

20:13:03 Let's go in three, two, one.
20:13:09 In gas, so happy to have you here having beer.
20:13:12 Coffee today.
20:13:13 Thank you for being here.
20:13:17 It is truly my pleasure. And I'm excited beyond measure.
20:13:19 Gotcha.
20:13:20 Clubs are closed, but the weekend.
20:13:21 Let's have fun here at the Florida. Right?
20:13:32 But I want to talk to you.
20:13:34 I'm so excited that we're having this conversation because we're
20:13:36 talking about feeling sexy on.
20:13:42 I know that many times I put my high heels and I'm a completely
20:13:45 different person. I put my lipstick on that makes me feel different.
20:13:48 So you said the sign.
20:13:50 I mean.
20:13:57 I mean, you want to embrace those qualities,
20:13:59 even if we were something up to our neck to make us feel good is so
20:14:03 what is the Mo the feeling? How do you understand what makes.
20:14:07 A person feel sexy and attractive.
20:14:09 You started with the guys a little bit.
20:14:10 Data for you from my fashion design school.
20:14:16 Uh, proves of, uh,
20:14:18 people wearing clothes and making clothes have been found about 40,000
20:14:21 a year or so ago where we found the traces of Nido center.
20:14:24 Uh, pieces of fabric and you will be amazed.
20:14:27 [unknown] people wear clothes in general.
20:14:43 One of them was to protect ourselves another one that's for hydrogen
20:14:46 purposes and otherwise on Mr. Get the, keep us warm.
20:14:49 And there is one more years on we're wearing designer clothes and
20:14:51 spend so much money on clothes is to decorate ourselves and believe
20:14:54 me, this is one of the most important reasons why,
20:14:57 why we possess clothes.
20:14:58 [unknown] doesn't mind being uncomfortable,
20:15:01 but it's very important for us to decorate ourselves.
20:15:04 And there is an overdue.
20:15:05 There is a tourism sexually. Uh, first of all,
20:15:09 close this hour.
20:15:10 Uh, straight instrument, not necessarily instrument to, um,
20:15:13 attract sexual partners.
20:15:15 That's that's.
20:15:16 Basically utilize that when you look at,
20:15:17 when we're looking around for sexual partners,
20:15:21 And also close is, uh, uh, your social status.

20:15:25 That's when you get to let the world, who are you, are there.
20:15:29 Speaking out loud,
20:15:30 what your status is and that's instantaneous way to bring your status
20:15:34 up. That's why all this.
20:15:38 Conveyed the same message to all my female listeners dressed up, guys.
20:15:42 That's your tool. That's your weapon? That's your gear.
20:15:45 Uh,
20:15:46 if you ever wonder whether you need to wear something cute and fancy
20:15:49 today, whether you should dress up.
20:15:51 At all.
20:15:53 Uh, to answer this question is the same way.
20:15:54 You answer a question of whether you should have my coffee,
20:15:57 number five.
20:15:58 It makes you feel good that I think the doctor will tell you no more
20:16:01 coffee.
20:16:02 Stop it.
20:16:03 Yeah.
20:16:04 We want to have that stuff in number five,
20:16:06 because it makes you feel good.
20:16:07 Beautiful clothes does exactly the same thing for you.
20:16:10 You instantaneously.
20:16:11 You're sexy, attractive, important.
20:16:17 Uh, you feel courage,
20:16:19 you feel confident then that's what the takes for you to take.
20:16:22 To take your dream to take your business to the next level.
20:16:28 But also yet today, I, what someone was saying, you wear black,
20:16:32 so you should accessorize.
20:16:34 And I was Ooh.
20:16:37 Is an idea, but to me that means work.
20:16:41 Access.
20:16:42 The whole new level.
20:16:49 I li I had done the light work. I idea.
20:16:51 I like the idea of creativity in your time. You don't have energy.
20:16:55 Or time to do a work thing, creative and think outside the box.
20:16:58 When it comes to styling, especially.
20:16:59 When you try to style.
20:17:04 Uh, uh, uh, in the short period of time,
20:17:07 you have to act out as the few completely don't have time.
20:17:10 As you refer your flying out of your house.
20:17:11 And you're grabbing things are on the go.
20:17:13 That's how I approach styling in your scarves and your.
20:17:18 A pop of color,
20:17:19 maybe it's a lipstick or maybe it's a pair of earrings statement,

