really lucky to bought a laptop back home who wants to buy more crap to go home with? I do. So I'm like Alright, cool. Let's let's go to the main site go to the PX, we get to the PX. And that was a doozy because we were actually walking off off base in the city of Baghdad didn't realize it. And then some you know, us contractor came by and picked us up and gave us a ride to the PX and anything could happen is out there. But again, we just don't we didn't know we you know, we didn't realize it they let us walk right out right out the gate taking them on base and we weren't No, no, there. We get to the PX buy, we buy we need to buy and then someone's like, Hey, man, you know there's a pool and there's pool over here. Y'all don't go to a pool. So like yeah, sure, man. We know we got you know, Marine Corps we typically have called PT shorts underneath our, our trousers so they can they can serve as swim trunks. So you know, we were like walking to the pool. And then as always, was by and we're like, yeah, good morning. Sounds like you don't salute me. And we're like, yeah, we're worried like, this ain't war this is this the Green Zone. There's no war here. Like okay, so you salute them. And then someone started jackhammering TTTT thinking thing hit the ground. All of us started making motions that load are enforced. Because we think we're being shot from a jackhammer, right? I mean, this this is how like, this is how, you know, think about this, like, you know, is four of us. And we just hit the ground, grabbing each other, making sure we're good about the load up and siding on this guy who's jackhammer, and he just drops a jackhammer and puts his hands up, and I'm like, Ah, sorry, man. Oops. Oops, my bad. Megan's cool. Have a good time. Go back. There, right. So the second time,

there was no green zone, what they did the second time was like, Okay, you can go home, but you have to stay on your installation for two weeks, two weekends before you can go anywhere. And then they had these classes we would go to every day, about you know, if you're married, you have to you can't come back and just demand your wife does things that she used to do, because she'd been running the house whole time, the whole year, you guys have been going, you know, you can't you know, no, you can't slap your girlfriend around, it's not cool. You know, you're gonna have PTSD, you're gonna have these moments get help, you know, don't be physically abusive. That's what that's what I took most of the training to be about. None of that applied to me because I wasn't married. So like, I will Kuang all these problems, right? Got the Marine Corps, probably two months after getting home. And then I sunk it to a level of depression. I was like, man, like, I miss I miss Iraq, I miss being with my Marines. You know, I miss making sure buy is safe. And that and I was like, man, like, This is crazy. And I felt a little bit of depression. And then there's PTSD involved in there. And then there's, you know, you you are, you put a barrier around yourself, and you just be pull yourself away from everybody. I stayed with my mom at the time, and I wanted the smallest bedroom in the house. It's almost like a jail cell. I just wanted to be in a small two bedroom house. I didn't want anybody near me. You know, my twin my mum again, like, hey, you know, when you come into the room, you got to make loud noises, please don't try to be quiet because I'm going to jump up. And I don't, I definitely do not want to do anything crazy. You know, and it happened once she tipped over in Rome. And I jumped up she said, I'm just getting iron. It's like Sorry, man. And when that happened, I knew I had to get out of here because it just it just, I just wasn't I wasn't normal Ray, I was different. Um, so I started going to the VA, um, to file a claim my back was all jacked up a few other things wrong with me. And it's doing that like, well, you need some PTSD counseling. Yeah, didn't wasn't my thing. It didn't really work. And then the first day when I was in there, I was in it with Vietnam vets, and Desert Storm vets. So I'm thinking like, Man, I just came home. But these guys been dealing with this for 3030 years, some of them you know, going back to Vietnam. 40 years, my madness is crazy. Like, you know, this doesn't make any sense. And I hear their stories. I'm like, No, I got I got to talk about their stories are far more crazy than mine. So I'm like, why don't need this is not helping me. So I stopped going. And then like, I kept sinking into crazier, not crazy, but like a lower place with with the PTSD in the direction it was taking me. I didn't want to be around anybody. You know, I wasn't drinking drink has never really been my strong suit. You know, so it's like, you know, I get I get very sick. From from from from drinking. So I tend not to do a lot. So, um, you know, I'll just take it to a lower place, you know, putting a hedge of protection around me as being very sharp with people who probably wanted to love me and wanted me to be around, but I'll put on a fake smile. You know, I'm good. Everything is cool. But I knew I was battling internally. And then one day I was driving. I was visible, Boyd Nando. I was driving back home from his house and I can smell like it's my burning trash. And it kind of took me back to Iraq. And I'm like, grab the wheel and like swerving like Oh, I got to get in the middle of the highway middle lane. As you're driving over there, it's a two way street. You drive down the middle lane. You pushing people out of your way as you're moving right, oncoming oncoming vehicles for you know, suicide bomb, the drivers, VPC, SVB, IDs, all that all that good stuff, right? You stay in the middle of the road. If it goes off your host, it's not showing the impact of vehicle and it is a push vehicle. moving vehicles out of the way in case someone's driving a suicide vehicle. So I just moved to the middle lane I'm getting people hit me horns and flashing lights, my man like so I had I had to wake up a moment. I was like, Doc, can you help me help you. But what I did is, instead of going to talk to a professional, I had a legitimate spiritual journey with myself. And I really picked up on meditation, and prayer. And I'll tell you now like those things cured, cured me of the ailments that I dealt with, don't get me wrong, I'm behind by no means am I over here, because we think if you have PTSD, there's always those triggers, right? But what I mean is, I literally took myself mentally to a place of complete peace, do meditation, right. And in the midst of my meditation, it was prayer that fixed my perception of the world. And, Lord, don't let me sleep on a bridge, my life has more purpose, I don't want to be homeless, I want to I want to be of use to the world, you bought me home for a reason, this helped me find my purpose and walk in it, right. And that, that, that, in this journey didn't it's not overnight, like this journey was a couple of months. And it'd be to the point where I would

