

## Audio file

[Interview with Angelina Ly Mar 6.m4a](#)

## Transcript

00:00:00 Amritha

All right. And yeah, I wanted to start with the questions.

00:00:07 Amritha

So how did you, you know, like, how was your experience with the with your Firefly slime, right, like and?

00:00:19 Amritha

What were your struggles? Biggest struggles that you could have? You felt like that could have been helped through community or something through tech, anything.

00:00:32 Angelina

Yeah, I I think the biggest struggle with just the whole learning process, I had no background in business. I I started this when I was 14. So I don't think anyone as of working with had a background business. I had no family members that had a background in business. I was the only one in my family.

00:00:52 Angelina

That was pursuing that route, so I didn't really have any like mentors or anyone to turn to for that reason.

00:01:01 Angelina

And I think just like the Internet as a whole, as much of A resource as it is like, there's so much you can learn out there for free, which is amazing. But I just really didn't know like.

00:01:11 Angelina

Where to go?

00:01:12 Angelina

You know, and I think like we switching to Shopify, which is a very big part of expanding.

00:01:21 Angelina

Umm.

00:01:22 Angelina

There's just so many like resources, and I love the accessibility that comes with Shopify. A lot of the features that are drag and drop, there's a lot of things that are already implemented where you just kind of customize it by them asking you a few questions and you don't need to have like a background coding or programming to something like web design.

00:01:35 Angelina

OK.

00:01:43 Angelina

And there's so many add-on features and apps, so it's very customizable with what you want, what kind of branding you're looking for with also like streamlining, streamlining the fulfillment process as well. I think that was also very helpful. And I know I learned a lot from community back in the day as.

00:02:00 Angelina

Well.

00:02:02 Angelina

Believe it or not, there was a very big.

00:02:04 Angelina

Live community, OK.

00:02:05 Angelina

In it and and a lot of people that were discovering slime and starting small businesses start at the same time I was. So they were discovering how to juggle everything while I was also discovering. And I think it was very good to have the set group of people that were learning.

00:02:25 Angelina

The same time as you and had the same questions that you had.

00:02:29 Angelina

And how to kind of bounce ideas off of each?

00:02:32 Angelina

Other.

00:02:32 Angelina

M.

00:02:33 Angelina

And I really miss. I really miss that for sure. Nowadays it's become very competitive and it's very different now, like back in the day, if I didn't know how to find a supply or if I had a question about something, I could just.

00:02:49 Angelina

Ask and they would tell you that nowadays, if anyone asks, they kind of shush like they keep it to themselves, because now everyone is.

00:02:59 Angelina

Seeing everyone else is a competitor and I think that really sucks. Like there is no more community where people would be commenting on each other's codes and supporting each other like they used to. And I really miss that. So it's really great that you're trying to build that like sense of community, of people kind of in the same boat. I think like that was a really big part of.

00:03:00 Amritha

Uh.

00:03:19 Angelina

My learning process and something that like is essential for developing everything.

00:03:20 Angelina

Yeah.

00:03:24 Amritha

Yeah, I I felt that too. Like I kind of feel it can get lonely very fast.

00:03:29 Amritha

And it can easily overwhelm you, and sometimes you just need somebody to who is going through the same thing to just be like.

00:03:35 Angelina

Yeah.

00:03:38 Amritha

Hey.

00:03:38 Angelina

Definitely.

00:03:40 Amritha

It's not like you can't do it, it's just more like you. You need some partner that's really nice to hear. And I wanted to.

00:03:46 Angelina

OK.

00:03:51 Amritha

Ask you about like Shopify, right? So you mentioned Shopify made your experience completely easy. Is there anything that has been annoying or is it? Is it like Shopify just solved all your problems?

00:04:13 Angelina

I don't think there's anything in particular that is annoying. I've only used Etsy and Shopify as platforms, so I can only really compare between the two and so far has been significantly better.

