

## Head of the Table Ep. 22 Suzanne Nelson

[00:00:00] Ads

[Head of the Table Jingle]

Long: Hello everybody. Welcome to The Head of the Table podcast. My name is Sheila  
[00:00:57] Long and I will be your host for today's show. We have a really great program for today. One of my longtime members, and a friend for many, many years is on our show today. Her name is Suzanne Nelson. So welcome to the show Suzanne.

Nelson: Hello. Nice to see you Sheila.

Long: Nice to see you too. [Nelson: Thank you for inviting me.] Yep. We're working from  
[00:01:25] home everyone. This is our first time doing this whole thing. This awesome podcast company - Edge Marketing And Media - they have it all set up. It seems like it's going to be okay. So, we wanted to just kind of get to know what's going on with Suzanne. So Suzanne, you've been on the show before. [Nelson: Yes I have.] How are you doing?

Nelson: I actually I'm doing great and I appreciate your asking, and I was thinking  
[00:01:53] about women businesses. And ... and how do we begin? And how do we help ourselves grow? And I have to actually thank you because coming back through the podcast again has helped me really re-evaluate where did I want to be and ... and how am I doing on meeting those goals. So that was very helpful for me even just to be asked to come back, because I've actually made more progress than I realized. [Long: Really?]

When I first read the questions, I was like, 'Oh! I haven't done a thing!,' [Long: yeah] and then I sat down and I thought about it ... and I'm like "Yeah, actually you have - you've grown a lot. So ... [Long: Wonderful!] I'm still a sole proprietor, but I I'm actually now hiring out some of the work that really is not my cup of tea. You know, I hired someone to help me do the bookkeeping because that's REALLY not my cup of tea. Ask my husband. I'm in charge of finances and, not my ... not my strength. So ... I hired that out. Had somebody help me research what would be the better platform for growth in terms of just even keeping track of how people pay me. So .... moved over into the Clover Direction; had our banker sit me down and help me figure out which program and processes would be best for my business. So that's been really helpful.

Long: What's the Clover Direction?  
[00:03:19]

Nelson: So the Clover direction for me is, I did not have a way to ... to take credit card. I was using the credit card like you would attach it to your phone and you would

slide - and there's a ... more inexpensive way to do it. You can actually get a Clover app so that I don't have - the fee load drops significantly for credit card. [Long: Oh. Ok.] Yeah, so that was very helpful. So, for people that are seeing me in person, it was ... it was very helpful. [Long: Uh, huh. Great.] So and I felt much safer. I didn't ... I didn't really like doing the cash for out, you know.

Long: Yeah. So you do a lot of work in Chicago too?

[00:04:05]

Nelson: Yeah, I do. I split my week now, and it's actually helped me kind of hone in on how much time am I spending doing things that are really difficult - meaning when I sat down and listened to one of my children tell me: "Mom - do you realize you do 6,000 miles a month driving?" That was kind of an eye-opener for me to say "Okay, you know, I may be a little worth more than that." I will go ahead and I ended up getting a beautiful condominium in downtown Chicago, and I can ... it's closer to where I work. So it allows me time to do more with work. But also allows me to spend less time driving, and more time connecting and helping others.

Long: Sometimes you just need to do something nice for yourself, you know. Like just be able to have a good night's rest ... you know ... and, okay, and then just not drive as much, and take care of yourself so that you can really fully provide a great service for your clients.

Nelson: Well, you're actually ... I think you're more rested, and I think I did a lot of things that were probably more stressful on my body than I was even aware of until I stopped doing it. And then was like: "Wow! But I thought I was pretty ... working pretty well before and now I'm able to give my clients even more than I .... than I even realized because I'm more rested." There are still stresses driving, so ...

Long: Yeah, yeah. That's true. And it's nice that you're not doing the bookkeeping.

