

## Episode #22: Transcript

**Wambui:** Hi, there Victoria, thank you so much for being on my show.

**Victoria:** Thank you for having me. I'm so, so excited.

**Wambui:** Awesome. Very good. So for those who don't know you, please tell my listeners who you are and what you do.

**Victoria:** Okay, so my name is Victoria Wambui Kageni Woodard. And I am an entrepreneur, I am a fashion designer seamstress. I'm also a mother and I do a lot of things, but that is just a few of the things like moms wear so many hats, don't we? Yeah, but those are some of the things that I do. I actually own a clothing shop. It's a women's clothing shop. And what I do there is I make clothes from scratch. So I call myself an artist who uses fabric as a medium. I have loved creating things using fabric for as long as I can remember. And I think the first when I got bit by the bug, it must have been like six or seven. I took my mom's wedding veil and I cut that thing up and made my first doll dress. And that was the beginning of what has brought me to where I am today. Of course, she was very upset, but yeah, fast forward to where we are today. It was just the the foundation of what I needed you know, to find out what it is I truly love to do.

**Wambui:** Beautiful. And I'm looking at the background there behind you and I'm looking at the fabric and you are good at your craft. And so that brings me to this point here. Yeah. And I know we're going to talk more about this. I know your work was recently featured at the Oscars. Mm hmm. First of all, congratulations.

**Victoria:** Thank you. Yeah.

**Wambui:** Can you please tell my listeners how that was and what led to that?

**Victoria:** Yeah, so I live in a small town in South Central Pennsylvania, York. York is really small but we're 45 minutes away from Baltimore, and so I've had this retail space. The one I'm in particularly today is, I've been here for about a little over a year, but before that, I had another retail shop. I was in for about 24 months, and then COVID happened, so I moved from that and then hibernated for a little bit like everybody else, and then I came back out to Front Street, and this is what I do. So there have been a lot of people who followed my work through the years. The community has really been supportive of me, especially folks that don't look like us. Because they come to your shop, they see the vitangas that you use and they want to hear about all the other things that make you who you are. And so this woman walks into my shop the one day and so now this is about maybe a little over a month and a half now. She walked into my shop and she was like apprehensive at first, very excited to be in my presence. And she tells me she's been following me for years and then she drops the bombshell, right? That she's headed to the Oscars. I'm like, what? Okay, so she wanted me to make something. She wanted to wear something from York especially because also she's lived here for a long time. The lady in her seventies and her children were born here and raised here. But Erin, who's the film producer, was involved in the documentary 20 Days in Mariupol okay. So she invited Mom to go to the Oscars with her. So that's how I got into this

whole thing that happened. So she walked into the shop, and she tells me what it is she wanted the colors she had in mind. She did not want to outshine her daughter. So she wanted something that was, you know, Classic, you know, striking, outstanding, but yet not that much that it would, you know, cover her daughter. So we went to work and we chose the fabric. I gave her some swatches of things that she was interested in and she picked what she wanted and within I want to say maybe so 14 days run two weeks is all I had to make for you know, the time that I needed to to make this thing for her and I did. And yeah, she went to the Oscars and wouldn't you know they won the same. Right. So I was really excited, but I was like, did you get on stage or give me a picture of something? And so she sent me this picture the picture that has been rotating everywhere of her and her daughter standing by the Oscar statue outside on the red carpet. And that was breathtaking. I'm still on the cloud and Just, it's amazing how things just unfold, you know, everything happens when it should, when it should. Yes. So that's how the whole thing unfolded. Yeah.

**Wambui:** That's amazing. I know you're still processing it, but when you were making this outfit that was going to be worn at the Oscars. What was going through your mind? Were you thinking, like ah, I don't know if I can do this. I'm not good enough for this?

**Victoria:** Yes. Yes.

**Wambui:** What was going through your mind?

**Victoria:** The imposter syndrome kicked in immediately. You know, I'm like, you sure it's me. Do you want to do this work? You know, like, did you look around as she was like, yeah, I want you to make it. As a matter of fact, she was acting like she was standing in front of royalty. Like she was like, Are you even going to have time? Am I asking for too much? And don't you like, what are the prices going to be? And she was the one who was freaking out, you know? And so you know, just to see her like that just affirmed the fact that. You know, I need to be confident with what I bring to the table, you know, that I've been doing this for so long. And yes, it is human nature to feel a little bit intimidated when you're presented with something so big like that. But yeah, I did have a moment of self-doubt. And but she gave me, the confidence I needed from her because she really believed in me, you know, and of course I believe in myself too, but Yeah. So we, we did have that moment, but she came every time she kept coming back and saw this thing and tried it on and we fitted it and we're doing tweaks here and there. She got more and more excited. And, I was able to complete it and she was really happy.