00:04:30 Angelina

With like customization and their customer support is amazing and and like all the features, there's so much more than Etsy. I don't know. I don't really know what else out there that like they're lacking of.

00:04:44 Angelina

And.

00:04:45 Amritha

No, that's OK. Like, I just wanted to ask.

00:04:46 Angelina

Yeah, I think I think they're really.

00:04:48 Angelina

Good. Yeah, I love that.

00:04:51 Amritha

Yeah, that's good. That's good.

00:04:52 Angelina

If I could do a cloud with.

00:04:53 Angelina

Any company one day would be Shopify. I have only good things.

00:04:57 Angelina

To say about them.

00:04:57 Amritha

That's awesome. And I wanted to ask you about, like, so you do pop-ups, right? What is like I I don't want to make any assumptions, but can you tell me a little bit more about why you do pop-ups?

00:05:17 Angelina

Yeah. So I think that running an e-commerce business and just having everything on social media kind of gives you like that disconnect between customers. The only way you're going to see feedback or people enjoying your products if they consciously choose to post about it. And that's only a small percentage of all like the orders.

00:05:37 Angelina

About so I really love like the community aspect of being pop-ups. I see first hand like how excited people get about product.

00:05:46 Angelina

So, like if they recognize me or say like, oh, I'll follow you on Instagram or I've been watching your videos for this long. Like, that means so much more to me than seeing a

comment about it. That's a real person face to face. And I think that is so much more of like a motivator.

00:06:04 Angelina

And like it gives me like a real time feedback like seeing products that I bring like what sells well, what does it do? Well, if there's people that are looking for a certain product, they'll ask me about it and I'll hear feedback like first hand, like, oh, do you have this thing or I really like this thing.

00:06:21 Angelina

I'm listening and I hear more of that than online because people are going to comment it or like not.

00:06:30 Angelina

Give that feedback as much and and I think it's also just very fun. Like I I love like setting up for something and planning it and kind of being there and kind of practicing like being like sales pitch person and and like being able.

00:06:46 Angelina

To like document the.

00:06:47 Angelina

Whole process I love like blogging.

00:06:51 Angelina

Like my life as a business owner, and I think it's very unique and a lot of people are very interested in what it's like. So I love cooking video content of that as.

00:07:00 Angelina

Well, and yeah, I really love doing that. I I started doing that in 20-17 and then COVID hit and then I realized like recently or like last year actually that it was a part of the business that I really missed. So I I think I.

00:07:20 Angelina

With like 11 or 12 of them last year and then this year I've already done like four or five. So I definitely plan on continuing to do that.

00:07:30 Amritha

OK.

00:07:30 Amritha

Yeah. So you are more like, do you feel like you get more feedback?

00:07:38 Amritha

So when you said about the feedback bit, right, do you not get feedback through emails and people, you know, when they buy your stuff, do they not give you enough feedback compared to pop-ups like you mentioned in comments? But what about mail and?

00:07:57 Amritha

Other other avenues.

00:08:00 Angelina

Yeah, I have a what's it called testimonial and like writing app review app basically implemented and Shopify. So I'll get most of my feedback through there and I'll get a few very few through e-mail.

00:08:08 Amritha

Yeah.

00:08:20 Angelina

And then some on like Instagram comments where people can comment on the product.

00:08:23 Angelina

Itself, and they'll.

00:08:24 Angelina

Be like, oh, I tried.

00:08:25 Angelina

This out and I loved it or things like that. I think most of the feedback I hear is from that review app that's in Shopify that's integrated in the websites.

00:08:36 Angelina

And then some through pop-ups as well. So it's like a mix of everything and you get different demographics that way as well. A lot of the pop-ups I do, I'll hear most of the

feedback from like college students and younger kids, and then they're like the app Review app on my website would be like everybody.

00:08:56 Angelina

They're just hearing like different like location demographics, age, demographics and like also that like in person aspect of it and things are like a lot more meaningful as well.

00:09:07 Amritha

And do you like when you search for a space for pop?