20:17:22 earrings and a different color or some stripey piece.
20:17:24 Or your bracelet?
20:17:25 Uh, anything you can grab quickly from your jewelry box.
20:17:29 Do the trick.
20:17:30 That's my that's my recommendation as a designer and stylist.
20:17:33 Okay.
20:17:34 You want to do to your hair?
20:17:38 Wallboard or maybe it's some easy jacket that you could just throw on
20:17:41 top of your shoulders.
20:17:42 That will do the trick.
20:17:49 I I'm very intrigued.
20:17:50 Like sometimes I go shopping and I said, Oh my God,
20:17:54 there's people who actually wear this.
20:17:57 And people were things. And I mean,
20:17:59 What are the sense of fashion comes from?
20:18:01 How do you, I mean,
20:18:04 Did you ever happen to you that you have to say to a client? No,
20:18:08 honey, you cannot wear that.
20:18:09 That's not flattering. How do you say that?
20:18:13 Uh, I, I would not say it's straight because I'm a professional.
20:18:21 But I would just make maybe other recommendations and I'm a stay away
20:18:26 from negative comments.
20:18:27 That's interesting.
20:18:28 I truly believe that or no.
20:18:32 Active clothes. I've never met the clothes that I was in a lab there.
20:18:35 But it's the matter of style on it.
20:18:36 The method that I have that.
20:18:38 First in the wedding, but I think right.
20:18:45 And, uh, it, uh,
20:18:46 you get that sense whether something's shoots you're well or not
20:18:49 through practice. Yeah. Spiraling makeup.
20:18:56 Like everything else in life, it takes practice.
20:18:57 You have to take a little bit of time, maybe on your weekend.
20:19:00 When you went up,
20:19:01 there is no an actual event you have to go to where you can relax and
20:19:04 take your time and just.
20:19:05 Lay the few clothes and the more you play, the more you practice it,
20:19:08 the more you will get an idea of what's you. And what's not, you.
20:19:11 Uh, another, another way.
20:19:18 Uh,
20:19:19 to employ another suggestion to employ is you can start the wedding,
20:19:23 new pieces, something new and see people's reaction.
20:19:25 Let's say you come out of your closet or your fitting room.

20:19:28 Here your husband,
20:19:29 what your spouse has to tell you or your kids or your friends?
20:19:31 My kids will never even realize that I have something different.
20:19:34 They wouldn't even realize it.
20:19:35 But there's that absent minded.
20:19:37 But I have a question for you because.
20:19:38 Often do you change?
20:19:40 How often do you check.
20:19:43 I teach a lot, but it's always black.
20:19:49 Uh, Oh, I heard something different at one time.
20:19:53 Like a little like funky scar for like a pop of color somewhere and
20:19:56 see their reaction.
20:19:57 This is the way to know whether you're doing the right things or not.
20:19:59 Well, we'll see about that.
20:20:03 [unknown], you will know you're doing the right things.
20:20:06 Well s**t.
20:20:09 I think on the inside, but that's the same.
20:20:14 But you're also an entrepreneur. You're a woman who got her to go.
20:20:18 Through all the steps to open her own business.
20:20:29 And you need to feel that power to go and negotiate to go and create
20:20:34 your own line,
20:20:35 because it's not only about the creativity is also about being a
20:20:38 business woman.
20:20:39 How do you, how can you use.
20:20:41 Your clothing.
20:20:42 In order to make you feel more powerful.
20:20:44 To negotiate.
20:20:46 Absolutely 1000%.
20:20:48 That's what they do every single day of my life,
20:20:50 every single day of my life.
20:20:51 Uh, when it comes to be.
20:20:54 Yes, especially fashion design. It's not so much about design.
20:20:56 That's about five, 10% of what you're doing in business.
20:21:02 The rest is all a business mindset. It's your courage. It's your,
20:21:06 it's your beliefs. It's your inspiration and so on and so forth.
20:21:09 I could not do it. The fog, my clothes. I could not do it.
20:21:11 Uh,
20:21:16 That's that's my main tools. That's my main instrument. That's,
20:21:18 that's how I feel inspired. That's how I feel motivated.
20:21:21 That's how I feel important. And, um,
20:21:23 Uh, the most important award.
20:21:25 Key key term here is confidence.
20:21:27 This is what gives them the confidence.