literally meditate for man three, four hours in the night, that nighttime is lay there. And if you're interested in like, my, my, my techniques and meditating, I'll be more than happy to share with you. So just DM me. But like when it when I say it altered my mind, it opened up, it opened my mind to a different channel, right. And it really showed me that there's purpose for my life is my life to God, I wasn't, I didn't make them off my rack to do nothing, I didn't make them off my rack to give up. And that right, there was a catalyst kind of launched me into getting out of Atlanta. And, you know, going somewhere, where I can start walking in my purpose to fulfill whatever, you know, whatever God had for me. So, you know, I, I, you know, after three or four months, I woke up, I was like, you know, this is not where I'm supposed to be, you know, I had a job. I was working with family down there. And great, great job, great opportunity, they looked out for me coming home from the Marine Corps. But that wasn't where I needed to be, there wasn't a healthy mentally was not a healthy environment. So I had to do what I had to do to get out of there. And, you know, the follow along to meditation and prayer is happening, focused effort, and ask God to restore my discipline, because I feel like my discipline lacked they, for those who know me during my second deployment, like, you know, I was a gym rat, you know, when because the first half, there was no patrols, there's nothing we were doing, we were more of a support element, anything. So I turned into a gym rat, and you know, we be me, my boys, you know, marks like Kirby movie in the gym, three hours, three hours every night, you know, trying to put on the show, until the guys show what it was Marcus had the guns. But anyway, so, you know, we, you know, asked for God to get my focus and discipline back, get back in the gym. Mentally sharper than myself, my brother Fernando hooked me up with some phenomenal books. One book that really did it was called the Lost laws of success by Napoleon Hill is 17 traits that every person wants to be successful, should have and implement in your life. And number one is a definite chief aim. I had no definite chief aim. When I came home, I was like, Yeah, I'm getting in the Marine Corps, you know, I want to get a job. I want to go to school. But that's not that's, that's not a really a purpose, right? It's what you want to do with those things, and how you want to use those things to shape you to be a value to the world, right? And that's what I lacked, right? I didn't, I didn't have a definite chief aim, right? Because there's more to life than just going to school and get a job. It's being a good citizen, being a good neighbor, you know, helper to those who really need it, and being able to feed people as much as you need to be fed. So you know, out of that, you know, here I am today, right? Um, you know, that they got the Marine Corps 2006. I'm moving over Virginia in 2008. And an awesome job opportunity had no experience whatsoever. But I prayed to God, the day before I got a call for the job, I pray to God today before the Lord, if it's meant for me, make it make the path clear for me to, to, you know, change my situation that I'm in right now. And the very next day, I got a call for a job interview with the government contracting company up in Northern Virginia. And our question was, like, oh, nine moving up there. But then I was like, You know what, I just prayed to God to move to shake the ground beneath my feet in me that I'll be forced to move in a direction where he can use me as Will and I call back and accept the opportunity for the interview. It went very well and I ended up accepting the job offer for pennies. But I felt like that was my destiny that I was supposed to walk in. A lot of people look at jobs that like, you know, it's not enough money that's beneath me. But I looked at as an opportunity to move up here to get back into the classified workspace. Um, because The Job directly impacted, you know, friends of mine, and family members who are still wearing a uniform, overseas, you know, fighting the good fight, right. So I looked at as opportunity to still be involved and still help, right. But added that I knew I would get something from it. I was going to school, I was working probably 10 to 12 hours a day, because I wanted to learn, I was the usually the first one there second one there. And probably usually one of the last ones lead because I wanted to learn, I wanted to, I wanted to show value and be of use, and it worked very well, I got several promotions in the job to help help because those relationships I established there, they helped me get out of there to go to other places where I will elevate me to another another level. everywhere I've gone, I think I'll just been able to continue to, I don't want to say move up the food chain, but people who I have helped in the past have helped me and they have put me at a level that's far beyond where I thought I would be at this moment in my life. I'll say that. So you know, I look at it as because I, through the meditation of prayer, allow God to feed me to say you know,

