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Sheila Long: Hello, everybody. Welcome to the Head of the Table podcast. My name's Sheila Long, and I will be your host for today's show. We are here at MalamaDoe in the recording studios. We are here at the Edge marketing and media recording studios. Things are starting to open back up with the safer at home order starting to be lifted a little bit. Starting to see the light at the end of the tunnel.

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So we are thrilled to be able to have shared all of these stories of wonderful women business owners with you. And today, I have another just excellent role model for us all, a wonderful example of how to really take an idea and launch it and just really grow a business by doing something that you really care deeply about. So I'd like to welcome to our show Sarah Spencer. Welcome, Sarah

Sarah Spencer: Thank you.

Sheila Long: So Sarah, why don't you tell us a little bit about your business?

[0:01:30]

Sarah Spencer: I'm in year six of cleaning. We're called North Shore Organic because I started on the North Shore. But it tends to branch out, or it has branched out, over the past six years. I'm primarily organic, as organic as you should get in a home. Other than that, I don't know.

Sheila Long: Okay, so what do you mean as organic as you should get?

[0:01:57]

Sarah Spencer: Okay, so I feel like I started out super organic, like doing everything by the book, but depending on the house and depending on the lifestyle of the client, you need bleach, and you need certain tools that are important to get things back to sparkle. You know, a white tub or getting the grout nice and white. So I like to say we're primarily organic, just because...

[0:02:29]

And I will do some houses – if all they want is organic cleaning, I will do that. But I always will mention in the beginning that we do use some abrasive cleaners too. And if you say no, then we won't use them. But we bring them. It's in our toolbox.

Sheila Long: It's nice that you're respectful though, and that you really want to honor the clients' wishes.

Sarah Spencer: Right. I feel like there's so many different levels of people and how they want – you know, like they're safe in their home as far as cleaning.

[0:03:06] I think about it with how people eat. You know, there's vegans, there's vegetarians, there's all these different levels. It's the same thing with cleaning. Some people just want me to use the products that I make, and they have different expectations. Or they'll bring in certain cleaners that they would rather I use. So I'm very flexible. I guess that's a...

Sheila Long: That's great. It's a wonderful market, too, you know?

[0:03:29] So you make products?

Sarah Spencer: I do make our basic cleaners. So like the bathroom cleaners and the multipurpose cleaners. I make the bathroom. It's a peppermint essential oil. And we make that every morning. Same for the household, the multipurpose cleaner. It's a lemon. And then I'll make up different types of abrasive cleaners. Like, I'll put baking soda and when we're scrubbing out the tubs.

[0:04:00] But primarily, it's the peppermint in the bathrooms and the lemon in the rest of the house. So it smells good.

Sheila Long: Awesome. So just full disclosure here, Sarah and her crew, they just cleaned my residence right now. So it's kind of funny. I'm like, okay, is there going to be peppermint?

Sarah Spencer: Yep.

Sheila Long: Like a really nice treat for me to be able to actually go home. And anyone who's ever had their house cleaned, you know. You just walk in, and you're like, this is like a sacred moment.

[0:04:30] Just let me sit down and enjoy the wonderful smell.

Sarah Spencer: Right?

Sheila Long: I don't know if you guys...

Sarah Spencer: I could count all the text messages of when people come home and they're like, it smells so good. My most recent clean – or my last week clean, at the end of the week, I had a first time clean out, and she texted me. She's like, "Do you sell your product?" And I thought, yeah. So I made her product.

Sheila Long: Really?

[0:04:54]

Sarah Spencer: Yeah, and I had the amber bottles and whatever, so I put it together for her, and I thought, well, this might be another...

Sheila Long: I think you totally should sell your product. I've been meaning to ask you over the past few months. Like, can you just get me some cleaner?

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Sarah Spencer: Drop off some, yeah.

Sheila Long: So that kind of leads us to the next question. COVID 19, right?

Sarah Spencer: Mm-hm.

Sheila Long: We are running out of disinfectant wipes. I've been using them sparingly, as I'm sure everybody who runs a business has. Do you have something I could buy from you?

[0:05:29]

Sarah Spencer: Well, what I would do, honestly, when it comes to – so right now, I'm making a thyme oil. And actually, thyme is on the EPA right now as a disinfectant. So I'm still kind of trying to figure that out. But as far as the sanitizing and disinfectant, I do have an eco-friendly cleaner. It's hospital grade. And I've bought so many different ones, because I want a good smell.

Sheila Long: Oh really? Awesome.