[00:05:37]

Nelson: Oh that's really nice, because that's not one of my strengths anyway. And one of my kids is is a business major - and he really doesn't like accounting either - and it was really cute because he said, "Oh ... don't know if I have ... can do this business route. I may have to re-evaluate." And I said "Listen, I know some fantastic business people that really are not experts in accounting. You hire someone to do that. Don't worry. Press on!" So it was great. I could teach through example. "Look!," ... you know, I could say to my own child ... "Look, I am in business now, and that's not my degree. And you and I talked before about how people do not want to move forward in that business venue (so to speak) because they don't have that MBA. Well, you know what? You can hire someone to help you with that part. You still have gifts to give."

Long: [00:06:38] That is ... I'm so glad to hear you say that Suzanne. I give so many tours of these women who want to start a business, or who have started and they are so embarrassed they didn't study business and ... that ... but really, you can just kind of outsource things as your business gets going and, it's really like your gift. Like you -- like you helped all of these people who need ... so what is it exactly that you do? I know, I kind of know it personally, but why don't you share with the audience.

Nelson: [00:07:06] So I remember the last time you asked me that question and I listened to my answer, and I was like, "Oh Suzanne! You know, you've got too many words here." So I found an acronym that helps me because a lot of what I do is very diverse. So I thought: how can I simplify this. And it's funny, because the acronym when ... I when I looked at it ... it's actually my maiden name, "Read". I research ... [Long: Oh, really?] I know it's funny. I research, I educate, I implement and then I deliver treatment in some cases. So, people I ... most of the people that I end up getting, they are referred to me by their own ... their own doctor. So, leaving names and states and sides ... all that stuff aside: I had a little boy come to me. He's ten weeks old; failure to thrive; torticollis ... beautiful amazing family. And they trusted their doctors so much, no matter what this person said ... the doctor said, they were going to do it because she actually had a disease process where she shouldn't even be alive, let alone reproducing healthy children and she is. She's married. This is her third child. But this little one - he has a lot of things going on. And so, I assessed him for reflexes, and I was really worried for him as well because, in order to eat, you know at 10 weeks of life, you need to have some primitive reflexes. You need to root, which means you turn toward the stimulus of where the food is. You need to suck. You need to swallow. He didn't have any of these things. And he also had what looked like torticollis, which meant he couldn't move his head both sides. He could only move to the left. He couldn't move center or to the right. So, no wonder this poor child wasn't gaining weight. So they brought him to me and within maybe 10 minutes I'm like, "Oh this kid's got reflux." I could tell because, as soon as they gave him to me he started crying and I ... because he was laying down. I picked him up and I did what I naturally do because I've had five kids myself, and I've done a lot with children, and I ... I have learned through the years how to help babies that are colicky. And a telltale sign for reflux is if you can support them with your ... I use my left hand because I'm right-dominant ... through that ... right through their bottom. I push my belly out, so it's pushing up against their diaphragm and they're completely upright, and then I move my bottom hand and if they stop crying right away, I know what I've done. I've ... I've supported the diaphragm so they're not refluxing and now stop crying in seconds. And, so the first treat- .... it was amazing. So the first treatment - and I don't know anything about this child other than what the parents have just told me. And then having any time when he'd go back to sleep, I'd give him back to the parent and within

