

MAGIC HOUR

CREATIVE PODCAST BY UNICORN MARKETING CO.

[Magic Hour | Ep 7 | Sarah Mulder](#)

Hey everyone, welcome to the magic hour. If you haven't heard of the Magic Hour before, chances are you probably haven't. This is an intentional space that here at Unicorn we like to show up to to have very intentional creative conversations about anything and everything.

Welcome. So excited you're here listening. This is an intentional space where we show up to create and have really empowering conversations. And today we have Sarah. Hey! Look at me on time. You did it!

Wow. Let's set this up so it's not so high. Here we go.

Perfect. Looking good. Welcome. I'm going to give you a little intro. So everybody, Sarah's joining us from her Gastown studio here in downtown Vancouver. And Sarah is the designer and founder of her own jewelry company, Sarah Mulder Jewelry, SMJ. And she is just simply amazing.

I have a whole bunch of notes about her background but what I want you to know is that her jewelry line is inspired by her adventure spirit. And I think this really shows through in all the pieces that she creates. So hi, welcome.

Hi everyone. Whoever's here, whoever's going to join in the future.

Hello. Hello. Hi. So tell us everything. Tell us about your company and how you got started.

Yeah. So. My business is 12 years old. This year, it's kind of crazy to have made it through a pandemic alive and Yep. The other side, but I mean, there's still, that's still going. I grew up in Vancouver. I'm born and raised and stayed, which I think is unusual.

Really?

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they're amazing and, um, when you grow up here you have amazing opportunities to Langara College, got a diploma from the art studios there. And then I went traveling for a while, came back, and uh, graduated from Emily Carr University. It was a college before, but it's a university now. Bachelor's in Fine Arts, so I'm a self taught jewelry designer. And that kind of just came out of a love of crafting when I was really young. And just has evolved since then, basically. I'm still practicing art as well.

Behind you here, if you're lucky enough to watch this live, you can see some of her beautiful magic pieces there.

Yep, yeah. I'll show you, I'll show you later maybe.

Okay. Good. How does your art come into play when you're creating jewelry?

I have been asked, I think you asked me that once before and I said it didn't, but I, I don't think that's true. I think that there is a, uh, I've been thinking about that. It's an interesting question because in my mind, they are completely separate things, but actually a lot of the designs have come from, so like when I design, I just kind of see shapes, right?

Like, I'm just like constantly looking for shapes. I'm looking for. Like shapes in the shower that the water makes on the wall or when I'm walking down the street cracks in a sidewalk and when I'm creating art it's the same thing, so it's the same movements, the same flow, and I think there would be a ton of crossover if I was making art at the same time as jewelry and not kind of know it, because the sketches kind of go hand in hand and flow.

One piece in particular that you see that is in, right now it's called the Ackie earrings or Ackie necklace. Um, prior, there was a piece called the Rebel. Which was basically a bigger version, and people always think it's a wishbone, but actually, if you flip it upside down, it represents a tulip, to me. So, when I was drawing tulips all the time, it's like two little bulbs, and the way that it flows, it looks like a tulip bulb.

So, it's interesting, the evolution, when I actually sit down and think about. Things, you know, but it's like they're tucked in the back of your mind and I think it's very easy to like compartmentalize Like I do art. I do jewelry, but you're right There's a flow and there's like this creative essence that really folds into both and I think it really does tie them together Yeah, no, I think so too and i'm gonna have this question in my mind now moving forward because I can see it and I like that.

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Oh, sure. Wow. Okay. So, I've got, uh, just a little stud up here. It's not mine. It's just from the piercer. But I pair in the upper. I like to do a chunky earring usually in the, um, sort of in the middle. Because it just gives a little bit of interest to the lobe, right? So a lot of people like to do studs, studs, studs. And I think like, play it up as much as possible. Like you didn't get those extra piercings for nothing. So go for it. Right. So I like to do that. I usually wear a bigger earring, but these are the new earrings coming this fall called the utility earrings.

I stole a pair of samples and I haven't taken them off. So I know my customers are going to be, uh, all needing these soon. They're very cute. The Helen necklace is one of my favourites, it's just a little disc, oh, I can't get that close but, it's a little, it's a little disc with a couple of CZs down the middle.

I just like the layering of the different shapes, so I also have the faux pas necklace on which I like the chunkiness and the, and the refineness of the Helen side by side. I like the layering look a lot, it's really nice. I'm wearing some pieces today too, I'm gonna show you one. I think this one is the Miley in gold, and then we have the balance here in my second holes.