**Wambui:** That's amazing, Victoria. And I love the way you said you just needed to affirm to yourself that you're good at this because most of my ideal audience, are aspiring entrepreneurs or professionals who have a hard time affirming themselves with their craft. They're not, putting themselves out there and it's so hard for them to go out there, put themselves out into the world, and yeah, do their craft. So I'm curious to know if you, what are the strategies that you can give my listeners in terms of affirming yourself and knowing that you are good enough?

**Victoria:** Yeah. I think one of the things that I do for myself is As much as there's so much work out there that you can look at and get intimidated, like, Oh my gosh, my work is not as good as theirs. The idea is that you have to look at what other people are doing, and learn from it, but then don't let it completely drown you. Like you spending hours upon hours

looking at what everyone else is doing. Okay, that is one thing I have really decided I'm not going to do anymore. I used to be one of those people. So that's one thing that I do, making sure that you give yourself enough time to look at what is going on out there. Remove yourself from your surroundings and actually just focus on honing your craft because the more you do it, the better you become. Also just really going out there and being part of what everyone else is doing, meaning what is happening in your community. Invite yourself to things, even if somebody, you know, don't wait for people to knock on your door and ask you to be part of something, especially in whatever it is that you do. I happen to live in a community that is filled with artists, not so many seamstresses like myself, fashion designers, they're there, but a lot of artists have you know, we're just, it's just, I want to say oversaturated, but there's no such thing. Oh, there's quite a few of them. So every time there's a gallery opening or something going on, I'm always there. I go and inject myself into things. That way people get to know you, and then you're invited. To all these other things. So I cannot tell you how many things I have been invited to now. Have, you know, in the past, it did happen and now it's happening even more. You know, putting yourself out there could be the best thing that you can do for yourself. If you don't want to be seen on your social media platforms just yet, if you're not confident with that, just be part of what is happening in your community. That way they get to know you. So now I've become pretty like a somewhat of a Mini celebrity, which is, you know, I'm like, okay,

**Wambui:** You've become a celebrity yourself. That's a big deal, Victoria.

**Victoria:** So it's you know, because of the fact that I started with clothing and then they wanted to find out all these other things that, make me who I am. What did you eat? What kind of music did you listen to? You know, how many, you know, what kind of, yeah, like all these things, you know? So. That has just really opened up doors. Just the other day they invited me to place something. They had a mask I had made during the COVID. I made masks out of the vitengas. And so they reached out to me and said, Hey, look, we're opening up a new museum in the community, a whole brand new museum. So they're like, we need that mask. Like a little piece of Kenya is going to be in there, you know, so it all stems from being open to being part of what everyone else is doing. It doesn't necessarily have to be all about you. Just go out there and give of yourself that way. And then it slowly grows from there.

**Wambui:** It slowly grows. That's amazing that now these doors have opened up for you. And I want to go back because I was just so excited to jump into the Oscar moment because I want to know about how you began, you know, how did you begin this journey of entrepreneurship and sewing and being a fashion designer?

**Victoria:** Okay, so I'm going to go way back to my maternal grandmother. Her name was Isabel Wanjiko, and she was a seamstress. I never met her, but I'm told she was a seamstress. Now, you know, back in the day, they didn't have sewing machines. So it's all hand stuff. I remember a picture of her and I it's sad that I can't get it anymore. But there was a picture of her at home dressed in all the things that she had made, and she looked amazing. So she had five kids and in each of those households, one of the grandkids that, you know, came from there got this thing from her, this talent. And so I happen to be the one that got this thing. So I have cousins that do the same thing I do and do a fabulous job. So she lives through me. She lives through what I do. And because of that, my parents really

understood that this was what I wanted to do with myself. They were progressive enough, to be able to tell people, Hey, we're taking our child to the United States. No, we're not going to let her sit at home and wait to be married. Yes, sewing and fashion design are just as good as being a doctor and all of that stuff. And because of that, and also because my parents were also entrepreneurial I grew up around my father who was just always doing something. There was always some type of business going on So I think that also helped them to understand that this is what I want to do. And they're going to give me as many tools as possible to help me get to this place that I am today. Okay. So they bought me a sewing machine and I kept sewing and made my first wedding dress for a friend. I think I might've, might've been 16. Looking back, I'm just seeing all these things that just happened. They kept happening in that same thread, and so I landed in the United States. My first stop was at Savannah College of Art and Design, and then after that was over, I moved up to Pennsylvania, which is where I am right now. But the Lehigh Valley area is about 2 hours away from where I am now. My brother's there. cousins and some extended family members. So that is where other things started happening. Like I felt like I had enough to begin to sew for other people in the community. And yeah, so we have kept doing that.

