

Why You Should Keep Networking as a Business Owner

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SPEAKERS

Amanda Villarreal, Halie Morris

- H** Halie Morris 00:32
Hello, everyone, and welcome back to the Business of Cleaning. My name is Halie. And it's good to talk to you again. This week I've brought back a familiar voice or face depends on you're watching or listening. This is Amanda Villarreal, from Plex Capital. I'm going to go ahead and let her introduce herself again, before we jump into today's topic, So Amanda,
- A** Amanda Villarreal 00:52
Halie, good morning, good to see you again. And Thanks for the invite. It means a lot for me to have received that call and the second invitation, so thank you.
- H** Halie Morris 01:04
No problem. I'm glad to have you. I really am. I remember, we actually launched this show with you. So it's very exciting to bring you back. And to have you as part of one of our season two episodes. And the reason I brought you back actually is because you have inspired me from our first conversation, I think we tacked back in like August or something of last year feels like an entirely different world, certainly a warmer one and more consistent weather. But when we talked you're just full of life, and you're just

understanding of the world is so wholesome. And I loved it. So when we got into the season two connections, I said, I gotta reach out to Amanda, again, she's one of the people we have to have on to talk. And the reason we brought you on for today's episode is actually networking. And so with networking, I've heard a couple times this season, some people in the cleaning industry do not think it is as important to their business, as perhaps maybe some of these other businesses and these other careers in different industries. And so I really want to get your perception on networking, and why it's still important in this industry and in these fields, even during a pandemic.

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Amanda Villarreal 02:26

Well, thanks for everything Halie, I would say that networking is something that is just not, it shouldn't be seen as a job, like I gotta go network. I think like humanity overall, or the way that I see things is that humanity is always seeking that connection. And one of the ways that you are able to experience connection is by actually getting out and meeting people and meeting people. Not only that sound like your look like you're believing in the same things as you I think networking is just going and exploring and taking in really the the opportunities that people bring to you by letting them show you who they are, share their experiences, which, you know, I'm the believer, I'm of the belief that I can learn anything from anyone, if I am walking down the street, and there is a homeless guy, I am the type of person that will probably stop assuming that it's a safe area, you know, I'm not going to do it in the middle of the night, but I will stop and I will want to learn about his story. Now can a homeless guy Give me something in return? Many people would say no, what are you going to get it you know, you're gonna have to give to that person. And the way that I view the world, the the world and people is that I can learn so much from that individual. And that's my takeaway. I might give the guy you know, five bucks or whatever. But my lessons learned, what I have learned from that individual is huge. And so I share that because a lot of the times, especially professionals or business owners, they get so in the weeds of their business and the processes and so on, that they don't stop to actually understand what connecting to others mean, and really how networking can feel their career and their business. Just to give you a little bit of who I am. Before I go into networking. I want to share with you what I've been up to what I do so you can actually connect the dots as I go through how it is that networking really has fueled my career in my business as well. But I am currently the CEO of Plex capital. We are actually Commercial finance company, and we specialize in financing businesses in the b2b space. So basically businesses that are serving other businesses, such as commercial cleaning companies, and that is one of the reasons why you and I connected initially. I also own a TV show that I co host, personally, that show is through Roku TV. And that is a weekly show that I do with business leaders in the community here in Kansas City. And we're trying to grow the guest list by bringing people from all over the US as well. In addition to