I really like this little stud. It's so cute for matching everything. Yeah, and you got the, uh, is it the onyx that you have in the, in the balance? Yes, it's the cubic zirconia and onyx pairing in gold. Yeah.

Okay, so when did you find out, when did your journey tell you that making jewelry was something that you should start doing? So people always ask when I started, I started making jewelry when I was in high school. My mom threw me a birthday party where she bought a whole bunch of little tiny beads, you know, like they're called seed beads.

And we sat on the lawn making necklaces all day, and it was like such a hit, and then I just never stopped. So I think I was about 15 when she threw me that party, 16, and from there, like, I'm obsessive compulsive about creating, so I will literally just make a bunch of stuff and have no reason for it, especially back then.

It was just like, I'm really into making friendship bracelets, so I made 300. What am I doing with them? You're not an entrepreneur.

You didn't know what you were doing yet, but you figured it out.

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more community centers, from some of these other things that they've introduced to meet the community. I have people coming to shows still that are like: I bought my very first piece of your jewelry when I was 20 years old, you know, at a market and they are, you know, 40 now and have kids and all the rest of it.

But it's, it's so interesting to see that growth, right?

Yes. I first started taking things actually, seriously, when I was about 30 and I left a job thinking that I was going to pursue fine art and kind of started just getting in my own way with jewelry and that sort of snowballed into stores wanting it and it just has taken it on its own life since then with lots of work.

I'm also gonna challenge you, I think you told me a story about how you had all of your jewelry robbed once on the trip and then it just came, like you were like, why am I buying jewelry and what's the intention behind this? And it also helped your, your vision when you're creating, right?

So yeah, when I was, I don't know, 27 or something. I was still living at my parents house at that point, I think. I must have been younger. Their house got robbed, and I had been building this huge jewelry collection, and I was, I loved wearing jewelry, so I had beautiful pieces and all of it was gone.

I did get some insurance money. So I started buying some stuff and then exactly what you said. I thought like, what, what am I building? I wanted to invest in quality pieces, something that was different. And I changed, actually, it's interesting. I changed from wearing all sterling silver to gold plated. I would just say for whatever reason, I just love the gold.

I was all this matte-finished jewelry. I bought a whole collection from one designer and I became obsessed with gold jewelry after that so good quality gold jewelry and the silver to balance.

Amazing. That's so interesting that that time period is when you're, you're changing like switched. Wow.

Yeah. Yeah, and prior to that only doing um, silver pieces. So Yeah, and I'm obsessed with gold now and so is everyone else. I am too. I am very obsessed with gold Yeah, so such a beautiful tone on everyone I've had the pleasure of walking through your

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can you walk us through the process of making time from starting to creating a final product and like the idea concept part?

Sure, yeah, so it's fresh on my mind right now because I am currently creating a couple of collections for 2024, which I never do that early.

You're on it!

Yeah, I'm very excited actually. So, basically I have like ten... different sketchbooks all around everywhere and if inspiration strikes, I just scribble something down in them, right? Like that's I think how a lot of designers work is we just work off of little sketches, little scribbles. But I usually will gravitate towards one or the other when I find myself What's the word? Gravitation. To work something. I'll see where that flow goes. So I'll usually take that one drawing with me, I'll sit down at a cafe where I kind of out of this design space of craziness and see where that will lead. For me, it's when I design, it's always about my inspiration, but also Always, always comes back to my customer, for what they're wearing.

So it's always trying to find that balance between what I'm trying to express and what I really want to see on somebody and what they're actually buying. So I can show you an example. Yes. Um, so this, if you're joining and you haven't seen the sneak peeks of the new collection for fall yet, um, this is basically what fall started with. So these are the Miranda earrings. So they sit to the side. I'm really well known for doing lightweight statement earrings. So that piece came out of a whole bunch of different sketches. Just very, very, I love them. Everybody's telling me how much they love them, which is awesome. So I usually do like two to three sizes and everything, but I try not to make them exactly the same.

I think it's more interesting if we want to layer or, you know, maybe some customers are like, well, I already bought that piece. Why would I need it smaller? So I did these guys. These are the gorgeous earrings coming out. I love the version of it. Yeah. Yeah. So you can kind of see how it evolved from the same shape to a solid.