you have more purpose than where you are right now. You need to visualize that and realize that, and you know, anybody out there who's doubting, you know where you are right now, you're there for a reason. So learn, you know, ask God to show you. Why, why am I in the why I'm in the situation? Why just keep happening to me? What can I do to change it? Show me, right? You These are consistent things you need to ask what repair because he'll give it to you and make it plain. And, you know, while what comes your way may seem, you know, like that's not for you to sharpen your discernment, you know, mean, like, just tell him you know, don't don't bring the things that are not for me remove them. Now, I've said that several times. And the next day, the next day, my life what I thought was completely turned inside out. But it was for my better, right? Remove the negative things out of my life and bring only the good and the people that are going to help lift me up, I process them every day. Because you know, I think it's important to have the right things attached to you. So you go in the right direction. You know, so, you know, you know, there's a, there's a whole lot more to the story. But I don't want to hog, I don't want to hog the conversation. But at the tea tea, one of the uses as an opportunity for me to kind of help people see where I come from how my how, you know, because I think, you know, my mentality is a lot different from a lot of other people. Um, a no nonsense guy to a degree, but I know what I want. But small things really don't really get to me as much as they would another person big things we want to get to mostly would another person because I understand. These are these are lessons, right. And I had, I had what I thought was a great conversation with a couple days ago. And it's like, you know, you may run into resistance where you get frustrated, but look at it as, instead of getting fresher looking as the opportunity to sharpen you in areas of your life where you you're not the strongest, right? And that to me, you know, looking at things in that approach for me, helps me not be so emotional, my reaction. Horrible things happen when we react that emotion, right? I mean, horrible opportunity for when I say that could come out of reacting emotionally. Instinctively, I think it's important to train yourself to be disciplined in your response. Right? And, you know, be careful, because if you ask God to do it, he's gonna put you in situations where you have to do it, right. So you really have to make sure you're physically mentally prepared for those challenges, right? I'm gonna challenge the fights and walked away, you know, that guy's pulled knives and guns on me and walked away, even though I'm not carry, I'll walk away. Because you know, there's more to life than just this blip on the radar, right? You know, taking a life overseas, to make sure one of my friends make a home is different from doing here in United States. That's just facts to me, but don't get it twisted. It can happen. This is easy, you know, I mean, but I choose, I choose to put myself in a position where I can just walk away and be confident in who I am. And not worry about any of that. That was back not to worry about going to jail, try to defend myself. It's just not worth it. So you really have to sharpen your mind and train yourself to not react emotionally, and react more instinctively. Right? And your instinct your instincts can be learned, right? You can teach yourself those instincts are I think that's a that's something where we, we kind of fall short as humans, right? Emotions just feel better sometimes. Right? But, you know, my grandfather told me a long time ago, you know, make decisions with your your head and not your heart. And at the time, like yeah, whatever, grandpa, but he's right, you know, you make decision with your brain and not your heart, your heart typically leads you sometimes on the wrong path. Right. But with covering your prayer, and, you know, develop developing a baseline of discipline, you know, your heart can be just as strong as your mind. So I think it's important to ask that balance, you know, so, you know, with that being said, you know, guys that's just a little a little small peek through raise window life. You know, appreciate the opportunity to I really didn't want to do this. But, you know, thanks. There's a lot of things I didn't go through. I didn't discuss because, you know, for this form, I think it's better to just talk about, you know, at a high level, right, you know, some experience that kind of carbon has shaped me, you know, the, I was fortunate to have, you know, my dad, my life, my mother in my life and get some wisdom from them growing up that I still use to this day, my grandfather fed me, there's people I've come in contact with the Marine Corps. You know, Cuttino if you're out there, man. Love it. Appreciate you, man. You're the first dude to talk about investing in stocks. Before it was a cool thing to do. Um, you know, thanks for the thanks for the plug where Apple and Google love you, man. You know, and there's a men's names I can drop Nando always feed me great books and Tyler's read. And I'm telling everybody right