00:09:08 Angelina

Yeah.

00:09:11 Amritha

Up. Do you consider all of those things like?

00:09:16 Angelina

Yeah.

00:09:16 Amritha

OK. All right. That's good.

00:09:18 Angelina

Yeah, I think my product is very niche where like either you know what it is and you're really into it or you're like what it's like, you know, like it's very it's a very big specter and I see all of that when I do pop ups because there will be a lot of people that are very fixated on slime and love slime. They're so.

00:09:39 Angelina

Like eager about it and like I need.

00:09:41 Angelina

No, they're very specific on what types they.

00:09:44 Angelina

Like and what?

00:09:45 Angelina



They're looking for and what brands they're purchased from and they're very specific and then they'll be people that.

00:09:51 Angelina

Are like what do?

00:09:51 Angelina

You even do with this like.

00:09:52 Angelina

I don't get it you.

00:09:53 Angelina

Know, but then it's hard.

00:09:55 Angelina

To explain it to them, unless they kind of seem like the social media aspect of it and seeing it in action.

00:10:02 Angelina

So having like live demos also really good as well. OK, demographic is something that's highly in consideration when I do pop-ups. There's one been one event I did last year that I agreed to that was around like Christmas time which is usually like very great for business. Of course with like.

00:10:10 Angelina

Mm-hmm.

00:10:21 Angelina

What I didn't realize is that the event was.

00:10:26 Angelina

Right next to a retirement home. So a lot of the people that were coming in were like people from the retirement home that were being loaded on buses and they were coming to the event to go shop. And I'm like, oh, this is not really the people that are interested in flying unless they've got like gifts for their kids, grandkids or anything. But it's hard to explain to them.

00:10:36 Angelina

Ah.

00:10:47 Angelina

So now I really look.

00:10:48 Angelina

To like events that are on college campuses or are very like family orientated or like family events are going on with kids because I have to know like what's worth like my time and if it's if it's a fee as well to attend the event and have the table. And it's also like.

00:11:09 Amritha

Hmm. Do you do like pop ups with other small businesses like brick and mortar ones?

00:11:17 Amritha

Uh.

00:11:19 Angelina

Yeah, I think they're not planned like I don't coordinate with certain people to be help together. Usually they'll be hosted by 1 organizer and then they would have an interest form or like an application form. And usually I see the same business people because they're all like within.

00:11:38 Angelina

My location, so I see very familiar games pop up a lot and then I become friends with a lot of the people that I do events with.

00:11:48 Angelina

So there is a spec for you that I have done a lot of events with, but they're definitely not quoted through us together, which is kind of have a very similar demographic. So we're looking at the same events, which is great, yeah.

00:12:01 Amritha

OK. Yeah. And how is the application process like I know it might be easier right now, but when you were beginning and you know you're trying to create a brand, how is like when you are trying to you know market yourself?

00:12:20 Amritha

Yep.

00:12:20 Angelina

Yeah. If anything, I think it was easier back then when I started a lot of people that were very like there's a savvy or trying to tap into this new industry, I guess. So I had a lot of people reach out that wanted to invest.

00:12:40 Angelina

By purchasing equipment they wanted, like a percentage back or they wanted to host like slime Convention slime related events. So I was actually invited to a lot of events where they had.

00:12:56 Angelina

Offered to fly me out to different States and pay for like travel and like hotel like stay and also selling there for free as long as they advertise their events. So it was like kind of a transactional relationship where I would help bring attendees to the event and then they would cover my.

00:13:16 Angelina

You know me attending, but then now I think there's less of that going on and then now?

00:13:23 Angelina

I go to events that.

00:13:24 Angelina

Are less catered towards slime? Usually I'm the only vendor.

00:13:27 Angelina

They're selling slime.

00:13:28 Angelina

Which can be a good thing as well, because there's no competitors, I guess, yeah. The only table there.