Always fun. And then the earrings that I have on are the utility earrings. So we just did a little, did a little baby from there. So yeah, I like to create pieces that sort of tell a story when they're, you know, sitting on a shop shelf, for example, you know, kind of see the evolution of the design and how it's pared down. I love this collection. I think it's small. I keep saying it's small, but it's mighty.

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Yeah, it's my community is amazing. I have the best fans ever. I love them. I love my customers so much. They have supported me for years. Like I say, I have literally people that started shopping with me 12 years ago when I first started.

Maybe even before then when they're still Purchasing and layering and it's it's so fun. I love seeing what they buy. So my my market research is always done at in person events, so All the shows that we do at Christmas and you know throughout the year That's where I really like to meet people see what they're trying on seeing what they grab it or gravitate towards worried

So that gives me a really great sense of how people are shopping. Now, mind you, I'm in Vancouver and Vancouver is very different from my fan base in Ontario. They shop very different. So you know, keeping all those things in mind too, it gives me a lot of room to create how I want to create because there is a customer for every style and size.

Yes, for sure. Like, I love the look of every single one of your statement big hoops, but I am not a big hoop girl. I'm always wearing your smaller pieces. I love them to death. But yeah, I think there's definitely different markets in there for sure. Yeah, absolutely. Yeah. And you know, and my fans that love the small pieces.

Quite often they're like super hesitant to go any bigger, but I'm, I'm like, you know, that's when you go to the sample sale and shop for a bigger piece and get it, you know, when you can just, you know, I got a sample sale. Going on right now. Good job, good job. I can't plug myself or anything. But yeah, that's when you get those pieces.

So if you love wearing all of my pieces, you know, go and grab a piece, a bigger piece, try it on for size, see what you think about it. And I'm always happy to give suggestions. I have fans messaging me every day on Instagram, and I'm more than happy to give you suggestions about pieces that I think would work for you.

And I'm usually right. I would say so, yes.

Have you ever had customized jewelry requests and do you have any favorite pieces to design?

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However, I am working on a custom piece right now for a family who lost their mother, who was a really big fan of my work. I haven't shared this with anybody yet, but I did design a piece in her honour, basically, um, to commemorate her. So that is probably not going to be released until the new year, but it was a really beautiful request and I, I, it certainly touched me so.

So that will come out and their story will come out in the year more than likely. Very cool. And what kind of pieces do you design that are just like your absolute favorite? My favorite are the statement pieces always. I love designing statement pieces. I think they're so much fun. I think jewelry is such an expression for me.

I was never, you know, growing up, I was never this wearing like cool clothes or anything like that, but I always had. And I usually was, it was usually something that I made myself and if it wasn't, you know, it was from La Chateau or something, but you know, I was always like, just fun. It's fun to like, throw a whole bunch of stuff on and like, make it tell people about your story, right?

What you love. For me, that's really what jewelry, like that finishing touch. It really does tell a story of who you are. And I think that my fans feel the same way as well. So. I see them moving in that direction of like wearing more, layering more, trying more pieces on because quite often in Vancouver, people are just wearing a little something to work in a little, you know, a little necklace or something.

But I do think that people are getting more adventurous with their pieces, especially with the trends of chain layering and everything else. year, this last couple of years, so it's fun to watch, actually. Yeah, I love a layered look, and I also think it's so important to like, not just buy a ton of stuff for like, no reason, and to really think about the reason behind it, or like, curate your look and your story and how you're going to wear it every day.

Yeah, I fully agree with that. And obviously, these days, we need, we need to watch things a little more, obviously, but yeah, I love it when people try stuff outside of their comfort zone. I think, why not, right? Yeah. It's fun. Yeah. Jewelry can be fun. Yes, absolutely. You have a business full of joy that brings people so much joy.

Yeah, absolutely. Okay, so now's the time when I'm going to get you to like, plug yourself a little bit. Because I know that you've been featured in so many places. Can

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different collaborative photo shoots, which have gone on to press like Vogue. Yes. Oh, lovely to be included. I have a very wonderful, inclusive community. So they always think of me and pull some jewelry into a shoot. So yes, the, uh, Vogue was shot by my friend, uh, Henny of Henny Graffy.

Love. And. Absolutely beautiful. Those photos will go on my website soon. Recently, I had a fan tell me that I, my jewelry was in the province and I had absolutely no idea. So that was really cool. Somebody came to the pop up that I was doing and said, Oh, I came down here because I saw your jewelry in the province.