now, read man, read. Sharpen your mind, what's in the books, there's a lot of things you deal with in life. Everyone deals with them. But there is this all about how you what you've learned about their pliers. So but you can't learn that and you can learn it by watching TV, but just read a book man, like pick up a book, look up a topic you're interested in Robert Greene, John Collins, you know, look at some of these authors, man and some of these books on self improvement and self help and find a title that speaks to you, and then just dive into a little bit, see what you get out of it, man, you know, like, it's amazing what you thought of the book, how much that'll impact you, the smallest sentence will impact you remember you forever, I have a quotable thing in my Google Keep that I keep it just all these little. All these comments are these quotes from books are read. I'm trying to grow that I'm trying to grow exponentially, right. So that way, it's something that I can turn into a book I printed and passed my daughter's, you know, I mean, when they when they become of age, like 10, or 11. And little, almost like daily devotions, they can go to read. And it's a nugget that they can keep that day, but apply for every day and walk in their life. Right. That's how I look at it. And, you know, I think if generationally, right, that's something that we all do together, will be even will be even stronger, you know, meaning like, our, our, I don't want to call them our accountant, but our tax man, he's put me up on great game, he's like, Yo, like, one day, your your daughter's might marry my grandson's, right. So they have to be just as sharp as as, as we are with the finances. So I'm going to He teaches me, and in turn, is my responsibility to pass down on him. So the same applies to everybody else, right? Like, you want to sharpen the generation beneath you to be better than what we were, you know, you're in their life. So it's all their life has a potential to be great. But to be value added, so that way, you know, you can ensure that it happens, man, you know, each leg each each generation should be an elevation man, you know, I mean, so, you know, maybe we'll do more episode about here. No,

Tiara Jones 42:41
I mean, I don't think that's necessarily shared a lot, but just

Ray Mayfield 42:45
a one, season two, episode one done.

Tiara Jones 42:49
I mean, there's, I mean, there's things that have gone through, as well, especially being a preacher's kid, you're put in a different kind of spotlight, where there's people that think that you should do things a certain way, or you're only doing things because, you know, you're a PK. And there's, I mean, there's all these misconceptions, and it, it made me push myself to get out of whatever they thought and it took a while was, it was tough, because you're already especially when, you know, we go to new churches and things, there's always this, you know, preconceived notion about who you are, what your family, you know, who your family is, and you know that, but you have to be able to not take that, you know, to heart really, and still walk in who you are, regardless of who they think you should be, you know, it can be a very vulnerable, you know, state, but it pushed me to the point where, you know, I'm going to do this the way that works, you know, for me, so I'm going to, you know, have my walk with God, not the way that my mom did it not the way that my dad did it, not the way that you know, my grandparents did it. Because for those that you know, me, I grew up in church, and everyone is a minister, everybody's a pastor. So it's like, all these things. Oh, well, this is, this is your legacy. That's what you've been walking in. No, no, no, that's, that's not it. And like, Well, that's true. But my thing is, it's not going to look like it did for them. So it may be something similar, but I'm going to do it in the way that works for me the way that works in a way that I can impact my own generation and not the past generations. And so, you know, walking in that and kind of being, you know, a little more strong willed. I was always kind of the more strong willed child was like, no, just because you want me to do I'm not gonna do it just because you said you want me to do it. But besides that point,

Ray Mayfield 44:40
was what changed now.