**Wambui:** So you've been sewing for the community for how long?

**Victoria:** Oh gosh. It's Can you believe it's been three decades since I've been in this country, so that long?

**Wambui:** Wow, that is long.

**Victoria:** Listen, the day I landed in Savannah, my first stop was at this thrift store, and I got a sewing machine right away. That was the first thing I got, and I started sewing for people. I threw my name in one of those local papers and I started getting calls and that's how I did it. Yes, And I still have that sewing machine to this day.

**Wambui:** Oh my goodness talk about clarity So it seems like you really had clarity from day one on what?

**Victoria:** Yes. I knew for a fact that this was what I wanted to do myself. After the Savannah College of Art and Design, when I moved to the Lehigh Valley area, the jobs that I was looking for were all in the factories doing something for somebody. I worked for a company that did Banana Republic clothes. So I've just always been around. every turn I took the sewing machine was calling me at some point, you know, so yeah, yeah, yeah, so, so it's a matter of just staying true to who you are because of course there were different times where things happened that That discouraged me like when all these factories started shutting down and all the work was moved over to Asia and India. So, yeah, it became a struggle of wanting to figure out how I was going to keep doing this. And then life happened. I had children. I became a single parent and I ended up in the construction industry. Yeah.

**Wambui:** Going from fashion to construction.

**Victoria:** Yes, yeah.

**Wambui:** Tell us about that.

**Victoria:** Yeah, so. That thing came full circle because my dad used to work for the municipal council. He was the superintendent for public works and the municipal council in Mombasa. And yeah, I was always around my dad. Every time he had to go to the office or any time he had occasion to bring us along, he would, I'll always be around him. So if we needed to go to the market to buy food, we would stop by the office and he'd do some, some stuff. And I was always around this equipment construction equipment. And then life happened. And, and then I got, you know there was a point I wanted to be an architect. That's another thing. I, there was a time I wanted to be an architect because these factories kept shutting down. I'm like, I can't do this, you know, so that didn't work out. But I called around and I was like, is there anything out here that, you know, that any funding for women that want to go back to school and do something? And they're like, Oh, you know what? There's this other thing. There's other, there's so many opportunities, but there's this one that is ripe that you may want to consider. And so I called the National Association for Women in Construction, and so they led me to an apprenticeship program. That was four years long. And, what they did there was an apprenticeship program through the state of Pennsylvania State. So they taught me how to use the cranes, all the equipment, all those things. Yeah, I was there.

**Wambui:** How long did you do that for?

**Victoria:** Well the training was four years, but before I was, before it was even over, I got sucked into a demolition company. And how that happened, I'm telling you. God is good because everywhere you go things happen in your life. You look back and you're like, how did that happen? It was God. Because when you pick up the phone call, they tell you, you know, this is where you go. I go there, and I get into the apprenticeship program. I get to a match with a company that's looking, for women, and black women for that matter. Cause you know, it's a male-dominated industry. So I get into this company, and I meet the owner. Who happens to have a girlfriend who was born in Uganda and speaks Swahili. He was like, you know what? Jump on this phone call with my girlfriend. So we became friends and I was hired even before I was finished with the program. And so I stayed doing that work for 13 years. I was out there with the guys doing all these things. You know, earning a nice paycheck. But it was grueling work. The work itself was complicated, but what made it even more complicated was having to work with these guys who did not want to see you there. And because we didn't grow up here, you know, most of us that come from home this bigotry and all that stuff, isn't something that you. That you recognize immediately, you know, so I'm like, what, you know, I don't, you know, maybe they just didn't like me. So I'm just going to go to work.

**Wambui:** So how did you navigate that?

**Victoria:** It was tough. It was tough, but it wasn't like you needed to sit in a room in an office with all these people. You know, you just, get your machine and you go to work. So the whole day you're stuck in this machine. So whatever it is that they want you to do, move this, tear this down, blow this up, you know, whatever. So the only time I really got to hang out with them was during lunchtime. Wasn't cause I could sit in the machine and have my lunch by myself. But the only time I really had any type of interaction with them was, before the start of the job. Okay. Where we had to get all our you know, the regular meetings that we would have. But yeah, it was interesting, but it was fun and it was fun until it wasn't.