I'm like, no, it wasn't. I don't think that was me. No, no, that was you. I'm pretty sure. I don't think I'd be down here otherwise. So that's so lovely. You know, nice. Just a little random pop my jewelry. Yeah. This fall, uh, on Prime, the wonderful costume buyers for fashion, I don't know what the title is officially, but the TV series Upload is in their third season, and for the second year, they've put my jewelry on their actresses, so I'm thrilled that that's coming.

October 20th, I think, is their release date, and I can't wait to watch so that I can spy the jewelry. And I know that was really fun for a lot of my fans, too. I hear that. To was really cool. I was also recently featured on City TV for City Line, so that was really awesome. And I will also accept selfies from my fans as being cool.

My absolute favorite thing to get ever. You're just as important for me. I love that. I love it. Yes, for sure. Tell me about some of the jewelry trends that you're seeing this year and what are some of your favorites? So I think the biggest one is layering. We've definitely seen things go a little bit bigger.

We've seen the pearl trend. I think for me, though, that I gravitate because I'm not making huge, huge statement pieces. I like to find the middle ground. This year I've, this fall, I'm going to have the first ever layering chain. So it took me a long time to figure out what that was going to be because I think that everyone's kind of inundated with chains, but I wanted something really dainty, but with a little weight so that you can pair it with.

I wanted it to catch the light so that when people moved, you really, it really stood out among whatever else that they would be wearing. So I'm actually really excited about this little chain. It's funny to get excited about that, but I've been thinking about it. I think it's so cool. Bracelets are huge.

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...secretly coming out for the holidays and I've got a statement earring coming for the holidays that I freaking Love. So I stole the sample. I've been wearing it every day and every time somebody catches me in it, they're like, Ooh, what are you wearing?

Well, hello. Yes. Stay tuned to see that. I'm very excited about it. Very cool. So your studio is in Gastown and this is a very popular neighborhood in Vancouver. Do you find that this area helps cultivate your creative mindset? Absolutely. I love being down here. I came down here every day during the pandemic, which is crazy because this was not the same place, but I find that being in Gastown is absolutely where I find my piece as a designer.

Every single day, my coffee shop baristas were like my best friends. They were the only people I was seeing every day, along with some of the, um, other people that have their studios in this building. So in my building, there's a couple of, uh, wedding dress designers or designers. Yes, Alison Wonderland is in the building.

Sasha Ho, who's become a really great friend of mine over the last couple of years. Very talented women. And across the street at the Dominion building, there are so many jewelry designers. And it's like a very, very lovely creative community down here. I absolutely love being down here, even with all of its craziness.

Yes, there is some craziness. If you follow Sarah's stories, you may have seen that she's got some construction, although I think it's over now, right? It's thankfully, yes. Okay. My studio faces the alley, so Hope was saying today, like, find a quiet space. I'm like, well, it is quiet. However, every once in a little

drama. Yeah. Yeah. Yeah. Interesting down here. Yeah. I would like to know about your experience through the pandemic. I think that as we've come out of COVID, and we all hate talking about that word, we're not really talking about how hard it could have been for people, so tell me about it. What was it like?

Yeah, the pandemic was not kind to anybody. We had personal grief in our family. As a jewelry designer, it was very hard because I think there was a misunderstanding that anybody that had an online store was doing quite well, right? Anybody that has had an established online presence was doing quite well, and that was just not the case.

Why not? Well, many reasons. Mainly because, if you don't have the budget to compete with the ads that are out there with the big businesses, you don't get seen.

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and they really rely on my fan base and on early fans, and they really are supporting me through this, as did the movie community, the TV community. I had some commission work come through interior designers for my art. I had moments where it was not good where I really just needed some, some light and usually I found it, which I'm very grateful for, but it, you know, it was, it was tough.

It was really awful being down here. I don't know anybody who didn't come downtown during that time. Every single business was boarded up. Every single window was boarded up besides maybe a few coffee shops, especially in Gastown, and there was huge crime happening. So just. You know, when the pandemic started, I was living in Mount Pleasant, which is about a 30 minute walk for me.

So, I was like, well, I'll skip transit, I'll walk downtown, and that lasted about a week because it became so unsafe down here that, you know, I, I, I went back to shutting myself in the studio and I didn't leave like I would literally come to the studio and I would work for eight hours or whatever and at the end of the day go home. No walking around it was it was isolating for sure.