that, I am collaborating with business leaders here in Kansas City, some of the major priests and politicians here in the area in writing a book and we hope to be able to release that book, hopefully, by November of this year. In addition to it, I am the first one to bring to Kansas City, a business talk show with lamego, which is a Spanish radio station here in Kansas City, which I do every other week. And we're actually developing another business right now that is being developed. And we hope to be able to lounge around me, and I am the CEO of that company, as well. So more to come, stay tuned. And in addition to that, I've gotten involved in different organizations, including Rotary International, through a local chapter here in Kansas City, which has really, really just taught me so much about giving back and giving back the right way. And not only at a national level, but international level. So I'm proud mom of two boys, a 17 year old and a seven year old and yeah, you know, just busy, busy, busy. But I share all of this because I think that is going to be a great opportunity to lead into the top of it, which is networking, Halie. And many people, whenever I share everything that I'm involved in, they're like, how do you do it. And my response is, I'm not doing it alone, like, I am relying on people to do it on the community that I've built. And so I'll start with one of the main points, which is, let me just make sure that I don't get out of control here. Basically, everything that I just share with you how everything started from networking, okay, so everything that I just share with you from the radio talk show, to the book, to the technology company that we're building, to Plex capital. Everything started really with networking. And so back in 2019, I left a corporate career that I had been with for 12 years, almost 12 years. After leaving that company, I realized that I didn't have any connections in Kansas City, all my connections were very specific in the industry that I was in. And it was really at a very high level. So I really didn't have a community. I didn't even know my neighbors, I had been in my home for five years. And I tell you the names of any of my neighbors or anything like that. And so when I left back in June of 2019, I literally sat at home saying, okay, I can take a sabbatical, go travel the world enjoy life a little bit, or I can get busy actually knowing my community and getting out. And so that meant getting out there. And first of all, I am not shy, you know, this, I am a talker, I can talk to the wall any day, and be happy and think that the wall is actually listening to me. But um, I needed to get out. The first phone call that I made was to rotary. And for those that you are not familiar with Rotary International is a large organization that really focuses on building a better world or creating a better world. Rotary internationally consists of various different chapters throughout the world. And here in the US is one of the biggest ones. It actually started in Chicago, I believe back in the 50s or 60s. Don't quote me on that, please. And so I had heard two years prior to 2019. About rotary. I have no idea what it was at all, but it came to mind. So they to have me leaving that company that I was with and leaving my corporate position. I thought you know what, I remember something about rotary. I don't know what it is. I have no idea what it was. But I went to Google and typed in Rotary Club And Kansas City. And of course, a number of Rotary Clubs showed up. And the one that I

picked was where I wanted to be the odd one. And first of all, for those that don't know, rotary typically consists of retired people, older people. Not that I'm that young, but definitely I don't fit the criteria of a Rotarian. Leawood rotary is one of the wealthiest cities in the US. And I lived in a lake that which is about 1520 minutes away from Leawood, I decided to place myself in a place where I didn't look the same as them didn't sound the same as them was not the same age as them. So completely the opposite of what you would expect. Because typically, people are like, very drawn to actually going and, and being in the same circle of people that look like them. I wanted to do the opposite. I said, if I'm going to make a difference, I want to go and influence them, that the Rotarians and we would, and I want to be able to be the bridge of whatever they're trying to do locally, nationally or internationally and be able to bring the perspective of diversity. And especially as an immigrant child that came here to the US, I've had a lot of experiences that can benefit the Leawood Rotarians on how to see the world and how to speak more intelligently and intentionally to this other part of the world that they're trying to support. Right. And so I thought I could be that bridge. And so I picked up the phone, call the Rotary Club. And I rotary is only by invitation. So I have no connections. I invited myself, I picked up the phone and I said, Look, I was in corporate America for almost 12 years, just left my career. I don't know if I'm going to take a sabbatical. I don't know what I'm going to do. But I know that I want to get busy. And I want to go out and support my community. And I have heard about rotary and I'm really interested in in learning more. And this podcast is not about rotary, but I'm sharing with you the story of why networking is so critical. This was June 4 of June 4 2019. By June 5 or six, I think it was a day or two days later, I was already meeting with them attending the first meeting for me with the Leawood rotary club at 715. In the morning, it was so appealing to me to go and just learn more about this wonderful organization that I have heard about but didn't know much about. And they were waiting for me with open arms, it was very clear that I was the odd one. But I was able to go and start making connections with people. Again, these are typically older people, primarily men, up until I believe 10 years ago or so. Women were not allowed to be part of the club. Basically, I would say that I am one of the very few minorities in the club. I think two years ago, I was maybe one out of four. And I think that that's a big number. And this is out of like 75 members. Yeah, and so definitely the youngest one in the club. Probably the only single mom. So everything that you would think oh, that would be scary to be the odd one I embrace. And so that relationship me picking up the phone a day after I left the company that I was with for so long, has led to the following. It has led to writing a book in collaboration with politicians, with big people here in Kansas City, a specific priest in the Methodist Church, very well known internationally. It has led to investors for Plex capital. This is remember I picked up the phone before I knew what I was going to do with my life. This is literally hours after I left that company. And so when you think about networking, I want you to think about being intentional but not necessarily going with an agenda of I'm going to get something in