00:13:35 Angelina

And yeah, I think having past events and having that portfolio of like what my tables look like, what kind of things I saw having the background to show like I've already established, it's always something I put in my applications. So once I do like as of recently I have.

00:13:54 Angelina

My page on my website where I have all the photos.

00:13:57 Angelina

Those tasks, events that I've done so I'll like link that in my application and like this is what I intend to set up like and like my pricing model and like kind of like the the success rate and how well I've done in previous events. And I think that really helps with like getting us.

00:14:15 Amritha

Wow, that's really great. Like I, so you actually do have like system for considering the success rate?

00:14:25 Amritha

OK, that's that's. And I'm getting. Did you do it yourself or did you get someone else to do it for you or something like that?

00:14:32 Angelina

Yeah.

00:14:36 Angelina

No, I read everything on my own.

00:14:38 Amritha

OK. That's amazing. Kudos to you. Thank you. So you're very. So, do you use tech for it for doing all of those things, inventory management accounting?

00:14:43 Angelina

Thank you.

00:14:53 Amritha

Or do you do something manually?

00:14:55 Angelina

Not much.

00:14:57 Angelina

I I rely on like excel, Google Sheets, Google forms, I have those platforms as much as I can. I don't use any like accounting softwares or anything like that because I I have been sticking with Google Sheets since the beginning. So all of my expenses.

00:15:17 Angelina

My budgeting is on there. I put like all formulas I've learned how to do all.

00:15:21 Angelina

Of that for this.

00:15:22 Angelina

Like I have every every transaction I've made in the past, like seven years.

00:15:27 Angelina

And that transaction links to like what day it was entered, what day it was purchased, what it was, what store it was from, how much it was, what category it falls into. And each category has a color that's like formatted automatically.

00:15:41 Angelina

Goes into the big.

00:15:43 Angelina

Charts and charts off with, like the sections and they.

00:15:46 Angelina

It's a whole thing.

00:15:47 Angelina

So I it's.

00:15:48 Angelina

Been working for me so I I just.

00:15:50 Angelina

Stuck with that but.

00:15:52 Angelina

I'm sure there's easier ones out there like I've seen like QuickBooks advertised a lot. I was thinking about switching to that, but I just. I love that I I can rely on them and I know how to use the one I currently do, so it's hard for me to put in the time to learn like a whole new platform, but it makes like.

00:16:11 Angelina

The taxing or accounting process easier, like at the end of the year might be worth it.

00:16:17 Amritha

OK. All right. So at this point, you don't feel like it's overwhelming for you to, I mean say it's not that big of a deal for you to switch to an accounting software.

00:16:19 Angelina

Yeah.

00:16:31 Angelina

Right. Probably not. Yeah. And I mean, there's not really that much that.

00:16:39 Angelina

The way I'm currently doing it, it doesn't have. If there was a.

00:16:44 Angelina

Way I don't.

00:16:45 Angelina

Know like something that they offer that I don't already have. Maybe I'll consider if it's worth the.

00:16:49 Angelina

Time to learn.

00:16:52 Amritha

OK.

00:16:53 Angelina

But as of right.

00:16:53 Angelina

Now I it I don't really see a need for it.

00:16:57 Amritha

Yeah, yeah. And I I wanted to ask you about like the collaboration that you've had with Scholastic and other.

00:17:05 Angelina

Right, like you.

00:17:06 Amritha

Actually, sell your slime to a lot of these.

00:17:11 Amritha

At our retail shops, how did that go about? Like how, how, how did you discover it or like, did they discover you? So how?

00:17:19 Amritha

Did that happen?

00:17:22 Angelina

Yeah.

00:17:23 Angelina

With scholastic as you.

00:17:24 Angelina

Mentioned they reached out to me.

00:17:27 Angelina

I think they're like.

00:17:29 Angelina

A little bit before summer of 2023 and I took the interview with them and then that was published in October 2023. So that was very like, not on my end.

00:17:42 Angelina

Someone reach out to me for.

00:17:43 Angelina

That.