four or five minutes he was crying again. They'd give him back to me and I'd settle him down. So right away I told the parents, "It's not that this child likes me better than you. That's not what it is." This is .... this is what I'm doing because I don't want to see this Mother's ... because with mothers, you know, we blame ourselves for everything under the sun even though we shouldn't. She's ... this is going to ... you know, this is going to make her feel bad. So I told her, "This is what I'm doing." And then I taught her and the dad how to do what I was doing. And I think it took me probably an hour and a half to get through what should have been 15 minutes worth of work on him with the laser, because he had all of the reflux and it just so happened that the doctor's office was down the hall - the doctor that referred me. So, I who ... we walk down the hall and I'm holding the baby and, the reason I walked down the hall was because all of a sudden when I was treating this child, he could turn his head middle and to the right and the dad said "Wow. Wow, look at that." [Nelson: Good. Yeah.] So I showed the doctor, and he looked at the child and he said "If the baby can do that, it's not torticollis. It's something else. It must be primitive reflexes." And I said, "Yep." So since that time, this little guy - he doesn't have failure to thrive anymore. [Nelson: Wow.] Can you imagine the relief for the mother - and the father - but especially for the mother. So, so that's the education part; the implementation part; and in this child's case I was delivering treatment, which I don't have to do with ... you know ... a lot of them, but some of them really need it. And it seems like a lot of them are people that have anxiety, depression ... I have one girl that's been .... she's 23, and she's actually been sick most of her life since age 7. So, a lot of things she needs, they can't really deliver to her because she's been to the doctor's so many times, she doesn't trust. You know, she walks into the doctor's office and the first thing she does is burst into tears. And she feels just ... then she's so embarrassed because she ... she knows that this is a learned response, you know. She understands that. So a lot of what I do with her - and she doesn't actually ... this is our first kind of hiatus. I haven't seen her in three weeks. And I said, "I think you kind of can do it on your own now." She can come and see me and not burst into tears. So, we don't talk about the improvements that she's making, because she's not really ready yet to ... to see that for herself if I'm telling her. She'll say it fast. So that's kind of what I do. So it's research ...

Long: That is awesome. So how old is that that girl?

[00:12:29]

Nelson: The girl that well ... now she ... the one that I've been treating that burst into tears? That girl? [Long: Yeah.] Yeah. She's 23.

[00:12:31]

Long: Okay. Oh, wow. Yeah, you can't tell a 23 year old that right?

[00:12:40]

Nelson: Well, not when she's been sick since she's been seven years old. And her dad's been taking her to doctors since she's been seven and he - God bless him - he's

[00:12:40]

a physician himself. He's taken this child everywhere, so ... she's been poked, prodded, you name it. So she also has a lot of fear of needles. So, one of the new things that has expanded my business is a closer relationship with the doctors that are referring to me. I would always do for them a kind of like a, you know, every time before they would see the doctor I would write up another evaluation as to how they were doing and I really never heard back from the doctor. But now that's changin, and they're actually communicating more openly with me, because they're seeing that their patients are getting better. And so part of what I'm doing isn't just showing them different methodologies and ways they should be looking, but it's helping that patient actually do what the doctor wants them to do. Some of them have been sick so long they just ... they don't believe they're going to get better. So maybe they do it for about a week or two, but then they stop. So with me there's accountability. And for some of them it's daily communication in the morning. So it's someone holding them accountable. So, it's not necessarily that I make these things up - it's that I help implement what this doctor has said this is what they need.

Long: [00:14:08] Yeah, accountability is like ... really huge. I know it is for, like the women that we serve, where it's just they want to have a weekly check-in and they just want someone to know what's going on. But that is just such a gift you're giving all of these people and these doctors. You're just making their lives so much easier.

Nelson: [00:14:30] Easier. Not because they ... the patient needs to have more accountability. You can't go back to your doctor and continue to blame them for your not healing. It's a ... it's a ... it's a ... almost like a little community thing to help you get better, whatever you have, you know. In the case of the little baby, you know, they don't have accountability - they're just a baby. But the parents need to have some help ... some daily help to get moving in the right direction and it was interesting. This little baby had seen two physicians that I personally knew and when I said to the mom, "I think the ... I think your son has reflux." She said, "Oh, that's what Dr. So-and-so said and that's what Dr. So-and-so said and that's what our pediatrician said ....", but there was no movement toward 'what do we do next.' And it wasn't because they didn't know. They knew. But a lot of those strategies ... sometimes they work, sometimes they don't. So, to show them other tools that they can do on their own so they don't have that sense of helplessness is great.

Long: [00:15:28] So do you get a lot of your patients referred by doctors, or do you have people contacting you on your own?

Nelson: [00:15:36] Well, it's weird because in the beginning they were contacting me on my own. And now, it seems like more of the people that I'm getting, I'm getting through physicians. So I'm not ... I don't do anything on my own. I basically do a lot of research into the area. You know, the patient signs their medical chart over

to me and then when I'm done, I give it all back. I don't make copies or anything. And then I just look at ... well ... what is new since that test you had done two and a half years ago? What was ... what has changed, if anything? And then I just bring back some of the newest literature. As you and I talked before, it takes 17 years to make things that are in the literature to become mainstream.