So I went through a lot of depression during that time and art certainly saved my sanity as, as did my fan base. So yeah, it's, everybody's got a story during that time and I'm, I'm lucky to still have my business. I know that it was a lot of work and it's not just luck, but I am lucky to still have my business.

For sure. But also it is a lot of work and you put in. And just to go touch a little sprinkle of luck on top, I would say, yeah, yeah, we're still climbing, you know, like, yeah, I kind of misperception that everything's okay, you know, and it's just not, it's just not that case. So, it's a work in progress and it's going to be work in progress forever, not, I hope not, but yeah, it is, it's every year is a new, new.

Set of rules, right? so Where we're just sort of evolving and that's that is a small business business in general. What are some of the takeaways you had from that experience? What do you incorporate now into your? To your career path. I think, I mean, I always talk about perseverance with a small business needing to be your number one, right?

I'm a huge procrastinator. Procrastination is like, has followed me through life. It's really terrible. So, I read somewhere that procrastination is being mean to your future self. Which is just so true! So, I'm... I'm working on it. I'm working on it. You are. Uh, but yeah, I think that growth comes through struggle.

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Continuing to take those steps for yourself, continuing to make things happen.

I think I personally, I felt like I let myself down a little bit through those days of being shut up in my studio and not doing as much as I normally do because I. Quite honestly went through a lot of depression and Didn't know what my purpose was at that time because people weren't spending money like they usually do on extra stuff so What I create is luxury items that people don't necessarily need To purchase in their day to day, but the beautiful thing that came out of that was how many people contacted me during that time to tell me how much my jewelry meant to them and continue to.

And I'm not just saying, you know, people contacting me to say, I love wearing your jewelry, which is absolutely lovely. But I mean real, like, really beautiful stories of how much my jewelry meant to them during that time. And that is like... A gift. Huge gift. I had a friend reach out to me whose wife was going through cancer treatment who said she loved wearing my jewelry and it meant so much to her because she would put it on and feel pretty every day.

That's beautiful. I can't. You're both going to cry. Okay, let's move on. Yeah, okay. Yeah, not doing well here. Okay. So, talk about Vancouver. Tell us about some of your favourite other small businesses to talk about. Where do you like to shop and go to? Oh, okay. I do like shopping, guys. You know what, I find myself doing shopping at places that carry my jewellery a lot of times.

So, my favourite store... Here in Vancouver to go to my go to for like gifts and stuff is the Coast Goods on Victoria Drive, um, a friend of mine that I've known when I worked in elementary school, her daughter was in kindergarten and now she's an adult. Which is crazy, and Tanya, when she opened her store, brought my line in right away.

So, she wears it all the time, and that was just so, I love it when my store owners tell me that they wear my jewelry. It's just like, so lovely. Because they have the pick of anything, and it's, you know, you'll see them in person, they're wearing earrings, and you'll be like, ah! That's so nice! Such a compliment!

So nice! It's so lovely. And I obviously, you know, people are supporting me locally. So I love to support small businesses in Vancouver. And that is certainly one of them. One

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Oh, I know. And I'm like, I can't think of so, so many. I usually just shop, like, literally within my two I like to do all of my tours within a two block radius, so. That's very Like, I go to the latest scoop, I go across the street. It works. And get what I'm selling.

Yeah. It's like the 100 mile diet. It's like the two block shopping diet. We're here. That is literally me. I'm like, okay, my, my gym is right across the street. And I don't wrap up so. If there was any advice that you could give to somebody who is struggling with adversity in their own business, what would you say?

This is the big one that I think everybody needs to continuously say to yourself, and I think that I need to say it to myself more often, it's just to be kind to yourself. That coming up more... And more because as human beings, we, we like to internally put ourselves down and I do that a lot because of, you know, you're, you're not good enough.

You're comparing yourself to other things, other people, other brands, whatever, right? We all do it. I know we all do it. So just try to when those thoughts come up, you're exactly where you need to be, right? Like, we just all need to. To agree that you are exactly where you need to be and if you're going hard It's it's again.

It's one day at a time so be kind to yourself and tomorrow take that step to move forward because it's literally about perseverance and and Continuing to grow if we're stagnant. We're not doing anything. So You don't want to have depression Like I had and that's been so forward. Yeah. Yeah. And I think that when you can just do any little thing, any little thing to like keep your mind moving, it's just so helpful for anybody.