return right away. I share this story about the Leawood Rotary Club because I picked up the phone just wanting to get busy. I'm the type of person that if I'm going to be at the pool, I'm going to be at the pool probably for a couple hours and then I'm going to be bored I want action in my life. I want to get out and just feel like I need like I have to make a difference. So, be intentional. But don't expect something right away be broad, I could have picked up the phone and call maybe a charity organization that is specifically made up of like, woman, or Latinos or Hispanics, right? And just stay in my little box. But I want you to think broad. And think about how you can go and impact a community larger than your own community where you see yourself because it's so critical Halie to be able to do that. The experiences that you get the attention you get, people are more willing to listen to you. And the the opportunities you create for other people that look like you are pretty amazing. And so think broad, be intentional, always always collect their contact, even if you think this person has nothing to offer to me, don't go with that mindset. Because you would be surprised how many contacts I've made in my life, where I thought we were just chit chatting killing time at a networking event, and nothing was going to come out of it. Through those conversations is where my first office came, I was able to sublease from an insurance agent to sublease an office where I could just go and brainstorm for Plex capital. And it was dirt cheap, and one of the best areas in Overland Park. And it was because I just happened to be having coffee with a guy that I didn't know much about him. But then we became really good friends. I was not thinking, Okay, what can I get out of this guy when I was having coffee? No, we were just having coffee having a good time. It was an introduction that someone else had made and I really didn't think much about anything other than let me just meet this guy and see what's going on. So that's where my first office, four Plex capital came. That easiest lease contract that I've had in my life, fully furnished, fully everything. So you know, just make sure you're collecting contacts that you are intentional. Don't ask right away about what it is that they can do for you learn about where they're at in life. Maybe personally, if they're willing to share personally, where they're at with their business, if they're an employee or a business owner, and just try to look for ways where you can bring the value to them versus them bringing value to you. The biggest turnoff for anyone Halie is when you walk in and you expect to get something right away. It's no different than and you've probably had this experience is no different than you going into the department store and you're browsing handbags. And the lady comes over to you the salesperson and is asking you about like, hey, what you know, what do you need? Do you like this one? What about this one? You just get so turned off because there's an agenda, there's a clear agenda there. And so be cautious of that. Don't Don't go in to say, Well, what can this person do for me? Because you would be surprised how many things can come to you. If you just have a natural conversation. If you just go and connect with people and be in the present. I had let my business partner know that I was having this podcast and I said, Hey, just curious. What makes me a great networker. And without a doubt, you know if he goes well, you're just great at connecting with

people, your presence, you care about people, and you're not afraid of going and talking to anyone. And I said, Okay, yeah, that is true, you know, I would have not been able to put those bullet points immediately. But yes, I feel like I can be very confident approaching anyone, regardless of how they look how they sound, anything, like I said, I can go talk to the wall. And I like being present. I think that the way to connect with people is to actually understanding that other individual and really feeling their vibration, right? And you can tell when people are engaged or if they're thinking about the million things that they have going on. And so when you're thinking about how can I become a good networker? Think about those characteristics of people that make you feel really good. And typically there are going to be people that have that confidence of going and speaking to you and you're like, Oh my gosh, like this person is like so good. Like, you know, I don't know what to do. But I'm drawn to this person, I'm being in the presence actually caring, when you're networking with when you're meeting people, and do me a favor, stop thinking about the million things that you have going on, and actually be in the present. actually listen, because by listening, you're going to find opportunities, opportunities to either Connect, and be able to say, Oh, I have that in common, or I struggle with the same thing. Or I can help you with that. Maybe someone says, You know, I am just like, dreading going back to the office, because our cleaning company is not being consistent or cleaning company didn't disinfect our building. And so little things like that, where you can be like, Well, let me help you with that. Right? Let me let me just go help you out, I'll pick up the phone, and I'll have my employees there. And maybe, maybe it's not about cleaning, maybe it's about something else, where you can just offer your help and start building that connection and that trust. So as you're nurturing that relationship, because nurturing is also important, you're able to get opportunities that you would have never thought about, maybe it's a new business partner, maybe is someone that will connect you with the next janitorial job that you have, maybe is someone that is going to connect you to the right accounting or CPA firm that you need for your business. Maybe someone that is going to connect you to a great business attorney that you've been looking for, or a great organization where you can give back to the community. And so I believe I'm of the belief that every individual that you connect with, has something to offer to you, and you have something to offer to them. And it has proven so true to me everything that I talked about at the beginning during the intro, you know, the the radio talk show the TV show the business, commercial, finance with Plex to be other business that we're developing. Recently, I was on a in a Kansas City magazine here where they put me on the cover page. All of that all of that has come because of me going and just connecting with people. I am intentional. But I don't necessarily go first day with an agenda of what am I going to get back? So anyhow, I know I can talk about this topic all day long. But what questions do you have for me, Halie?