Not everything in the literature becomes mainstream. I can give you an example. So four years ago I had Lyme disease, and I don't anymore. Either it's really dormant, and so it doesn't show up on testing, or it's gone. And quite frankly, I don't really care. But I was doing research for myself because I didn't want to be sick and I had four ... I had Lyme plus four other "friends," so they say. And I had started doing research and found that something called Low Dose Naltrexone could be used for Lyme disease. And I literally begged my doctor, who did not feel comfortable prescribing it, to prescribe it for me. And the reason he didn't feel comfortable is he just didn't .. he didn't .. the research wasn't out there. There were like, lots of claims that it worked in patients that would swear that it worked and ... but there was no research yet on that it worked. And I was so sick he thought, "Well, it's not going to hurt her. So let's try it." And I'm pretty convinced that that was a big player in my healing.

And it's really interesting, because someone in my family has rheumatoid arthritis. And now there's research everywhere that says, oh Low Dose Naltrexone helps with rheumatoid arthritis, it helps with Lyme disease, it helps with autoimmune disease. So that was only four years ago. And the last time I walked into ... and yes, I'm plugging one of my favorite pharmacies - Welltopia Pharmacy ... And when I went in there maybe six months ago, there was a book on the shelf that talked about Low Dose Naltrexone and the multiple uses for different autoimmune diseases. And within this current era that we're in; this ... this moment of crisis around the world with covid-19, there were two things that came out, potential for ... for helping with the virus - and one was Low Dose Naltrexone. And I'm pretty convinced that that's why none of us got sick when we were in England. I had preemptively ... I had my whole family use Low Dose Naltrexone, along with several other things, and we didn't get sick. And we've ... tomorrow is our last day of quarantine since we were abroad.

Long: Quarantine? Ok.  
[00:18:35]

Nelson: Nobody's sick. Nobody's sick. So there you go.  
[00:18:36]

Long: So research, educate, implement and deliver, right? Those are your words.

Nelson: Yep.

Long: Okay. So what do you think about covid-19? How do you have to adapt your business.  
[00:18:47]

Nelson: Well, it's moved into a lot of daily coaching, because I can't see them right now. Most of them .... some of them. I'm actually going to them, depending on their family situation. But most of it is turned into more virtual or daily coaching because I can't be there. And it's interesting. A lot of them are on such a great, almost a tidal wave movement toward healing ... I don't want that backsliding, and fear is a really big no-no for wellness. Wellness and fear don't really go together. You know, you don't heal while you're scared to death. It doesn't work. So, I don't want my patients to slip back. So helping them stay away from fear has been monumental and then in the middle of creating a project with four others - one is a pharmacist, and then two different types of doctors that do very different work to help people maintain that wellness that they have gained - which will help them actually prevent ... prevent them from actually maybe having the really severe symptoms of covid-19.

Long: Okay. Wow, there's a lot of give a plug for that, or is it something that's still in development?  
[00:20:06]

Nelson: It's in development, and ... and you're going to know about it. You can be one of the top people to know about it just because I'm going to ... I'm going to be asking you to help me get that word out.

Long: All right, no - good.  
[00:20:23]

Nelson: I've got two thumbs up. I'm waiting for one more ... one more person to want to collaborate. I'm just waiting for the response. I just reached out to them yesterday. So, I really think that when people who are doing innovative work come together, they can actually help society. And it's great because it would be ... it would all be free. And it's things that you can do for yourself to keep yourself more in that state of wellness, which will help you and your immune system. People don't understand the immune system. And ... and when you're not ... when you're in fight and flight, your body (your brain) thinks it's trying to do things to save its life so it says, "Oh! I'm running for my life. I need to produce a cheaper amino acid. I'll catch up later. I need to produce ..." You know, so you're down regulating your actual genes. So when you need to start operating, excuse me ... off regulating your genes, that's where the wellness is. So, I'm sure you've heard people say "I worried so much I couldn't sleep all night." Well, that's a big no-no, you know, you have to get plenty of sleep. That's when your body repairs. That's why you spend a third of your life sleeping. There's work to be done.