20:21:34 Things that they were my look, my, because my look,
20:21:37 my fashion is almost a part of my personal branding,
20:21:39 especially in this world where we do business virtually where.
20:21:42 Zoom is our second.
20:21:43 Home nowadays, you want to look like.
20:21:45 On the box and that little square, right.
20:21:47 You want to look money, you wanna make a fashion statement.
20:21:49 So utilize that small bugs look your best.
20:21:51 Uh, shine through.
20:21:52 Uh,
20:21:58 Again, I can't stress enough how important it is,
20:22:00 your looks and your fashion style, uh,
20:22:02 as a part of your personal branding, especially nowadays.
20:22:04 Yeah, but I'm poor.
20:22:06 That's it.
20:22:07 Do what you want to do.
20:22:15 Yeah, but I I'm down for that.
20:22:17 I'm down for the confidence and to use any tool or let's call it a
20:22:21 crutch.
20:22:26 To help you move ahead.
20:22:27 But sometimes it takes not only knowing what to do and to feel the
20:22:32 part is basically fake it until you make it.
20:22:33 What do you think about that?
20:22:34 That's true too.
20:22:35 That's true too.
20:22:36 Um,
20:22:39 You have,
20:22:40 you have to have that mindset that you deserve to be successful and
20:22:44 that you are successful.
20:22:45 You have to tell yourself you're a little guide that that's how I like
20:22:48 to say. You have to kind of send the message.
20:22:51 It can be idea to your subconscious, that you're worth,
20:22:55 that you're capable of doing this, that you.
20:22:57 You know,
20:22:58 More than you can imagine that you are capable of more than you can
20:23:01 imagine.
20:23:02 And, um, this is where your success.
20:23:15 So right before you even have it, then your hands,
20:23:17 you already have to start thinking successfully and you have to look
20:23:20 like you are a dairy, successful person.
20:23:22 That's all a combination of multiple things.
20:23:24 And that works together as a package. Yeah.
20:23:25 I admire that.

20:23:27 That's what I admire about you.
20:23:28 Also, you have to go through the same things as me as Cobain.
20:23:30 Being an immigrant, being a woman.
20:23:32 And we have to play all the right cards to be on.
20:23:36 Gain the respect of where we are and who we are.
20:23:42 But also, I want to ask you, cause you know,
20:23:44 always your judge because we are not that young anymore and they're
20:23:48 always behind us.
20:23:50 Uh,
20:23:51 Everything.
20:23:52 Everyone who comes to high does is younger and they can.
20:23:55 Yes.
20:23:56 No.
20:23:57 What's your perception about the forever young or trying to keep
20:24:00 young?
20:24:01 Uh,
20:24:02 I wouldn't have put.
20:24:03 Yeah.
20:24:05 I mean, do you, because some people I can see that.
20:24:12 I don't. I remember when my mom was in her forties. Oh my God.
20:24:15 She used to dress like an old lady. Yes.
20:24:17 I mean.
20:24:18 I don't want to be that old lady, but also I cannot.
20:24:22 Dress with a miniskirt or, I mean,
20:24:24 I probably to my age.
20:24:29 Exactly.
20:24:31 It's to find the fine line right within the one to look like LA
20:24:33 already in nature.
20:24:34 Doctors writer.
20:24:39 Or our cleaning ladies or,
20:24:41 or I would've done the one that look like somebody else.
20:24:43 We want to look age appropriate yet not to follow behind raid.
20:24:46 So that's all a matter of proper styling to your age.
20:24:49 Through your look to your comfort zone.
20:24:54 It all comes in, uh, in trays of color, shape proportion.
20:24:57 Lemme first of all right.
20:25:01 If we, if we don't the loca, uh,
20:25:04 appropriately in our short skirts,
20:25:07 And you're more.
20:25:08 It doesn't matter.
20:25:09 Me and the, we cannot use a utilizer wear pencil skirts, right?
20:25:12 [unknown] level.
20:25:15 And it could be still. Okay. It could.

20:25:24 [unknown] but the leveraging of, of, um,
20:25:28 land fund proportion and feed the, you know,
20:25:30 Gives us that chance to look here.
20:25:32 Stylish yet age appropriate.
20:25:34 Okay, but what about.
20:25:35 What what's your favorite?
20:25:38 Decade of clothing.
20:25:41 Oh, my God. I'm crazy about the 60s.
20:25:42 I have a crazy.
20:25:44 But the 60s.
20:25:48 That's where all my inspirations come from.
20:25:54 And you and your one who is looking at my collection for the first
20:25:58 time that that's the first.
20:25:59 Uh, impression that they share there.
20:26:08 Oh, your collection looks so much 60. I wasn't quite going for,
20:26:12 uh, for that six does look at my collection,
20:26:15 but my inspiration was to create something eclectic.
20:26:17 Where you will see, uh, notes of all kinds of era.
20:26:20 All kinds of trends and fashion.
20:26:22 Uh, the Familia meant.
20:26:23 Maybe mother novelty as well.
20:26:25 But you can definitely.
20:26:27 You can definitely see in your life.
20:26:29 That is eclectic.
20:26:31 And I can always see the Russian.
20:26:33 Resemblance. I dunno. I can see the [unknown].
20:26:35 In them.
20:26:36 Oh, yes.
20:26:50 That's the idea. Yes.
20:26:51 I truly wanted to create something eclectic word,
20:26:53 depends on the person who is looking at the,
20:26:55 they will see those notes, the things that they're most attracted to.
20:26:59 I have Asian clients and they thought that was looking Japanese.
20:27:01 Really.
20:27:03 Yesterday.
20:27:04 Just purchase a Valero set from me. This is so interesting. Yes.
20:27:07 Yeah.
20:27:08 They did so to be compelling.
20:27:10 Yeah, that's amazing.
20:27:11 Speaks to so many different cultures.
20:27:14 Yes.
20:27:18 For me is my favorite decade is like the 40 thirties,
20:27:22 forties, 50s.