00:17:44 Angelina

And then I was on, Fox said. You have 15.

00:17:49 Angelina

On TV in October of this year, and that was something where I reached out to them because I had a friend that also owns a local French toast business. So I had no idea that like like TV networks like hosts like local businesses. When I saw that I was like.

00:18:09 Angelina

Oh, that's really cool.

00:18:10 Angelina

Like I wanna do that too. So I I did research.

00:18:14 Angelina

On like the.

00:18:14 Angelina

Hosts that were on the show kind of figuring out like.

00:18:18 Angelina

Who?

00:18:19 Angelina

The producers were, and they're very hard to get in contact with, which I.

00:18:22 Angelina

Think is like normal.

00:18:24 Angelina

But I was persistent and I I reached out.

00:18:26 Angelina

To them through.

00:18:27 Angelina

E-mail I looked if they had like a a website of their own. I pitched myself to them on their social media and I got the attention of one of the hosts.

00:18:38 Angelina



Which referred me to an e-mail of their producer and after I got a response back like months later, the ball went rolling very quickly and they scheduled me like within a few weeks. So that was that was very fun. Yeah.

00:18:54 Amritha

That's.

00:18:55 Amritha

Really amazing. Yeah. And how did you pitch yourself like?

00:18:57 Angelina

Yeah.

00:19:02 Amritha

God.

00:19:04 Angelina

I it depends on who the audience is. Of course. Usually if it's pitching to a network or some type of feature, I like to heavily emphasize.

00:19:07 Angelina

M.

00:19:16 Angelina

Like I'm young, I have a very niche like product. So normally I start with like.

00:19:24 Angelina

I started when I was like.

00:19:26 Angelina

Resolved. I have this type of audience. This is why I do it and like I'm also a full time college student and.

00:19:35 Angelina

I kind of fit all.

00:19:36 Angelina

The the bullet points they're looking for and kind of saying that like I just would love to share my story and I really love.

00:19:45 Angelina

Kind of featuring my story, because I think that a lot of young girls are interested in starting their own businesses and.

00:19:53 Angelina

Like I personally didn't hear a lot about when I started as well, so I think.

00:19:57 Angelina

It's really great.

00:19:58 Angelina

To to feature it and and kind of show. I know like I would love to be like an inspiration or an example for someone that wants to go towards that field and helping like they think that my story is like.

00:20:12 Angelina

Worth showing good that your audience in school.

00:20:16 Amritha

Yeah. Yeah, it definitely is. I think any anybody who, especially among women, right like it, it's absolutely more important because the anxiety and confidence can play. I mean, under confidence can play a big role. So.

00:20:18 Angelina

Yeah.

00:20:25 Angelina

Yeah.

00:20:32 Angelina

Yeah.

00:20:36 Amritha

Anyone who is doing a good?

00:20:39 Amritha

Good thing and you know, sharing their story is absolutely important.

00:20:45 Angelina

Yeah. And I was definitely not someone that was very confident or could talk at all when I was 14. But in general, when I was very young, I was extremely quiet. Every class I took in elementary.

00:21:00 Angelina

Well, my report card would always say like she's a great student, but I wish she spoke up for it or, like, I would talk very quietly and very shy and I wouldn't want to talk to anyone. And I think the business made a very big change with that as well as college. I was just put in front of so many more like audiences, and I had to force myself to learn.

00:21:20 Angelina

To be more.

00:21:20 Angelina

Comfortable with that?

00:21:22 Angelina

Or else like I I would not be able to talk to you right now. So I think like I definitely practice a lot and like have gotten better there as well.

00:21:30 Amritha

Yeah, yeah, that makes sense. Like, I don't worry, I think I'm. I'm still.

00:21:35 Amritha

Figuring that out, even at my 30s, it's.

00:21:39 Amritha

It is it. It never goes away like you think you learnt it and then you're just put in a different space and you're like, OK, you have.

00:21:40 Angelina

Yeah.