[0:05:59]

Sarah Spencer: And I don't want to interrupt our organic smell either. So like today at your house, we used Medi-clean. So all your doorknobs, your light fixtures and everything that you guys, having kids, they come in and they immediately touch everything.

Sheila Long: They do.

Sarah Spencer: From, you know, the door. I don't even know what those are called. I can't think of it right now.

Sheila Long: So they touch stuff like the doorknobs?

[0:06:26]

Sarah Spencer: Well, the doorknobs, and they're always touching the walls and the wood around the doorframes. Doorframes, thank you.

Sheila Long: The kids are always touching the doorframes.

Sarah Spencer: Yes, so that's a big thing. We do it on the bathroom sinks. In the kitchen, we try not to do anything where food is going to touch. But we do all the handles in the kitchen. So that's important.

Sheila Long: I think everybody should hire Sarah, really. Because you get – everybody is so nervous.

Sarah Spencer: Right.

[0:06:58]

Sheila Long: And then if you just know. Especially with kids. Like, we want them back in school. It's been nice, the bonding and everything, but really, they do touch everything. And so even if – we haven't had any play dates, but you just want everything kind of sanitized.

Sarah Spencer: Yep, yep. And then also, I've purchased a fogger.

Sheila Long: Oh, really?

Sarah Spencer: So that's going to – I got two different ones. I don't know if I should mention I got the SBA loan.

[0:07:27] But I did get the SBA loan, and that paid for the foggers.

Sheila Long: Thank goodness.

Sarah Spencer: It was for small business. It was a nice token. You know. But I'll be able to do – one of the foggers will cover gyms, larger clinics, and then – or here. You know, this space too.

Sheila Long: I think this would be great, but I – you know, everyone can make their own choices. But it's very clean here.

Sarah Spencer: Yeah, it is, very clean.

[0:07:56] So I just thought with people that are really concerned, there's so many nooks and crannies in houses that we can't reach, and the fogger will reach those spaces.

Sheila Long: Wow.

Sarah Spencer: So. And it's noninvasive. It's not going to damage anything. There are certain things that I'll personally think I need to cover, you know, when we're doing it, just depending on the location, but that's our next little thing we thought we would try out.

Sheila Long: It's such a great public service too.

[0:08:27] Just having your place be cleaned and just knowing that you're safe in your home, and you can just have peace of mind is wonderful.

Sarah Spencer: Yeah, I feel like it's like a reset button, you know?

Sheila Long: Yeah, good. You should have that. That should be a cool slogan for you. Reset. Or you probably have awesome slogans already.

Sarah Spencer: I do not.

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Sheila Long: Oh, you don't?

Sarah Spencer: "Don't panic, it's organic." That's about the only thing I've come up with.

Sheila Long: Oh, that's a good one, right?

Sarah Spencer: I haven't used it, but every once and a while, I'm like, huh. I do need a slogan eventually.

[0:08:58]

Sheila Long: So I know we talked a little bit about COVID 19. Like, how did that impact?

Sarah Spencer: It hit. I mean, the weekend of – which happened to be my birthday...

Sheila Long: Oh, painful.

Sarah Spencer: Friday, we had a conference...

Sheila Long: Friday the 13<sup>th</sup>?

Sarah Spencer: Yes.

Sheila Long: Yes, I know that day very well. Yes.

Sarah Spencer: It's perfect. It's the perfect date for anything like that to happen. We had a conference with my daughter's teacher, and she handed us a notebook, you know, and a folder, just with a bunch of work.

[0:09:30]

And she said, "You know, we don't know really what's going to happen." Nothing had shut down yet. "But just in case they're not coming back on Monday." She's like, "I don't think they are." And it really – the reality hadn't hit yet. We were knowing that we needed to disinfect more. We needed to use more Clorox Wipes on handles. I was like, hey, you guys, this sounds kind of serious. You know? But then I had – I mean, it hit us.

[0:09:57]

So Friday – or Monday, which was the 16<sup>th</sup>, my birthday, I had taken off. And that day, watching the text messages coming in canceling and, you know, we're so sorry. I was numb, you know? And then telling my girls or my teams. That was big. And I don't want to let them down, because I know they have kids, or some of them go to school. And that was... Ugh, you know. So.

[0:10:29]

But it was a big learning lesson. I feel like – really, a couple of them went on unemployment, and they're slowly coming back. So we've discussed getting – you know, in June getting them all back on the calendar and stuff. But yeah, it was scary. It was scary. And it cut down my business probably by, you know, 85%.