Long: So, okay. So wow. Thanks for that. So where can people find out about that?  
[00:21:40] Like, should they go to your website or if, let's just say, they're not in touch with me but they want to follow you anywhere. Do you have any places where people can get in touch with you?

Nelson: Yes, Sheila, my web address is Mar-MaryWellness.com. Mar dash Mary  
[00:22:07] wellness.com and that would probably be the easiest way to get ahold of me.

Long: Okay. All right. Great. Well, we'll ... we'll have people follow that. So is there  
[00:22:09] anything you wish you would have known when you first started out?

Nelson: Yeah, ...  
[00:22:19]

Long: Like, how long have you been in business?  
[00:22:20]

Nelson: Five and a half years.  
[00:22:23]

Long: Okay.

Nelson: And it was really interesting. I didn't really plan on starting a business. It was  
[00:22:27] the prodding of my niece who ... who got that ball rolling. She was just adamant, and she wasn't even out of high school. "Aunt Suzanne, you need to have business cards," and I'm like "No I don't." And at the time her dad was a ... an executive for Vistaprint. So she went and printed them out for me, and I ... [Long: Oh, really?] Yeah, she's a ... she's a great ... she's also my goddaughter. She's a beautiful child. Anyway, she's the one that helped start ... started to get me moving in that direction. But, I don't want to go into the, you know, the whole story now. But ... but bottom line - when I look back about what is the one thing ... if there was one thing that I wished I would have known then, when I first started, it goes back to something you and I have talked about before. I underestimated my worth, and I'm not talking about financial worth. I'm talking about my intuition - trusting my intuition. And ... and when you really are not quite sure, and you're not really trusting your intuition, sometimes it might take five and six people that don't know each other that are all telling you the same thing before you ... you figure that out. So if I had ... if I could do it all over again, I would be more curious about why is it that I keep hearing the same message from all these different people, because the message they were delivering wasn't really one that I felt worthy to fill.

Long: Okay.  
[00:24:01]

Nelson: And ... and the message at the time was: You, Suzanne, need a bigger audience. You need to be teaching more people than you are. And I wasn't really ready to hear that, and I'm not sure how that's all going to play out. But my kids and I have joked around for years and years about God using something that you yourself maybe don't like about yourself. But when you figure out how to love that part of yourself, that's how he's going to move mountains through you. And you've probably heard this phrase before: When you're praying for a miracle, maybe the miracle you end up getting is that you end up being a miracle for someone else. And you have to learn to embrace all of you. So ... so I've never liked the fact that I talked a lot. That would be the one thing about myself I never liked. And maybe a year ago I decided 'Okay. I'm going to learn to love all of me. Even the part of me I don't like, which is that I talk a lot.' And so ... so I ended up getting a first-time-ever personal license plate. It spells out 'WordyGirl' because ...

Long: Oh, really? Okay! If you're driving around Milwaukee or Chicago ... WordyGirl  
[00:25:12]

Nelson: WordyGirl. That's me. And its funny because ...

Long: There you go.

Nelson: And these people are going to ask me: Oh, yeah that fits! We .... we should have known that was for you. And instead of feeling bad about myself, I need to say: "Yeah, that's me. That's who I am. That's what I use to help me help other people."

Long: Ok. Well, I'm glad you're finding your worth, right? And, like, you're doing stuff that before you weren't ready to do, but now you're able to do it. And you're working with great doctors who are referring patients, and you're really, like, transforming the trajectory of all of these families' lives. So, thank you for doing that.

Nelson: Oh, you're welcome. It was ... I think the most rewarding thing I've seen so far was that little baby who, in only four treatments, he's no longer failure to thrive. I mean, that's that's huge! If you think about the ... the financial benefit ... This poor kid had PT, OT, speech ... because they were trying to get ... they were trying to get all of these things to work when in reality, it was a primitive reflex

that was not ... it was not integrating. So you can ... you know, can you make yourself stop blinking? Of course not. Well that's a primitive reflex. Suck/swallow is a primitive reflex that little babies need to thrive. So I'm ... I'm very proud about that little boy. I'm very happy about that.