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Halie Morris 22:45

Well, I was just laughing when you were describing what made you good at networking. And you were talking about like some of those things that really kind of set. A good networker, somebody who's in it for the right reasons, apart from those who have their own agenda, right. And I was remembering back to when I first started doing all of my professional development started with a college organization. And I knew no one I went out to the recruitment event, I had heard their name, and didn't really do much research but decided yet these were the people that I was going to go out for recruitment with and try it out. I recognize one person for my class. He was not to call him out. But he was that networker that he wanted to talk about himself. You want to talk about what he could do well, how developed he was, and things like that. And I ended up separating myself from him letting him do his own thing. And I just sat there nervously like oh my gosh, but someone who reminds me a lot of you and is still a good friend of mine today, walked up to me first and chatted with me. And I remember being like, so thankful that somebody was talking to me, but she recognized me from a class because I used to draw on my notebooks a lot. I have a really cool sketch of Robin Williams and pin because I used to draw up my notebooks during like every class. And she knew me as the girl who drew so she came up and talk to me she was just so full of life and personality. And it wasn't about her. It was just about connecting and she was just curious and she just wanted to get to know me. And it has stuck with me ever since like she made me feel so welcome. I actually made it into a chapter despite only talking to maybe a handful of people. And it's not it's super competitive to get into the chapter because so many people would come out and the they really look for somebody that can they can develop and work with but somebody who at the right time will want to also get back. But yeah, she makes you in her room. Like right there on people who have probably inspired To just kind of push outside my comfort zone a lot more and branch out, but it's that same thing with the networking like she's now in sales and doing things like that. And again, she came to that conversation without an agenda. She just wanted to meet someone and get to know someone, of course, she was looking for possible recruits, and things like that. But she was just genuinely connecting to the people she's met. And then flash forward a couple of semesters, I was in her shoes, talking to new members, and or potential new members. And it's a rush of meeting new people when you're in that position to get to know him and see who could potentially fit the chapter and eventually interview and talk to everybody who signs up. But I want to have those conversations somebody had come out to recruitment ended up not either going through with it or getting into the chapter one way or another. But now he works with Oh, I, and he works down with a very close friend of mine. And he still remembers me to this day, my name came up in a conversation all the way down in Texas, because of one meeting up here in Toledo in college. So and it's just kind of crazy to think like, those connections make me feel warm and stuff, like I don't know where they'll take me later. But the point when you're meeting someone new, and you're just getting to know

them, it's better to not care about like, where you're going to go later. It's just like you said that moment.

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Amanda Villarreal 26:31

That moment, if you're truly in the present. It's amazing how much you can capture. And not only that, but when you're in the moment, when you're present, you're actually listening, intentionally listening and intentionally enjoying the conversation just being authentic about it. People feel it, everything is energy. I believe that everything is energy. And you can feel when someone is kind of like, yeah, just kind of killing sign like, okay, it's a networking event I got to talk to so and so I've exchanged business cards, you know, I don't even carry business cards anymore. I mean, the, the, the approach that I take now is if I truly want to connect with someone, they're going to have my cell phone number, they're going to have my cell phone number, and I'm going to make it so easy for them, where I'm just going to say, hey, let me get your cell phone number, and I'm going to send you my digital card via text. If I truly think that that's someone that I'm going to connect with, right, I am just going to say, hey, let me just you can have my cell phone number. Many people say, Well, I don't want people having my cell phone number. I want everyone having my cell phone number. It's up to me if I respond or not, right? Um, and I get messages all the time text messages, the number of phone number listed everywhere in our marketing, and everything is my cell phone number. And I'm the CEO of the company, and I want people to have my cell phone number. And I get calls, I get calls from different charity organizations, I get calls, invitations, especially after this magazine that was released in January, invited me to do public speaking right and, and things like that. I don't care. I want people to know who Amanda is because I know that I have a lot to offer to the world. And everything that I offer to the world will come back to me and that's not, that's not a question. Again, I go back to my introduction that I made. And people always wonder, Well, how do you do all that, especially being a single mom of two, a 17 year old and a seven. I don't do it by myself. I have built such an amazing community. Literally everything that I mentioned to you has been in less than 18 months, that was June of 2019. And it's because I decided to get out. And really not necessarily with an agenda. My first agenda was just like, let me actually give back to the community. I don't, I don't want to sit at the pool for two hours or three hours a day. This would have been June of 2019 and not do anything I like to be moving. I like to be growing and I believe in personal development. And personal development can only happen if you expose yourself to different personalities to different people throughout the world. You never ever grow as an individual or professionally, if you just stick with your silo community, right? If it's just your neighbors, or if it's just the if you're Hispanic, like myself, it's just the Hispanic community know you grow and you're able to see such a broader and bigger world if you actually just go and start interacting with people from all over the world. And it's really beautiful and