Sheila Long: Oh my goodness!

Sarah Spencer: And then it's gradually – because there are – I clean for a lot of people that really count on our disinfecting.

[0:11:02] Elderly. And then we put a lot of protocols in place, so masks. And in the bathroom, we're using gloves, but we're just using a lot of handwashing and a lot of hand sanitizer. I feel like the glove situation is kind of a confusing cross-contamination.

Sheila Long: Yeah.

Sarah Spencer: I feel like I'd rather wash my hands multiple times than try to figure out when I need to change my gloves, you know?

[0:11:30]

Sheila Long: Okay.

Sarah Spencer: So we have that in place. Yeah.

Sheila Long: Okay. All right, I love that description of just feeling numb. Like, when we started off season two of this podcast, I sat here with Alison, who runs Edge Marketing and Media, and we were both like... Just stared at each other. Like, you know, I don't have a staff, so I didn't have anyone to lay off, but you and her really should meet, because she was just, like, what are we going to do?

[0:12:02] And you just don't know. You don't know. And you just kind of have to follow certain guidelines on how to treat other people. Just be kind, have empathy.

Sarah Spencer: Absolutely. Because what had happened was, I have clients that I've cleaned for five-plus years that we clean for, and they were still paying us. So then the girls were still making somewhat of an income.

[0:12:29] Because I would divvy it out to them. That just was overwhelming. And I have two clients, every other Monday, they send me a payment. And I'm just like, what am I going to do on top of – you know, once we're back, to really... Ugh.

Sheila Long: Yeah, just to be – like, you're so thankful. Like, this level of indebtedness you have to the people that stuck with you through it all is just...

Sarah Spencer: Right? Gosh.

[0:13:03]

Sheila Long: Like a lot of people have been saying, it will just make the world a lot nicer.

Sarah Spencer: I hope so. I have a client who will text me often, "What do you use in my sink? What are you using?"

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Sheila Long: Really?

Sarah Spencer: It's so funny. And I'm like, "You miss us, don't you, Sarah?" And she'll say, "I do." And she's got three little ones, and I've been cleaning her house for about four and a half years, watching her kids grow up.

[0:13:27] I cleaned for her mom. And not seeing her mom is really – you know, I love all of our clients.

Sheila Long: I know.

Sarah Spencer: So that was the thing. I just thought, you guys are great, and this just proves — one of the reasons I had — I kept my business small. I like the small town thing.

Sheila Long: Okay.

Sarah Spencer: You know, I'm a farm kid, and that was important. You know, having that community. I always do a walkthrough. And there is something – it has bugged a lot of my employees, where they're like, "Oh, they always want Sarah here. They always want to see Sarah."

[0:14:00] But that's really how I like my business to be. I've always been stuck at home with my kids, so to have this business that has built into something, where they appreciate not just me, but they ask me about my kids. You know, it's just bigger than just a cleaning business, you know?

Sheila Long: That is so great.

Sarah Spencer: Yeah.

Sheila Long: It's like there's just this trust. And I know, like when you've shown up...

[0:14:30]

Actually, here's just the background for our listeners. When I opened our coworking community – it's been three years ago – I met with the Hudson Business Lounge, which is in the Third Ward, prior to opening, and one of the founders, Garry [Latto], he encouraged me to open, said coworking was a great – you know, it's going to be a really great industry. And then the Hudson Business Lounge closed right before COVID hit, like in February.

[0:15:00] And so they sold us their liquidated inventory, and it was hard to just even get anyone to move, so I actually asked Sarah to help us. So, again, I'm so indebted. And then I had to bring it in. We had torn down a wall. There was a lot going on. But then I hired Sarah's crew to just clean everything with that Medi-clean, which gave me such peace of mind.

[0:15:30] And she wiped down everything, so our place still could be safe. But yeah, you just have that level of trust.

Sarah Spencer: I was going to say, and we don't move things, but I really needed something to do.

Sheila Long: Oh yeah, sorry. We'll take that out too, if you want.

Sarah Spencer: No, you don't have to.

Sheila Long: She's not a mover.

Sarah Spencer: But it just goes to, like, I will do a lot of different things, and I like doing different things, because it mixes things up.

[0:15:56] But I needed to not be stuck at home. That whole week of all this stuff was very stressful. So when you were like, "I have weird..." and I was like, "Yeah, I'll come. No big deal." And it was great. And it was interesting. I did feel bad just the circumstances.

Sheila Long: Yes.