Tiara Jones 44:44
You have a says that point, you know, entrepreneurship that helped me see you know, what a lot of people thought, what our business should look like, especially on the government contracting side. Oh, you have to do it like this. You shouldn't be having a podcast talking about you know this stuff and stop polluting. Quick corrected it, whatever, you know, we're walking in this, the way that, you know, it works for us and the way that we know that we can impact people just like us, like, I'm not trying to do it, like the people that did it before, I'm just trying to do it, the way that you know that I know that God has given it to me and not a lot of people are going to understand that and you have to be okay with it. And that took some time for me, you know, to realize that I got to be okay with walking down this different path that everyone thinks is the wrong way. So if you know that God has told you that, then he's going to, you know, give you the wisdom and give you deserve, if you seek Him, you know, to get you there. And eventually everybody else will catch up, and they will see it. But you have to be able to, you know, see things for yourself. And yes, you know, getting wisdom from others and things like that, absolutely. is a necessity, but you also have to be able to see, okay, what is what is for me? And how can I, you know, walk in what God has for me in the way that, you know, he wants me to walk into it really, you know, walking in his footsteps. So my prayer has been, I don't want to walk behind God, I don't want to walk ahead of him, I want, you know, side by side, like, I'm gonna need your help, like, you take one step, okay, then I'll take this step. So I already know that I'm not gonna be able to do this on my own. So knowing that, you know, and walking into start into this business, I know, I'm going to have to seek him, I know, I'm going to have x have to ask others for help, you know, and go to that path. And that's shown me like, you're not, you're not in this alone, like, I got you, I've already been preparing you years and years before, because like, I would be even like in, you know, elementary school that I was always the one that was so hard on myself. And, you know, everything that I did, so if a test came up anything, everybody knew I was the one stress and even as a child, I was stressing about my Nicole tell you this all the times, you know, my times tables and all that and how I couldn't get it Oh, come home cry, and like, I would just beat myself up, because I thought I just had to, you know, be the best had to get straight A's, I had to do all this and all that pressure that I put on myself. And you know, from starting at that at an early age, and God showed me going through college, and yes, I'm pushing to be, you know, the best that I can be. But if that doesn't happen, you know, I still try my best. And so that that was a long learning experience. For me, I think I'd really didn't get to that point until a couple years ago, I had to get through grad school. Sorry, sorry, to see that, yeah, but all of that prepared me for, you know, the path that we're walking in now, you know, with this business, and just knowing that, if I put my best foot forward, you know, God's gonna take care of the rest, and I can let go of the pressure of trying to be, you know, perfect, and trying to make put up this facade that I'm perfect. And I can handle it all. And I can do it all. At Yeah. Nope. Not try to do that anymore. And so like it now that I sit back, and I think about the different things that I went through different challenges and, you know, hardships that I went through just from a child and all the way up to adulthood. It mentally prepared me physically prepared me to be stronger, to take on, you know, whatever people have to say, like, now I'm at the point like, okay, whatever, I don't really care. And like, it puts me in a place where I don't feel like I necessarily have to prove myself to them, all I'm doing, I'm proving myself to myself, you know, and to God, like, You trusted me with this. And so, yes, I'm going to do what I can to make this happen to prove to you that I'm serious about this, but not proving to anyone else, because like I said, they'll they'll catch up when they catch up. And so I mean, my thing is, there's just a lot of challenges, just a lot of successes that you've gone through. And even though you may not see the benefit of them at that time, and how they're going to, you know, help you later on, it's always going to come back at a time where you know, that muscle that you built in whatever area is going to help you in another instance. And so that's why I think it's just so important not to discount what you've been through, but to really use that as you know, a building block to get to, to get you to where you know, you want to go. And another thing I don't know