**Wambui:** Now, during this time, are you still doing your fashion? Are you still sewing? Are you still doing that on the site?

**Victoria:** Yes, I still was, but not to the extent that I wanted to do it. Only because there were a lot of hours spent at the construction sites and most of these jobs are so far away from home. So it was a lot of travel, just being away from my sewing machine. So the only times I had to do anything was over the weekend. And so I would do that, but not. How I wanted to do it. So I would be at work, but I'd be dreaming about what I needed to be doing at home, you know but I just, I just knew this wasn't something I was going to stay with forever. And at that time, my kids were still so small, but I knew I needed to be home when they were teenagers. And so, yeah, so I was able to do that. I was able to collect enough money and say, you know what, this is it. I'm out. And so 2016 is when I left and then 2016 is also,, the year I opened my first retail shop.

**Wambui:** Nice.

**Victoria:** Yeah.

**Wambui:** So now you're saying that you knew your children needed you during your teenage years. Yeah. And I know a lot of people sometimes think that children need them when they are younger. Because I stayed home with my kids too. And I thought that when they were teenagers, that's really when they needed me, and of all ages, they need you. But I thought that when they were teenagers, that's when they needed me. So I'm glad that you also think you thought that way, how did that go? How was that?

**Victoria:** I'm glad I was able to do it because you know, our country and the pitfalls that can, can really swallow up our kids if you're not vigilant enough, you know? So I'm glad I was able to do that. And I think it, it's helped to, to get my children to. [00:19:00] figure out what it is they want to do with themselves and what was going to be allowed to happen, what was not acceptable. And I, I just can't thank God enough, for the opportunity to have been able to do that and to walk away, from a job that was giving me a bunch of money, but it had served its purpose, and I just simply just needed to be away from it. Yeah.

**Wambui:** Okay. Was it hard living?

**Victoria:** The only thing that was hard about was the money. The money? Yes. Everything else? No. I guess the excitement of being able to prove to people that you can do this work and do it just as well, if not better. That died after a while, but at the beginning, it was really exciting to be able to do all these things and to walk, to show up at a construction site and people think, Oh, you're here too, you're here to buy coffee or something? And I'm like, no, watch me,

**Wambui:** Watch me. I'm here to work.

**Victoria:** Watch me. Yeah. Yeah. And but it was also, yeah, it was a fight. It was always, I would always have to prove myself. When I left the company that I started working with they changed, management changed the owner of the bus sold it, or whatever happened. So I moved to a different company. And so when I went to a different company, I really started to see the fireworks of people who really didn't care for me at all. So, yeah, so it was always,

always a fight. They would give me the smallest machine because the,, smallest ones were reserved, for the newbies that have just graduated from the apprenticeship. And it also meant less money. So yeah, so these things are just like, you know what I'm tired. You know,

**Wambui:** Am tired and I am out of here. So you leave your employment and here you are, starting a business. How was that? How was that journey to entrepreneurship?

**Victoria:** It was interesting, but also very challenging, challenging in the sense that this was my first retail shop ever. I had one in my head for years, but I'd never actually. Made it happen. So we did and it was, it was fun, but it was also a lot of learning curves. You know, you think, you know all the things, but you really don't especially when it comes [00:21:00] to the intricate details that go into running a shop, you know you could be good at your craft, but do you know how to, to handle everything? Time management working with vendors Making sure, your books are good, making sure your records are kept you know, all of that stuff, and making sure that you're not overwhelming yourself by taking on all these clients and not giving yourself enough room to rest, and also deliver work that you said was going to be delivered at the time that you said it was going to be delivered. Yeah. So those are some of the challenges that I faced.

**Wambui:** So did you have some help in doing this or did you do it all by yourself?

**Victoria:** Well, I did everything by myself. And so when an opportunity showed up again it was an incubator. a year-long incubator that I applied for and got into. And this was the Philadelphia Fashion Incubator. So we're about two hours from Philly. And I used to commute and go to, to this thing. And so I, that's when I, I actually closed the shop. I closed the shop and moved to a smaller one, but COVID had [ started to do things. Okay. And so it was perfect timing, I guess. That was when I was done with the incubator. It was at the Macy's. They had gotten together, and there was a program that was running between Macy's and the Philadelphia Fashion Incubator. So that year-long program really helped me to unpack everything that was happening at the shop.