Sarah Spencer: But knowing that they're on to bigger and better things, that was great to hear too.

Sheila Long: That's right.

Sarah Spencer: But yeah, that was – I needed to get out of the house.

Sheila Long: Okay, good.

[0:16:26] Because it was one of those moments like – and they said – the two founders were like, "We'll load up the U-Haul for you." I'm like, "Okay, well, I'll just have to pull it out by myself." And then the people that helped us in this building, they just happened to be there when the U-Haul...

Sarah Spencer: Right. They did the heavy lifting.

Sheila Long: Yeah, so they just knew. But then they saw you were there, and then you had people helping. So it really just takes a community.

Sarah Spencer: It does, I agree.

Sheila Long: So someday, when we're open, we can see all the great things we have.

Sarah Spencer: Yeah, yeah.

[0:17:00]

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Sheila Long: But now you all know the background story, so it's not just about the possessions, it's about building this awesome community.

Sarah Spencer: It is.

Sheila Long: Which you built with your clients, right?

Sarah Spencer: Right, and I knew his wife. I mean, it was just like, I love that small town Milwaukee thing, where no matter where you go, you just know – if you don't know somebody, you know somebody that knows somebody. And that was another thing about that day too. Because I was like, "I know his wife." Just the whole storyline and whatever.

[0:17:27]

Sheila Long: Yep, it's great. So you grew up on a farm, or in a farm town?

Sarah Spencer: On a farm.

Sheila Long: On a farm, awesome.

Sarah Spencer: Mm-hm. A dairy farm. We had 35 head of cattle.

Sheila Long: Okay.

Sarah Spencer: I might start saying things that don't make any sense to you.

Sheila Long: No.

Sarah Spencer: Were you a farm girl?

Sheila Long: Well, my dad grew up on a farm, and then we lived across the street.

Sarah Spencer: Awesome, okay. So you get it.

Sheila Long: But then yeah, there really weren't any animals when I was a child. But yeah, there was the barn until there was a tornado that blew it down.

Sarah Spencer: Oh.

[0:17:58] Wow.

Sheila Long: Yeah, so then we...

Sarah Spencer: We missed a lot of tornadoes as a kid.

Sheila Long: Yeah, right?

Sarah Spencer: Yeah. So we were on a real flat plane, so we seemed to always miss – they usually hit into the valleys.

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Sheila Long: Okay.

Sarah Spencer: But tomado season was terrible as a kid. Like, in the basement, nightmares.

Sheila Long: Right?

Sarah Spencer: Yeah, cows in the barn. You know, everything had to be nailed down.

Sheila Long: Yeah, cows in the barn, wow.

Sarah Spencer: Yeah.

Sheila Long: That would be an interesting...

Sarah Spencer: Yeah, I mean, that's... Yeah.

[0:18:28] Anyway, so yeah, 35 head. We had chickens, we had everything. You name it. My dad also was a welder, fabricator. When we weren't milking cows and making hay, that's how he really kept us afloat, because that was back in the eighties when the big farm buyout were happening. I think about it, hindsight, I have a pretty cool upbringing, compared to the average – you know, I always call you guys city kids or whatever.

[0:18:57] Not you guys, now that I hear where you came from.

Sheila Long: It's okay.

Sarah Spencer: But yeah, it it gave me a really strong work ethic. I was always in charge of the milk house, which was the cleaning, because I had to have a certain bacteria count. And I feel like that's something that gave me a lot, even as a mom and as a responsible citizen keeping things clean and organized. With my cleaning too, we made a lot of different cleaners on the farm.

[0:19:27] I don't know, maybe that's where I got that from.

Sheila Long: So what do you think about being a mom? You were just talking about that.

Sarah Spencer: Being a mom? I think I should be asked that question every year, because it changes.

Sheila Long: Okay.

Sarah Spencer: I mean, I have a nine year old, I have an 11 year old stepson. We have the Brady Bunch. So then I have an almost 21 year old coming up on the 12<sup>th</sup>.

[0:19:56] And I skipped over my 16 year old. And then I have a 23 and 24 year old. So being a mom's great, but I really miss them when they were all under the same roof and probably under the age of 10, when they were – you know, you just had your little huddle. Kind of like what you have right now.

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Sheila Long: She just left. For those of you who have been through it, we pick everything up off of the ground. Like, it all gets thrown on the bed, and then it's a lot of work.

[0:20:34]

Sarah Spencer: Right.

Sheila Long: But I really want the place to be clean.