Long: And I know just having babies like, who did have reflux, it's so frustrating. So what a, like, gift you were able to give that family. And now they don't have to spend all this time at doctor's appointments, right? [Nelson: Exactly] They can do something that makes them feel more fulfilled. [Nelson: Yeah.] So Mother's Day is coming up. How would you celebrate, like your mom? Do you have a story about your mom that can Inspire others?

Nelson: Well my mom ... you know one of these days ... I think my daughter Sarah ... [00:27:11] one of my kids lives in South Korea and because of the covid-19 they're about seven weeks ahead of us with their process of it all ... and so she's had a lot of time ... and she's a writer. She said, "Mom, I think we're going to write our family story." And I said, "Well, maybe you may need to also get more details and start with your grandmother. So my mother, from the very beginning, is .... is probably if I had to pick one modern-day hero, it would be my mother. She has been the greatest teacher of what does a selfless advocate look like. Because that's what I do now - I selflessly try and advocate for others. And my mom has had a lot of things happen in her life that some might say is a tragedy. But I would say - this is why she's a teacher of what does selfless advocacy look like. So, you know, I was five and my dad quit breathing. I don't know what time in the morning. And my mom found a way to get all three of us out of the house while she resuscitated him unsuccessfully, but, she was teaching.

So what did she do after he passed? She raised us. My mother raised us. My mother ... I never remembered seeing her feel sorry for herself. She was always engaged in our activities. My mom taught us how to live life, because the way you honor your beloved is you live life. You raise the children you created together.

One of my older siblings, Pat, is spinal cord injured. My mother was the nurse that they happened to call into the emergency room when they had this kid coming through the ER who was spinal cord injured. My mother didn't know it was her son. So she hit the object to hit the emergency room. My mother felt sorry for herself. My mother advocated for her son and ... and went ... and his ... his level of injury was very high. And when the doctors came to my mother and said, "You need to tell him he will never walk again." My mother said, "I will never tell my son what you don't know he isn't going to do." And every day my parents, when he was stable, brought him to the chapel. He was at a Catholic rehab center in Michigan. And even when they ... eventually he could wheel himself there. He ... my brother shouldn't have been breathing on his own, let alone my

brother walks. Like, I remember doctors flying in from different states to see this kid do things he was never supposed to do. And my brother's injury was in 1984 and he's still alive, lives independently and (you'll love this) for fun he jumps out of planes. It's tandem jumping, [Long: Really?] but he lives life to the fullest. Yes. Yes, he does. [Long: Okay. I have a few people I could introduce him to.] So my mom has always done this. I could ... I could give you lists of people my mother has done this for and ... [Long: Wow.] So we ... she has raised, you know, six children that all know how to selflessly advocate for others. So ...

Long:  
[00:32:27] Wow.

Nelson: Yeah, I love my mom. I think she's great.

Long: So that's kind of where you just follow in her footsteps. Right?

Nelson: I think we all do. I think all of us do. We all do and even those ... our spouses, you know, they learn through us and then they do the same. And I remember when my husband first met our family. He said it took him five or six years to figure out that there was no string attached. You know, we just selflessly gave because that's how my mother taught us. And my father too. My mom remarried thereafter and I have a beautiful family. I don't think I've ever called him my stepdad. Again a selfless act. He looked at my mother and looked at the four of us when we were very little, after they got married, and thought "Gosh. If something happens to her, I don't want them to end up in foster care." So he adopted us. That's why ... that's why Hollerbach is in there. That's my given last name ... what my dad ... that's why Hollerbach is there. He wanted us all to have a piece of our birth father. [Long: Wow.] So selfless acts ... selfless acts of giving. Yeah, it's great.

Long:  
[00:31:10] All right, well, great. So that's just a really inspirational tale to tell people just to you know, try and be selfless and just to constantly give and then it will, like, come back to you in the end.