**Wambui:** Okay.

**Victoria:** And see how best, I should repackage it and, change the business module, make sure that it works the way I want it to work. So the moment that ended, was 2019. We rolled right into COVID. And so, yeah. And so the mask became the thing that you know, everybody wanted me to make. And I made a bunch of money there too.

**Wambui:** And you were just making this mask by yourself or did you have other people helping you?

**Victoria:** Yeah, so the kids would help and we would do what we needed to do. But yeah, that was, that was an interesting period. We sold a bunch of masks

**Wambui:** How much were you selling a day?

**Victoria:** Gosh. Yeah. Our goal was to make at least a hundred a day. So I have four kids, so between them the packaging and making sure we had a lot of hiccups because everybody wanted the mask now, now, now, now, you know, and so there was, there were moments

where we didn't know who, who was This mask belongs to who? You know, where was it going? Did you get the right address? I, you know, why did you put the wrong? So that those dynamics of the complications that come with something that is that was frightening and yet needed at the same time, you know, so, but yeah, so that's what we did. Yeah, that's,

**Wambui:** That's beautiful. Now, Victoria, you have a wealth of experience in entrepreneurship and what you do as a fashion designer for someone who's trying to get into the field that you're in, or even any other field, but they're holding themselves back again. What would you say to them? How would you help them to just do it?

**Victoria:** Yeah, it's really that simple. You just have to do it, but the things that will hold you back are the fear of the unknown, and not trusting that what you have in your hands is something that's needed. Your community will tell you. what it is that's needed. So if you do a little bit of research and find out what these emerging needs within your community are, then you can position yourself to start serving people that way. For me, it's really the fact that the only one here, I know there's a bunch of Kenyans that live here, but they're not you know, you're, you're fearful of what's going to happen, you know. I'm not from here. Are they going to accept me and all of those fears that we put in ourselves and, it has nothing to do with anyone, right? So For me, it was as simple as just opening up the shop and seeing what happens, just starting somewhere. You have to start somewhere. It's like how we go into a kitchen and you've never cooked, in your life and you just have to put the ingredients together and see what happens. And if it's not working, then you know what needs to be removed, what you need to add, what, you know, reposition yourself. But it really is a matter of just beginning, just starting with what you have. Because 9 times out of 10, you're the only person who can do whatever it is that you do, the way you do it, you know?

**Wambui:** So true. I agree with you. You're the only person who can do what you do, the way you do it. Because we're all unique. We all have unique fingerprints. We have unique skin. And what you do can be done by a thousand other people. Yeah. Yeah. It can be done the way Victoria does it.

**Victoria:** That's true. It's like, I always say, you know, we go to the grocery store and we'll see bread aisles that are just like the whole wall that's bread, you know, and we, and you know, people walk in and take what they like, even though it's just like any, anything else, the restaurant rolls in different places, all these restaurants, and you know exactly which ones to go to. suits you and you go to that. So yeah, it's a matter of, just start, whatever it is, just start.

**Wambui:** Just start, just do it. And there's enough room for everyone.

**Victoria:** Yes. Yeah.

**Wambui:** Very good. So what else are you doing now that you have been put on the map? What is the vision for your store? And by the way, what is the name of your store?

**Victoria:** So the name of my store is Gusa by Victoria and of course, Gusa is Swahili for touch, which is touch for touch by Victoria. I wanted something that would be succinct, something very clear, not complicated. So people can just, say the word and not struggle so much. And so now it's become so I'm out there now.

I've actually lost my name. So I'm, everybody calls me Gusa now. Oh no, it's not Gusa, so I'm like, okay, yeah. Go to the end of it, yeah. But yeah, so it's Gusa by Victoria, which is Touched by Victoria.

**Wambui:** Do you have many people from different parts of the world reaching out to you for inspiration, and help? And how are you doing this?

**Victoria:** Yeah,

**Wambui:** Do you have a masterclass coming up soon

**Victoria:** Yes. So what I've decided to do is, and this is something that also, another thing that's laid in my head for a long time, I've had a lot of people reach out to me to help them figure out how to even have a store in the U S how do you do that? So I decided a masterclass would be the best way, to begin. And also, especially because a creative person has so many things that they can do, but you can't overwhelm yourself and try to do all these things all at once. So, my job now becomes to guide my fellow creatives, and anyone for that matter, to pick that one thing, just pick one thing. And really hone in on zero focus on it. And that's why the masterclass is something I decided I was going to put together and begin to show another thing that you just begin, just do it. Yes. And show people how to identify your artistry align it with your community, and then serve through your artistry, and earn through your artistry.