Sarah Spencer: Is your youngest Julia?

Sheila Long: Mm-hm.

Sarah Spencer: So when I walk in, you guys have the same similar dynamic. I just have two more. I just miss that. You know, I really miss that. Just the kids all kind of running everywhere, trying to frantically get them all in one, you know.

[0:20:58] You herd. Whenever I get there, you're herding, and you're getting them out the door.

Sheila Long: Yeah, I'm herding. Like, the goal is the door. Just grab a bag. No, you didn't take one, come back, get a bag. Out the door now. And then, hey, come back and get another bag. And then no one does.

Sarah Spencer: Yeah.

Sheila Long: And then they do something nice in the car. Like we had extra food there. I'm like, let's give it to the River West Food Pantry. There's a drop-off box. And so then they did that. They didn't help me with the bags, but...

[0:21:28] But the herding thing is really fun. When they all get in the car, and you just go somewhere, anywhere.

Sarah Spencer: Yes. So yeah, I feel it's so strange now having three adult kids and my oldest one's getting married in August.

Sheila Long: Really?

Sarah Spencer: Mm-hm.

Sheila Long: Wow.

Sarah Spencer: So that's crazy to think.

Sheila Long: Okay. Are there any life lessons that you know, that you want to share?

Sarah Spencer: Life lessons, I would say just take advantage of the time you have with them, when you have it.

[0:22:00] You know? I feel like all the shoulda woulda couldas, you can't get those back until, I guess, the grandkids come or something. But yeah, I feel like that's – I hope that's what other moms go through. You know, I feel like I want just a little more time back. Like the whole herding thing. We're just trying to get things done and go places and whatever. And I would like to get some of that quality time back.

Sheila Long: Okay.

[0:22:27] All right, so take advantage of the time with your kids. Take a break, they'll come back and maybe you don't get everything done, or it's not done the way you wanted, but...

Sarah Spencer: Right, that's a big one, yeah. Get over that part.

Sheila Long: Hire Sarah.

Sarah Spencer: Hire me. Because truly, I had a housekeeper throughout my kids, and I wish I could go back and even treat her better. Not like I didn't treat her well, but I feel like she was the magic that really kept me sane. She came every Saturday and really put my life back together.

[0:22:58] Not like I feel like I need a gold star or anything. They pay me to do this. But you know, I feel like as a mom, taking advantage of a cleaning company is key for you to spend more time with your kids.

Sheila Long: That's true.

Sarah Spencer: And dads.

Sheila Long: And then everyone kind of appreciates each other a little more too.

Sarah Spencer: I think so, yeah. Because tempers and anxiety raise when you're trying to get the house clean, you know? By the time I've got the left side of the house clean and I'm onto the right, the left side's getting messed up, you know?

Sheila Long: Yep.

[0:23:29]

Sarah Spencer: So.

Sheila Long: Okay, so is there anything you wish you would have known when you started out?

Sarah Spencer: Wow. I would say – I could pick a bunch of things, but it's really hard to find quality employees. So I feel like that's probably – you know, I've done a lot of reading on this. It has a lot to do with the Millennials. I hate to say that like it's a swear word or something.

[0:24:00] But Millennials don't stay put. Their attention span is a lot shorter. This is all from reading I've learned. But I feel like you really have to hold onto – you know, even if you think you're holding onto them, they might leave, you know? They just don't want to. And I don't know, besides myself, I don't know who wants to clean forever. I really enjoy cleaning. I like going to different houses and whatever.

[0:24:28] So I think if there's anything I learned, it would have been – I don't even know how you prepare yourself for that, but for growth, in order for me to grow, I need those quality employees. You know, they're walking into people's homes. And turnover, to me, is cringe. You know, I cringe when I have to bring in a new person into a home, when we've been very consistent. So that stunts my growth, because I don't like to do that.

Sheila Long: Okay.

[0:24:54] So just kind of what you've learned is how hard it is to keep quality emails?

Sarah Spencer: Yep. No matter how much you pay them, and no matter how well you treat them, all the extra things you do for them. You know, just vetting the right people. I don't know. That's the hardest part. I don't even know how to put my finger on it. But it's the hardest part. If I could clone myself, that would be great.

Sheila Long: Isn't that hard? I'm trying to just let go and not do everything and have other people do it. And then it doesn't get done.

Sarah Spencer: Yeah.

[0:25:29]

Sheila Long: They're just different. They're not going to do it the way you did it.