20:27:23 I could see it. That's a little late.
20:27:24 Yes. I love that.
20:27:29 They go, Oh my God.
20:27:32 I would have loved to.
20:27:34 And the fee where the thing's run that feed,
20:27:36 that whereby he had that lose the shift.
20:27:39 [unknown] lose the way it's lightened, right? That's it's I will.
20:27:42 I mean,
20:27:43 And the hats. I love the hats.
20:27:44 Yes. Yes.
20:27:56 That's another idea. That's another way to diversify your block. Uh,
20:28:00 looks, you know, wear something on your head, you know, a little head,
20:28:02 the accessory doesn't have to be anything major.
20:28:04 Just a little accident will do the trick.
20:28:06 Well, let's see.
20:28:07 I'll try. I don't make promises. I only have as accessories.
20:28:10 My concierge Sangha.
20:28:11 Sunglasses. That's what I do.
20:28:13 Loads of beautiful. Yeah.
20:28:14 But when you ask me that question about how people pick,
20:28:17 what they pick.
20:28:21 Some, some garments that, that I don't live on,
20:28:23 find attractive for all comes from the background.
20:28:25 You told me something about your mom,
20:28:27 something about your childhood ever since you were young, you were.
20:28:29 Attracted to that.
20:28:30 Nigel's 30th for this one is fashion, right?
20:28:33 Yeah.
20:28:34 So that's where that's how you taste and fashion forms, right?
20:28:36 It all starts where you were born.
20:28:38 Uh, all the surrounding the houses you were growing up,
20:28:41 what your mama wore, what do you see as their war?
20:28:43 Uh, the events that have been happening.
20:28:45 [unknown] might be adopted.
20:28:48 And then lack of my morning because my fashion sense.
20:28:51 My family.
20:29:01 Not necessarily, maybe it's some event in high school, right.
20:29:03 Something that has something to do.
20:29:04 If your boyfriend or girlfriend or something like a little event that
20:29:07 triggered it.
20:29:08 You know, that,
20:29:09 that the preference of fashion and fashion that you have right now,
20:29:12 right.

20:29:14 It's interesting. It's never one thing. It's a combination of things.
20:29:17 That's what I like to say.
20:29:18 Yeah.
20:29:24 [unknown] complex by nature.
20:29:27 This is why I find them so inspiring.
20:29:30 This is why I wanted to design for women,
20:29:31 especially our age right than forties. That's when them.
20:29:33 The fun begins.
20:29:35 Uh, sharing a low story this morning. Uh,
20:29:37 my son is crazy about YouTube videos on the currently he is watching
20:29:39 some guy who is creating memes and they're quite hilarious.
20:29:42 And this morning, my son, the shredding that, um,
20:29:44 Joke about the women's magazines.
20:29:46 Page number 10, how to be yourself?
20:29:49 Page number 17, how to lose 30 pounds in a month.
20:29:52 Page 27, how to bake a cake.
20:29:54 Right.
20:29:55 How fun.
20:29:58 But the funny thing, it's not quite funny.
20:30:00 That's a story about our life. This is how complex.
20:30:02 Women's lives are right. That's how complex we are by nature. Right.
20:30:06 Yeah.
20:30:11 This is what's so exciting. We are. Yes, exactly.
20:30:14 Women are incredible.
20:30:15 For the most part.
20:30:16 First violent leaders, right?
20:30:18 We are they're goal oriented.
20:30:19 We're super, super supportive to our community. So others.
20:30:30 Uh, this is why you find a way a month sober, inspiring.
20:30:33 And this is why you wanted to design clothes for women,
20:30:35 because we need some tools and we need some gear and some armor to,
20:30:38 to take our.
20:30:39 Leadership to the next level.
20:30:40 That was like my mother-in-law always say.
20:30:42 Which has to do it.
20:30:43 We take.
20:30:57 [unknown] you have to work the fit the way you have to face it.
20:31:01 We have to acknowledge it the way you have to work different.
20:31:03 You cannot just go around and around and ignore it completely. Right.
20:31:06 This is where trouble. When you talk, acknowledge who we are,
20:31:08 how complex, how much fun we are.
20:31:10 And make the most out of it. Then this is where close comes,
20:31:12 comes to help.

20:31:14 Absolutely.

20:31:15 Thank you so much.

20:31:17 Yes. I always enjoy talking to you.

20:31:19 Yes.

20:31:22 Yeah, of course. And I, you know, that's one of my weaknesses,

20:31:25 so let's keep having coffee soon.