00:21:49 Angelina

Yeah, but I think that's the biggest thing that I've.

00:21:50 Amritha

To relearn a video.

00:21:53 Angelina

Learned from someone like.

00:21:55 Angelina

Nice. It's like just to fake it till you make it. Like I use that so much when I have to talk in front of people. Like if you just fake that you have the confidence to do something you'll just develop it. Like if you think like Oh yeah, I'm not. I'm not scared of doing this like I got this you kind of like talk yourself into it believe it and then.

00:22:15 Angelina

You develop the skills to be the person that you want to be, and I think that's.

00:22:21 Angelina

Like helping a lot as well, it's like.

00:22:22 Amritha

Yeah, yeah.

00:22:23 Angelina

Kind of talking.

00:22:24 Angelina

Like, no, I'm not scared to go talk up there like, I'm like, shy it's.

00:22:27 Angelina

Not a big.

00:22:28 Angelina

Deal, even though, like I'm lying to myself. But that's kind of what I need to.

00:22:31 Angelina

Hear to get it done.

00:22:31 Amritha

Yeah.

00:22:33 Amritha

Yeah, you have to hype yourself.

00:22:34 Amritha

Up. Sometimes you've got to be a little delusional as well in making sure that you. Yeah, I think no. I feel like if you wanna make your startup work or idea work like a lot of people have the same idea, right? And why?

00:22:36 Angelina

Yeah, definitely.

00:22:40 Angelina

It's OK.

00:22:42 Angelina

Just a little solution.

00:22:52 Angelina

Yeah, definitely.

00:22:54 Amritha

Why would you think yours will be the next big thing? So sometimes you just have to push yourself and get it working. You know, like, yeah, I do agree with that.

00:23:07 Angelina

And yeah.

00:23:09 Amritha

I wanted to ask you one more thing like, yeah, so are you still like, you're still looking into scaling up, right. How do you do that? Do you have like, you can't do everything on your own? Like is is, are you delegating certain things and?

00:23:28 Angelina

Yes.

00:23:30 Amritha

How are you delegating those? Like what? In what area are you delegating things?

00:23:37 Angelina

What do you mean by delegation?

00:23:40 Amritha

Delegating responsibilities like for example.

00:23:44 Amritha

If I want someone else to like, you know, I don't have the time to run a pop up in multiple places. There are, like, so I might delegate it to someone who represents my company. So things like that.

00:23:53 Angelina

Yeah.

00:23:57 Angelina

Yeah.

00:24:00 Angelina

So currently I I run everything on my own. Currently I have been doing that for seven years. I I don't have any employees. What I do do pop-ups. I always like to bring up at least one volunteer if not like my family to help run everything, especially if my.

00:24:15 Angelina

Hmm.

00:24:19 Angelina

Space is larger. You know, I can't talk to everyone at the same time while completing transactions and running the cash box and like checking to make sure everyone's like taking things off the table. So I always like to have extra hands for pop-ups in terms of.

00:24:36 Angelina

The business e-commerce side side of it, I I do run everything on my own. I definitely know it's not sustainable. If I do want to grow, my first step will be finding that team that I trust to help you run everything and I think currently the only thing I outsource.

00:24:58 Angelina

Is my designs. I do have a graphic designer that does all of my little characters.

00:25:07 Angelina

That are like.

00:25:07 Angelina

My branding, my stickers, and my merch. Things like that because I I do some of the designing but at the end of the day I think.

00:25:19 Angelina

I don't have the skill set to.

00:25:22 Angelina

Make what I'm looking for in terms of like branding, so I do have someone for that and then I do have an accountant that is like my family accountant that does my income tax at the end of the year. That's because I I don't have that skill set to do it correctly. So I want to outsource that.

00:25:41 Angelina

And then, you know, I think those are like the only two things, but everything else in terms of like fulfillment, social media, filming, editing, all of that is done by me and.

00:25:56 Angelina

Yeah, I don't know. Like my my first that one feeling is definitely.