So for sure. Yeah. Keep going. You're not alone. Find your community. There's so many in my business, and as is in any business, there's so many communities out there, even on Facebook or here on Instagram to find a group or a like an online friend to, you know, throw ideas around with or meet in person, you know, to also hash things out.

So we're all going through something right. Totally. I share a lot of, like, pep talks on my feed all the time. And that is not because I'm just, like, happy go lucky ray of sunshine. It's because I actually need to hear them, too. And I'm like, yep, note to self, okay, when I'm scrolling my own feed obsessively.

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liked to have been the person to design that website.

And you just have to like, let go of those intrusive thoughts. It's okay. Yeah. Yeah, absolutely. And the more positive thinking you can have truly positive things are attracted to you. It is this powerful thing. And I think you can just. You know, try to look at the positives. Truly, you will attract positive things into your life.

I, I fully believe that and it, I agree. It works for me too. So, yeah, absolutely. Great advice. So, this is currently like late August. And I know you have a couple of pop ups and events coming up And if we're listening to this a bit later because it's going to come out in podcast form probably like in early october Tell us what's coming up.

What are we gonna? Where are we gonna find you? So I mean For september anybody who's joining us right now. I'm back at grumble island for a week We did gravel island, uh myself and davey arts collective. We did a pop up in july and it was It's so fun. So we booked another week. We're going to be there September 4th to 10th at the Net Loft.

It's a little, it's not little, it's a full store. It's the Little Mountain Space. So it's a pop up space for local artists and it's a beautiful space. So if you haven't been down there, if you want to come join us, come check it out myself. And Bayoush of WX Collective is incredibly talented as well. So you get two in one there.

I'm also going to be at Robson Square on September 23rd. My lovely Anita and Val, they throw the Etsy, they don't throw, they organize. Always fantastic, every single show that they've done. I literally, I sign up because it's You know, it's because it's their event, but it is a great event. It's in different places quite often.

It's in North Van at the pipe shop. This time it's at Robson square on Saturday, Saturday, September 23rd. It is a very well attended, very well curated and very fun event. So I would love to have. Come visit me. I've got a booth there. October, I think I take a little break because the new collection is going to launch in October.

So stay tuned for that, everyone. And then in November, I've got sort of back to back events. So it'll all be at Got Craft. Obviously, that's an East Vancouver treasure to anybody. For years, I'm going to be at the Etsy event that will be in November at the pipe shop I can't remember which event comes first, but I'll post those to our

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everything. And I usually end up doing one or two more events during the fall, so stay tuned. Yes, and as the person who helps manage your newsletter, I recommend everyone goes to sign up for her newsletter right now, sarahmulder.

com, so you can get all those details and you can know about it right away. Absolutely. And we're sending out another email with the sample sale links. If you're listening right now, there's a sample sale going on. Very important.

Is there you would like to share with all of these people listening? Gosh, I don't know. I feel like I just went through all of that good stuff. If you're not already following me, come and follow me. As I mentioned, I'm an artist as well. So I have an art account as well as a website on Instagram. It's Sarah Mulder art.

I don't think I believe that's correct. Myself. That is correct. I've got my website is Sarah Mulder, fine art. com on the jewelry side. It's Sarah Mulder. com super easy. Made it so simple. Yeah, and I would honestly, I would just really love to see people at the in person events. I'm scheduled right now, I'm scheduled to be at all of them in person myself.

Sometimes I have an employee working with me, but as of right now, I'm going to be at the events, and I love meeting people, and I particularly love it when people Come and tell me where they've heard about me. I think that's okay. So please do mention where you know me from Obviously over the pandemic with people wearing masks.

I had a lot of people Um shop with me in person and then come back afterwards without masks And I didn't realize that I had already met them, so. So, yeah, please introduce yourself to me. If it's been a while, I would love to, uh, chat with you. It's always really fun for me, so. Amazing. Yeah. Well, thanks everybody for listening in, and thank you, Sarah, for joining me.

Thank you. Thank you so much for having me, and thank you for, for those of you who do not know that are just joining us right now. Hope is the face behind all of my newsletters, so, and her team, and they helped me with Oh, so much. So if you're looking for an amazing team to work with, if you have, uh, I'm going to, sorry, I love this team.

I love this team so much. So just, you have my recommendation. They're wonderful to work with. Hope goes above and beyond every time for my business. And I love

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