Sarah Spencer: Yeah. It is Mother's Day, but I'll bring up my father. He used to always say, "Sarah, you need to learn how to delegate. That's the biggest thing. You can't do it all. You need to learn how to delegate." But then you have to have people to delegate it to. And not everybody's you. [Be more] understanding.

[0:25:56]

Sheila Long: And like the funniest thing with this COVID 19 thing is, like you and I – well, you're obviously a much bigger organization than I am, but the smaller groups kind of fared well, because they didn't have so many people depending on them.

Sarah Spencer: Right.

Sheila Long: I'm not advocating people do that. We really want you to expand and grow.

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Sarah Spencer: Right.

Sheila Long: But yes.

Sarah Spencer: Right. I mean, just knowing. And I think if I had had more people to reach out to for advice for that type of stuff too, or maybe if that was something.

[0:26:30] I did the majority of this business building by myself. I was always looking for somebody, a partner. I had a girl who cleaned with me for a year, and she said, "I have to be honest, I like to clean, but I'm not cut out for the business part."

Sheila Long: Oh?

Sarah Spencer: And I respected that. But yeah, I mean, that's...

[0:26:54]

Sheila Long: A really good book on that actually – I do a little consulting on that, but you can really just read the book. It's called *You Win in the Locker Room First*. It's by John Gordon.

Sarah Spencer: Okay.

Sheila Long: And somebody else. But he was the coach of the Atlanta Falcons. And it's kind of like how he did a turnaround on that team. But it's all about just knowing your values and how you grow. Then you hire people with the same values.

Sarah Spencer: Right.

Sheila Long: But anyhow, we'll keep working. We'll try and keep figuring it out, right?

Sarah Spencer: Yeah. And I do want to say, I do have great teams. The girls that work with me, I appreciate them.

[0:27:29] And they have been with me for quite some time.

Sheila Long: Yeah, and now we're in rebuilding mode. So everyone out there, since we had to kind of lose a lot. Now we're rebuilding and growing and moving on.

Sarah Spencer: Yep.

Sheila Long: You're going to be stronger and better. You're going to have some cleaning products to sell people. You're launching a whole new line here.

Sarah Spencer: Right. That would be great.

[0:27:54]

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Sheila Long: Yeah, put it on your internet site. Start selling it. Do a shopping cart.

Sarah Spencer: Yeah.

Sheila Long: Okay.

Sarah Spencer: Okay.

Sheila Long: Goals, right?

Sarah Spencer: Goals.

[0:28:02]

Sheila Long: Okay, so how can people get in touch with you?

Sarah Spencer: You can go to [www.northshoreorganicservices.com](http://www.northshoreorganicservices.com), or you can reach me – [info@northshoreorganicservices.com](mailto:info@northshoreorganicservices.com).

Sheila Long: There you go.

Sarah Spencer: Otherwise, if you go on my website, you see my phone number. You can call me. You can text me. That's my appendage.

Sheila Long: She's amazing at getting back to you right away.

[0:28:29] And then yeah, you do everything through Venmo? You can, right?

Sarah Spencer: I do. So I like Venmo. It's probably 50-50 with checks and Venmo.

Sheila Long: Okay.

Sarah Spencer: And I have one person that wants to do a certain cash app. I have one that wants to do [unintelligible]. I'm fine.

Sheila Long: Okay, awesome. She's great. Adaptable.

Sarah Spencer: Adaptable, yeah.

Sheila Long: Well, I'm so glad we got you on the show.

Sarah Spencer: Thank you.

Sheila Long: We got to hear your story.

Sarah Spencer: Thank you. I appreciate you inviting me here and kind of easing me along.

[0:28:59]

Sheila Long: Yep. You have such a great business, and a wonderful model, and kind of that warm and welcoming culture.

Head of The Table Ep 31 Sarah Spencer

Sarah Spencer: Thank you.

Sheila Long: So, thanks for all that you do.

Sarah Spencer: Thank you, I appreciate it.

Sheila Long: And for everyone out there, a thank you for tuning in. We have been getting stats on our growth. So we're at over – I forgot the number. And we've been getting stats on our growth, and we're at over a thousand downloads.

[0:29:29] So we are very happy that people have been listening from all over the world, actually. People have been downloading and listening to these stories. And we hope that we're able to expand your horizons and give you courage so that you can open a business that really, truly ignites your soul and makes you a stronger, better person and a wonderful role model for everyone in your life. So thanks to everyone for tuning in, and we will be sharing more stories with you in the future. Thanks.

[0:30:03] 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.