it's really fun. Like any time that I have the opportunity to go meet someone. People usually say Hey, your personality is bigger than life. I'm like, Yeah, because it should be that way. It really should. I want to make sure that when I interact with someone, I make them feel valued, that I'm connecting a core with them. And again, yes, there might be some instances where there is an agenda for business, right? Maybe I need a strategic partnership, and I'm exploring the possibilities to see if we're a good match for a partnership. But other than that, I am thinking like, What can I do for you? Like, what are some of the things that you're working on? Can I give you some advice? And I feel like I can give advice any day, right? Like, I sometimes I'm like, maybe, maybe they were not seeking that advice, but I gave him that advice, right. Um, but just being able to have fun and being able to go and connect with people, it's pretty amazing. You will grow personally, it will make you a better person. And without a doubt, again, take a look at everything that I'm working on all the different projects, nothing, absolutely none of those projects have come just by Amanda, they have come from a community that I have built by being able to go out there and with confidence, speak to other people and invite them to know Amanda. And then they invite me to know them individually. And then from there, I mean, your name just comes out. I go to grocery stores or different places, and they're like, I know you, I've heard about you. I've seen you, you know, and it's amazing, not from an ego standpoint. But it's amazing, because now you're also building the brand of your company. Because now when someone is needing commercial financing. Oh, so I saw told me to call Amanda. And sometimes there's like four different people that lead into, oh, now this individual is fine, Amanda, because so and so and so set to call Amanda. And so it is pretty amazing. Because the the marketing dollars that you have to allocate when you have that presses when you have that trust, are almost zero when I look at my marketing expenses, and there is less than 1%. And it's crazy. Think about that. Right? Think about that. But it's because of my involvement with the community is because I go and approach people, I network with people. When the pandemic was going on, I was still meeting with people, I would say, hey, let's go ahead and meet safely. In my office, there's no one else. Let's have coffee. Let's let's talk about what are some of the struggles? Can I maybe help you emotionally? Can I get you connected to someone else that might be helpful for your business, like what's going on in Halie's world? And so, you know, it's one of those things where you got to be strategic, you got to be intentional, but don't go with an agenda. Don't shake hands and say, I'm Amanda, the CEO of flex capital, what are you? Who are you? What do you do, don't do that. Don't do that connect at a personal level, at the core. Because if you really understand humanity, Halie, we all are seeking the same thing. We're seeking validation. And we're seeking love. That is, regardless of you speaking to a homeless, or if you're speaking to a multi billionaire. And I've experienced both, I sat with multi billionaires at the table, okay. And I know that at the core, I've been able to connect with both a homeless guy with a multimillionaire the same way. And they're seeking the same thing. And if you do that, things will come to you. Always.