if you guys noticed, when Ray was telling his story with everything that, you know, may have gone wrong, he always had, you know, a way to turn it back around and be like, but it helped me do this, you know, like keeping track of, you know, yeah, this failed. This didn't go the right way. But I was able to come out of it, you know, on top, or I was able to learn this from it. And so it's like keeping track of your accomplishments and your wins. And even if they're big if they're small, like, I don't care, like you celebrate yourself, you know, you like you be your own hype man and be like, I wanna, I want to thank me well IG posts right, right. That's what you got to do me like, I want to thank myself for making it this far. And for still, you know, you know, pushing press, my, my doubts and my fears and, and you know, making it happen making it happen.

Ray Mayfield 50:31
That's awesome, man. It's off to you.

Tiara Jones 50:34
I mean, what you just said was pretty impressive story and that is it. I look at it interesting that you don't think so only

Ray Mayfield 50:40
because only because this right? I know some guys who are life whose lives are altered far beyond anything I can imagine, physically, mentally, and hope to have some of those guys on here someday to tell you guys how they how they took those lessons and turn them into into wins and how they walked away now. So like, you know, I look at as man, like, what I went through was nothing compared to some, but I'm not gonna tell you, I'll tell you guys it was hell, it was hell while I was in it. But you know, when you when you can look back and say, Man, look where I was. And that's a beautiful thing.

Tiara Jones 51:10
Yeah. And I can say it's a testimony to others, because I know he didn't want to do this and raise really not. We're both kind of very private people. But I know that it would help others. And thank you for taking one for the team appreciate that pushing through and sharing. Because I know maybe some people might not be able to relate to, you know, your experience with as a Marine and things like that. But it may be a slightly similar story with you know, different situation where they see okay, he was able to still push through all of that. And look at him now look what he's able to accomplish. You know, he's now you know, you're now married. You got kids raise your everybody loves right at work. Yeah, absolutely love, right. It's true. I'm a very buddy. And just starting this, you know, he started this business and you're still pushing past it. Yes. We've, we've hit a lot of roadblocks. Daily roadblocks, you know, but we're still working through it. Like it was right. Exactly. Just detours. So you were able still able to push through it. So I think there's there's a lot of good net that I think it's good to sometimes just come out of your shell a little bit and show. And so, you know, thinking about, you know, strategic site and what we've been able to accomplish, we started and what may of 2019. With high hopes, super high hopes I know we've talked about, yeah, yeah. Thinking that, you know, things were going to be, you know, you're hitting the ground. Exactly, like Fall Winter 2019 In it was everything but that, okay, everything but that. But instead of saying like, Okay, that didn't work out a whole business away. We were like, Okay, what, how else? Can we divert our efforts, you know, to keep going and so, you know, faults when it I think that's when we we built our first website in house and, you know, started to establish our

Ray Mayfield 53:04
credit to you credit to you, man, I think like, you out there, I think that's one thing I appreciate about you, right? Like, you know, I looked at your we gotta get this government contract. And you saw it was like,

Yo, there's other things we can do. Like, what what do you mean? And and, you know, I appreciate you for your persistence. Um, those are some fun times. A lot of

Tiara Jones 53:21
fun times. Yeah, that was up late nights, like, frustrated. And I am not a web developer. And I don't want to be and I don't ever want to build another website. But we had to make it work. It's like, you know, we were, you know, just starting out. Yeah, we were investing in our own business. But we're we're trying to be, as you know, financially responsible, as we are like, Okay, let's see if we can figure this out in house. Because when we try to go and hire other people, they wouldn't even want respond or any of this. That was pretty much gotcha saying, do it yourself. And that's how we did it. So that was that was 20, like the end of 2019. We're like, okay, let's just, you know, establish our digital presence there. And then 2020 Hit y'all. And that was just like, another blow to the stomach.

Ray Mayfield 54:03
Your COVID Yeah, so much happened last year.