00:26:02 Angelina

Finding people to do all the like the busy work of the things that are kind of repetitive, like fulfillment, like packaging holders, it's not that hard to learn. It's something I think would be like the first thing I would find someone to help me with and.

00:26:17 Angelina

And then so I can focus on more of like the creative side of it, like making content and focus, you know, like social media.

00:26:25 Amritha

OK. And and are you trying to reach out to more audience through social media or other avenues?

00:26:34 Angelina

I think social media is my main way to reach audiences right now, and it has been since the beginning. All of my engagement has been completely organic. I have never paid for like a Facebook ad or any advertising. That way. It's mostly been the word of mouth videos.

00:26:54 Angelina

Depending on online.

00:26:58 Angelina

And also I would I would partner and reach out to some like influencers that have followings on like Instagram and TikTok and send them like a slide package to unbox a review and I think like it's a really great way to reach new audiences and it makes people really excited. So I think like that has been a very big impact as well.

00:27:18 Angelina

Uh.

00:27:19 Angelina

Yeah, I I.

00:27:20 Angelina

Like to focus more on the social media side of it, because I know a lot of my fans and customers come from that. So it's a very big, important part where if I took that part out of it, I I don't know if I would have as many customers as well.

00:27:35 Amritha

Yeah, yeah, definitely. And I just want to ask you one more question about like the graphic designer, right, graphic designer and accountant, they are solely through your network or did you have to search and find somewhere else?

00:27:58 Angelina

The graphic designer was something they had searched for. I had found a lot of freelance artists and paid whatever their fee was to make one design and I think I did that for.

00:28:14 Angelina

Maybe like 7 or 8 different people that I think I looked at the portfolio and there were kind of aligned with what I was looking for. And then I narrowed it down to one that was very.

00:28:26 Angelina



On brand for me and I have been just sticking with them this whole time.

00:28:31 Angelina

Because I I I wanted to go to this one person originally, but they were charging a lot of money for one design and I was like, no, I can I can.

00:28:43 Angelina

Get like 10 drawings.

00:28:44 Angelina

For that same price with someone else.

00:28:46 Angelina

But I didn't.

00:28:47 Angelina

Know like who goes to because I don't.

00:28:48 Angelina

Think it's very easy to find.

00:28:51 Amritha

Yeah.

00:28:51 Angelina

So I just had to pay that fee for multiple people until I found.

00:28:57 Angelina

One. And then for the accountant, he's been my family accountant for a long time, so I didn't have to search for anyone for that. I just went to the same person that my parents go to for their income tax. But then he also has experience in like this side.

00:29:18 Angelina

Things. So it's a really good.

00:29:20 Amritha

Yeah, OK. And when you had to search for the graphic designer, right, where did you search? Like which platforms did you search there? There is dribble and there's a lot of these places where you can find designers.

00:29:34 Angelina

Uh.

00:29:36 Angelina

I look on social media and really find much. I did, you know.

00:29:41 Angelina

The.

00:29:42 Angelina

Basic like Google search. I don't really find much. I found the most luck on fiber and then I discovered dribble afterwards that I haven't used Google before. I just I do know it exists.

00:29:55 Angelina

But I found most of my successful fiber in terms of the design.

00:29:59 Amritha

OK.

00:30:01 Amritha

Got it. OK. I think that's about it. Like I don't have anything else to talk about. I like a final thing. Is it OK if I reach out back to you when we have some, you know, like when we wanna test out urban high like the app and the product with you.

00:30:22 Amritha

Will you be in open to try it out or you know, get feedback?

00:30:26 Angelina

Yeah.

00:30:27 Amritha

Sure. OK. Yeah, awesome. Alright, thank you. I I. That's it. That's it. Thank you so much, Angelina. I really do appreciate your time and.

00:30:34 Angelina

Yeah.

00:30:37 Angelina

Yeah, of course.

00:30:40 Angelina

Yeah. Thank you for reaching out.

00:30:42 Amritha

And.