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Halie Morris 33:53

I love it. I love the thought of just that, that genuine human connection. So many people, when they walk up to you can always tell already told that they have something going on and on their minds, they want something out of this conversation. And that can be awkward. And it can be uncomfortable, but like, at the same time, you can go on vacation to like Montreal, and meet a couple and end up spending every single evening with them, getting to know them. And then, I mean, some of the things I remember from the city aren't things I experienced myself. It's things that they experience and some of the things that we've learned. And they would recommend places to us. A lot of the places we went to were either because of them or our Airbnb host which was super cool. I had no idea what they did until I got back connected on social media, and 19. So it's been two years and I've known them for two years. I'm on one of them's close friends list on Instagram. I noticed that the other day and I was like, Oh, she likes me. But like she um, for example, she models she's super involved in her own her own community in Puerto Rico. And then she's on the road to Miss Universe Puerto Rico 2021, supposed to be 2020. But of course, things kind of fell through. And then her boyfriend who was our other friend, we met, he is police officer in Queens, New York. Yeah, and you know, I love fashion. So one of my goals is to be able to get very cozy with new work at some point. Because everything like international and fashion wise since to congregate in New York, so, but I mean, like, again, I connected with them, we got to know each other. I mean, I remember sitting in the speakeasy style, like intimate bar, where we're literally on couches, like side of thigh, laughing and talking and like you lean in, because my friend who is sitting on one of the couches had like three guys on that couch from a different group. And this is, of course, back before COVID, when touching and being close to each other wasn't horrifying. But like, she was sitting there, and I was sitting beside my friend, and then her boyfriend was sitting there, and we're all like leaned over this tiny table talking and talking about like, okay, what's your favorite animal out of these? And what does that tell you about? sharing stories, and we were there for hours. And that was it, it, it was the cool things that we learned from each other. And then it was just like, you who knows where we'll take each other where we'll see each other, I have a friend to Puerto Rico, and I have a friend and another friend in New York, more of my friends are drifting over there. postgrad, but, you know, like, I can say, I have a friend, I don't have a guy who's gonna do something, you know, like, when somebody says, Oh, I need this done. I have a guy like, No, I have a friend. Who knows, I hope I can help them first. Like you said, like, I get, I get joy out of being able to do things for people, too. So being able to like lend that hand first, it's like you said, it's all gonna come back? Yeah. I believe in karma. So if you put out good good comes back. So

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Amanda Villarreal 36:59

for sure. No, it's definitely It works like that. And it's fun. You know, it's just really fun to be able to go and meet people, but don't ever ever see networking as a task, like, it's so much work? No, if you just think about it, I'm just going to go and connect with people. And I'm just going to go meet people. And it's an opportunity also to like, talk about myself a little bit like, oh, being a mom, especially being a single mom of a 17 year old, Oh, my gosh, you know, and you start having those conversations, you start to realize that maybe the other individual that you're speaking to, has had those experiences, or is about to have those experiences. And it's just kind of neat, because you find that little thing that where you match, and you can talk about that specific topic. And then that leads into Hey, by the way, what do you do? What do you do for for business? And then you can just at a low level, say, Well, I, you know, I help entrepreneurs have access to capital. Well, what does that mean? And that leads to another topic, right? another conversation. So don't discount the power of networking, the most successful individuals that you will meet in your life. And the most successful businesses are the ones that are so connected to their community and beyond. And it starts by networking. Like I said, everything that I share with all of you at the beginning, it was not to brag, it was with the intention to say everything that I am doing right now. And that has happened in the last 18 months, has been and has come to be because of the networking that I did. And I didn't see it as networking. I didn't see it as something that I was working towards. It was more of like, Okay, well, I don't have to work. Do I want to work for another year? What do I want to do? Do I want to take a sabbatical? What does life look like now that I left corporate America? And so I was like, Well, I don't want to be here, you know, 24 seven, and let's, let's get it out. And let's meet people. And through that decision that I made literally within hours after leaving my corporate career. I'm here and and you know, it hasn't been easy. But it definitely has been a lot easier because of the community that I have built. And I was intentional about getting out but I was not necessarily carrying my agenda of what I was going to get out of that. So remember that and, yeah, just get out, meet people be intentional. Don't turn them off by right away getting your resume out or I am the owner of blah, blah company or none of that stuff. Get to know the individual businesses are ran by individuals. Get to know the individual get to connect with them. So, Halie, I don't know, if you have any more questions, I know that we are almost at our one hour. So I will be happy to answer any questions that you may have. or touch base on any other topics that you believe they missed out,

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Halie Morris 40:20

I think we covered so much, it's just, it's really cool to dive in and pick your brain about the sort of thing that you are one of the people that feel do it best, your ability to connect and just really meet people at their level first, and then wherever it takes you, it takes you is

extraordinary. So I feel like we've covered a lot of it. But my question for you is just what is your advice for someone who is starting to branch out and connect to their community? And they don't maybe know, what kind of things are out there. But how do they utilize Google? Or how do they utilize any of these other platforms to learn? Who does their community they could be connecting to? Absolutely.