Tiara Jones 54:07
It did a lot. And it was, in a way, it was also a blessing in disguise that everything didn't get up and running, because then we would have been in a whole nother world of roadblocks. Right, exactly. And things like navigating waters that we really weren't prepared for. But you know, we took that and turned it around. And that's when we started, you know, the front runner live and we came online every day days. We didn't want to slow days. We did. So days we did it. We still we stuck with it. And we were consistent, you know, and just trying to, you know, share what we knew to help other people just like us starting out. And what that was, that was 2020. At the end of 2020. Things start to get busy. The world kind of started opening up and still kind of crazy. And then there came the pocket. So you're like okay, you still want to keep this going. But let's try this out. in you know a lot of you know, family things happen in the beginning of 2021 that you know took us in a different direction things get delayed. I wanted the podcast to be in January. I don't think we started the podcast to July we did it. We are the 11th episode, closing out season one and then even from there able to start the the front runner up here or, and you know going for it with you know, our thing that we always say stay solid and so and that's even been you know, a great experience with you know, trying out different

Ray Mayfield 55:38
shout out the Tierra T T T T designs all this stuff, y'all it is on the clothes. Kimmy Kimmy My bad. Yeah, Kimmy, Kimmy, Kimmy Kimmy gave us the design but like you you take, you've taken that that design and created the apparel brand with it. So yeah, shout out to you, man.

Tiara Jones 55:53
Yes, it was definitely it's definitely been a team effort and getting this done. And definitely shout out to Kimmy and helping us out. And she has been so patient with us. You know, she's helped us. She's done just about almost everything in the business.

Ray Mayfield 56:07
Jimmy did our wedding invitations.

Tiara Jones 56:08
She's ready. She also did the baby shower invitation.

Ray Mayfield 56:12

Kimmy is downloaded. So yeah, she does. She does more she does more than just, you know, branding and designing like she she does it all. So definitely, definitely check her out.

Tiara Jones 56:20
Definitely check her out. And so it's been a learning experience from the things that we've done has been detours that I think that we would start, you know, putting out a pair. Oh, absolutely. Not that I think we would ever get into a pocket. Absolutely not. But you know, God knew all of these things. And he was he's been preparing us since we came out of the womb, away, and everything that we've gone through. And it's like, it's crazy, because both of our experiences and how they were able to bring us together in this point. So with Ray, you know, getting that job and coming from Atlanta to here with me come out of school thinking that I was going to go to John Hopkins, you know, APL lab, and God's like, nope, even though that's more money, you're not going to take, you can take this other job where Ray is and then getting us to this point. And so there's a lot of great stuff in store for us coming up in 2022, which is crazy already almost at 2022. And so we'll have season two, we'll have you know, more peril, we'll have more opportunities, you know, to connect with us. And so even more guests. Yeah, even more guests. Absolutely.

Ray Mayfield 57:30
A lot of podcasts,

Tiara Jones 57:31
absolutely.

Ray Mayfield 57:31
I'll throw stuff in there, here and there.

Tiara Jones 57:33
And I'm here for it. You know, like I said, before, you know, growing up in the church, and everything was always like, we got to do it like this, you got to do it like that. And like, it was just so like stuffing, like, oh, I don't want to like I want to just completely go against the grain. And now I've kind of gotten to a place where I can do that in a way that's not so what do you say? Defensive? You know, your back? Exactly. I could I can, you know, do that comfortably in a way that, you know, really, really feels right. You know, and and I'm still in line with what God wants me to do. Right? Exactly. And so, you know, we're all about helping others helping each other. Anything that we can do to help you, if you're on the fence, starting a business, you're already in it. And you know, you need an ear, you need someone to just vent to. Right, exactly, just like us call us. We're here to write to be multiple, you know, things for other entrepreneurs when it comes to like the actual business strategies and things like that, or just, you know, dealing with the day to day, you know, rut of being in and out of it all. Exactly. We're, we're here for you guys. And we hope that you will, you know, be here for us as well as we're going through because we're still learning. We don't claim to know it all.

Ray Mayfield 58:58
But about out loud anyway. Right, right.

Tiara Jones 59:01
But we're gonna share what we do know. And we do appreciate you all, you know, listening in that every week for season one of this podcast, I do not take it lightly at all. So I think we're up to maybe around 300 downloads or something.