Nelson: It does. And I think the trick for selfless giving is to ... you have to be able to recognize how do you feel in any given moment. And if it doesn't feel good, then why are you thinking about it? Like someone once said to me, "Why don't you think about the childhood you wanted to have?" You know, for ... for years every July I had nightmares. Even into my 20's because my dad died July 31st, and I realized I don't have to have nightmares in July. I'll just think about the beautiful things that I had growing up, and the three memories I had of my dad/ And that's gone now. So I can tell this tale to you - this true story, and not shed a

tear. And it isn't because I don't care. It's because I figured out you honor the deceased by living and loving your life.

Long: [00:32:30] There you go. What a great message for everybody out there. And I'm just so happy, you know, you found your worth, right? [Nelson: mm, hmm.] Or you said your ... [Nelson: Yeah.] That was something that was kind of holding you back ... everyone was saying just start this business. You can be a selfless giver, right? [Nelson: Yep.] And help out all these other people. But sometimes it's hard to hear that, and it's hard to just really move forward when you're not an accountant, right? You have to do all your billing and everything, and you're going to fail. You know, it's not going to work out exactly as you had planned. But now you have doctors referring people to you, you know. You've been doing this five and a half years, and you're getting a website up and running. But you've been able to do it for five and a half years. So congratulations for all of that. That's really amazing.

Nelson: Thank you. It's been a beautiful journey and ... There was a phrase I was talking to my dad just last night about this because we were ... he knew the podcast was coming and ... and I was a little nervous to do it. I mean, I'm the girl that would stand behind the podium and shake like a leaf. I could not do anything out in the public eye because I was so afraid. And the other day I had to do something I wasn't really prepared to do, but it just happened very spontaneously and up I went. And my son leaned over to my husband and whispered, "There she goes," you know, "She's asserting ... she's asserting her dominance." And I thought that was a negative thing. So I apologized to my son and he said, "No Mom. It was awesome!" So I realized - That's what you're supposed to do. That's how you lead your kids. It's like St. Francis. It's not what you say. It's how you live your life.

Long: [00:34:16] Okay. Well great. Well, thanks for doing that and thanks for just being you and for just everything that you give to this world.

Nelson: Oh, Sheila. Thanks for having confidence in me that ... to help me on my path.

Long: There you go. I'm happy for you. And then to our listeners - Thanks for tuning in. I know Suzanne is one of the favorite guests that we've had. I've ... everyone, you know has a special place, but Suzanne has such a great gift of knowledge and really knows how to truly, like, help people medically and does a ton of research. So she's like a true gift. If you have a healthcare need that's really not being addressed. And she's there to help the doctors, right? Thanks for coming in. [Nelson: Yeah. They need our support.] They need our support, right.

Nelson: [00:35:05] Not our ridicule. You know, we don't walk in their shoes and ... and I'm married to one and I'm here to tell you ... it's ... it's kind of a tough ... it's a tough life.

Long: Being a doctor is a tough life, especially right now, you know. [Nelson: Yes!] I mean, we really appreciate them and support them, and are happy that you're there to help them as well. So I'm for everybody. Yes, go ahead.

Nelson: I was just going to say on that note: Please remember to pray for all of our health care workers during this situation because they are on the front lines, which means they are risking their lives to help save yours. So, please, please keep them in your prayers and think positively about them and for them.

Long: I agree. Yeah, let's just have a moment of silence here just to think about and pray for our health care workers.  
[00:35:48]

[SILENCE]

Long: Okay, and then on that note [phone rings] ... on that note: thanks to everyone for tuning in, and remember we're here to help Inspire women to take charge of their own destiny and to take women who are founding CEOs and help really increase their visibility. And then we do provide a space for them at MalamaDoe.

Nelson: [Phone rings] You are popular Sheila.  
[00:36:25]

Long: I know I got another. Alright. Thank you. Bye. Bye.

Nelson: Thank you. Bye bye.

Long: Thanks to everybody for listening to The Head of the Table podcast. Please feel free to look for us wherever you find your podcasts and let your friends know as well. Thanks, everyone.  
[00:36:31]