A

Amanda Villarreal 41:05

So I think one that is super powerful, and depending on your age, but Facebook has a lot of Facebook communities, a lot of Facebook groups, that if you just type, for example, janitorial companies, you're gonna get probably a lot of groups, including a web solution has a Facebook group, where you can just get into that community and start posting questions. And then you have this large community that everyone has an opinion, right, it might not be the right opinion. But most people have an opinion. And so they will chime in, and they will give some advice or their opinion. So Facebook is definitely one place, use keywords. If you're looking at getting involved with an organization, maybe like a charity organization that supports single a single woman, go to Google and look at local organizations that are supporting single woman, if you're thinking about opening a business, go to your chamber, your local chamber, we are so blessed to be able to have one of the most amazing chambers here in Kansas City, there are many out there, there's there's African American chambers, Hispanic chambers, by the city chambers, you know, there are all of these chambers that really have access to a number of connections throughout. And so it's like when you decide to get a new vehicle, you say, Well, I want a BMW X five at BMW, that's what I want. By the way, that's gonna be my next vehicle. I had one and I had, like, I it was too much of like high maintenance. But I'm just using that as an example. I want an X five BMW, when you type that in, Google is going to give you all the dealerships where you can go and get that vehicle is the same thing as to what you're looking for, have an idea of what are some of those communities, groups or organizations that you want to be part of. And so go to Google, go to Facebook and start typing those keywords. And then more than anything, actually pick up the phone, pick up the phone and say, Hey, just like I did with rotary. And you know, I share that example. Because it was like the first phone call that I made after I left corporate America. But hey, I know it's only by invitation. But here's what I can bring to the table. I have 12 years of experience in corporate America at the executive level. And I am an immigrant child that came here at the age of five. And I can do x x x x x, right? And so they're like, Okay, come on, like, we're gonna have our meeting on Thursday, and I was there. So it's not only just kind of like browsing and not doing anything, execute, and then bring the value when you do pick up the phone and say I want to meet X, Y and Z. say this is a reason why I want to meet this person is not because oh, I think he can connect me with so and so is because, hey, I have all of this experience, all of this value that I can bring to your organization. And I would

love to meet you coffee on me. Right? So yeah, use everything, every tool that is out there. But execute, and then don't make it all about you make it about what can you bring to the table and people will respond to your offering. Even if you say my only experience is making cocktails. Well, yeah, let's let's bring you on board. You know, I love cocktails too. But yeah, that that would be my advice.

H

Halie Morris 44:57

Man. I think people who can make cocktails, by the way, have a very special skill, especially if you can do it well. So they would be a person to keep

A

Amanda Villarreal 45:08

It's not too early to be drinking. I mean, it's five o'clock somewhere in the world. Right?

H

Halie Morris 45:12

Right, right. That was always my, besides, if you add a little orange juice, it's a mimosa, right? Which is a morning drink, like third. You know,

A

Amanda Villarreal 45:24

it's healthy. Yeah.

H

Halie Morris 45:26

Just orange in there somewhere.

A

Amanda Villarreal 45:30

But, no, I thought that would be my advice. And, um, you know, my information will be listed here. So feel free to reach out. I love connecting with people. And I love helping people. And my time is limited. But if there's something that I'm getting questions on that it's the same topic, I'll probably do a Facebook Live or a little video or something that I can just send as a distribution to those that have inquired about it. But always be networking. Always. Just be authentic. Have fun. It is fun meeting people.

H

Halie Morris 46:07

ABN, always be networking. I think that's going to be the new phrase.

A Amanda Villarreal 46:12
the way to remember it. Yes.

H Halie Morris 46:13
Yeah. All right. Well, Amanda, I think that is all I have for you today. And for everyone who's listening. Thank you so much for tuning in. Like I said, Amanda is just great for conversation and to get your brain moving. So I hope that you've gained as much from this conversation as I have. And of course, we will see you next week with fresh content again. So thank you and have a good rest of your day. And Amanda, thank you for coming on.

A Amanda Villarreal 46:41
Halie, thank you for having me. And thank you to all the listeners or viewers. And just go crush it. Just go to like

H Halie Morris 46:51
Thank you, everyone.