Ray Mayfield 59:20

So much. Thank you so much.

Tiara Jones 59:21
I appreciate it to have 300 people caring enough of us that listen to us for 15 to 45 minutes to an hour.

Ray Mayfield 59:28
Exactly the whole wherever we got it will be everybody who listened definitely had something out of it, though. Absolutely. Absolutely. So let me ask your question to you. And I guess we'll maybe we'll wrap up the season with this one, right. There's one trait you think that has helped you persevere during an entreprenuer endeavor? What would it be like one trait or characteristic? Let me go first. Yeah. For me, it's The importance of discipline. I think I think that's probably one of the most important, most important things is the importance of discipline. And, and discipline is such a, you know, it's such a powerful word when you really apply it in your everyday walk and principles as a business owner, co owner, and partner. Yeah, I think discipline, I think I reaffirm my commitment to be more disciplined, you know, definitely doing this past year as we move forward for what's coming is going to be far greater than where we are now, in order to be able to do the right thing with it and expand on it. Yeah, I think discipline is extremely important.

Tiara Jones 1:00:42
I like it, I would have to say being resourceful. Because I'm all about using what you have. And so I'll say, I'll be quick to it's not that like, I'm cheap or anything

Ray Mayfield 1:00:55
cheap. It's okay.

Tiara Jones 1:00:57
Sorry. I will I will pay for anyone to be Yeah, yeah, exactly. Sometimes I'll be like, Oh, pick on what to pay for that,

Ray Mayfield 1:01:03
hey, I'm not paying $5 for shipping. Y'all.

Tiara Jones 1:01:07
Gosh, me and shipping. And it's tough. What you know, I know, tangent. But especially with small businesses like at it I have, so I have a better appreciation for this whole shipping thing. Because before, you know what the big businesses they can, they can do it. They can't they can, they can either should have been. But these small business y'all and looking at your margins, can't eat that shipping all the time. And these shipping costs are getting insane, especially with this pandemic. So I've been changing my my view on you know, on shipping. But anyways, resourcefulness kind of, you know, taking a look at what you have, because usually you can start with, you know, you know, what's in your hand. And so like, I know, Bishop talks about a lot like, what do you have in your hand to start in? That has helped me a lot, because there was a lot of things we didn't have. And instead, there were some times where I was like, okay, yeah, I can't do this. Can't do that. Because we don't have this. We don't know this person. And God, you know, put me in my place real quick and was like, Yeah, you don't, but you have this, you have that, like you've, you've learned a lot over the years, you better figure it out, like what the whole website thing, like going on about doing a website, he was just like, there's something called Google YouTube, research it no figure it out. And so you are capable of doing just so much more than you think by just just taking a minute in, you know, looking at what you have around you, who you have around you. And being you know, getting rid of your pride and you know, saying okay, hey, can you help me out with this? Or are they like that, just be resourceful, with what you have, oh, get you so

much further. Because if you wait for everything to fall into place, and the fall in the line, and things to drop in your life, your lap, you're gonna be waiting for a long time. And you're just going to be pushing yourself back and saying, Well, no, I gotta wait for this or No, it's not ready or this time is not right. No, take what you have. And just start little by little, even a little bit each day a little bit each week a little bit, you know, each month. Take what you have. Be resourceful. And what you got to do.

Ray Mayfield 1:03:13
I like that brick by brick brick by brick. I like that. I like that city. Awesome. Jojo. Yeah. Yeah. Yeah, no, I definitely appreciate the experience. Thanks to you for pushing the podcast. You know, I think I think it's, it's value added. And hopefully it's something that we're able to share. Like we said before, that everybody's able to get something out of it. So you know, whether you're an entrepreneur or you know, in sports or just trying to figure life out and gentlemen tap in, you never know what you'll hear that, you know, maybe that one thing you needed to move you to the next level in life. So, you know, season one comes to an end. Yeah, one run. We look forward to doing again and season two, you know, so everybody hold down love one another and just be cool as you move out there. Yeah.

Tiara Jones 1:03:59
And as always, stay solid peace.