**Wambui:** That's beautiful. And what is the masterclass?

**Victoria:** The masterclass is going to be from April 8th through the 12th. So in less than two weeks now, so we will be doing that and try to help as many people as possible, and hopefully, it can get some people to begin to trust and have confidence in themselves to do what they can do.

**Wambui:** And is it a free masterclass?

**Victoria:** Yes. It's a free masterclass. And most of the information will be found on if, if you're not on Facebook or if you are on Facebook, it, I'm going to start populating all the social media platforms, not just Facebook with all the information that you need to register. So you could be part of it. And so just going and looking for me really using the name, of my company, Gusa by Victoria you should be able to Gusa. Yeah. You should be able to find me. Yeah.

**Wambui:** We're going to put the link in my show notes so that people can access that. Now, how do, how do people reach out to you? In terms of like do you sell on Amazon? How do you have a website?

**Victoria:** Yes, so I do have a website and it's gusabyvictoria.com, and aside from that there's also an I'm on all social media platforms. I may not be so active in a place like LinkedIn, but that's, that's something that I'm going to start revamping, you know, given the Oscar moment. So we're trying to capitalize on that and just make sure that my visibility, is even higher.

**Wambui:** Before I let you go talk about it, have you ever burned out from the work because a lot of entrepreneurs, do get burned out? How did you take care of that? How did you navigate that?

**Victoria:** Burnout is something that can happen very quickly. And I found out the hard way when I was doing those masks during the COVID period. And I started experiencing some itching sensation on my waist. And I'm like, I thought a spider bit me or something, went to the doctors and here I had shingles. It was the first time I had experienced that and it really brought home the fact that I needed to take a step back and really take care of myself. And burnout can also happen in so many other ways. Your relationships at home, like, you know, my, my kids became these little Get to work. Do you want this? We got to do this. Do you want shoes? We got to do this. So yeah, so I was like, we can't do that. You know, the children are your children, they're not your employees. They're not. It may be the reason why they run in the opposite direction from the sewing machine. I have two boys and two girls. The girls want nothing to do with the sewing machine.

**Wambui:** And no one? And no one wants to follow Mom's craft?

**Victoria:** Nobody wants to do it. And I think it had to do with the fact that, you know, that they, they grew up and were born into this thing. Right. Mama's always been sewing, but when COVID happened, they were like, man, this is not what we signed up for, you know, that's too much. So, yeah. So taking care of your health, taking care of the relationships at home and the relationships of the people that you serve and, and really just walking away, shut, shut the shop down and just go away from it for some time. And, you know, the good thing about having a shop outside. Your home is that you're not tempted to just sit there and so all day, you know, so you have to, even if you don't have a shop to begin with, just designated spaces, you need to make sure they are closed off from your immediate family members and yourself to actually just walk away from it and, just make sure you schedule things in to make sure that you're actually going to do the things that you said you're going to do with the kids, go to the beach, for example. Go to the library, do something, you know? Yeah.

**Wambui:** Schedule them. Yes. If it's not scheduled, if it doesn't get Yes, it doesn't work. Yeah. It doesn't get done.

**Victoria:** It does not, it does not exist.

**Wambui:** Yeah. That's amazing. I'm enjoying this conversation. Is there anything else you'd like to tell my listeners Victoria?

**Victoria:** Oh my goodness the biggest thing is to believe in yourself. I mean, we could have all these mentors, you could read all the books, you could look at YouTube all day, but you have to have to believe in yourself. The same thing that we tell our kids, you know we can tell you to do your homework all day long, but you really have to be the one to be there and do it because I'm not going to go to college with you, so discipline, discipline, discipline is important and just believing in yourself. If you don't believe in yourself, it'll show through your work. It'll show in how you, yeah, your people can smell it off of you, you know. And so it's something that you, you have to develop a practice of. Building yourself up, you know, so if that looks like listening to music surrounding yourself with beautiful things. And that's, that's why I have to have color around me all the time. And I change things every so often. Yeah.

Every so often I change, you know, I tell the kids we're moving energy today. Move the couch this way. Right. So, yeah, those are some of the things that I do for myself. Music is a big thing. So I'm always saturated in music while I'm doing my work. Yeah. Music helps. Is that, like you're saying, moving the energy, you know, from, and just into your body, just moving? It really makes a big difference when you're, when you stop and move and just dance or sing or just move that energy. Take a walk. You were taking a walk yesterday when you were talking to us

**Wambui:** Yeah. Yes, I was talking to you guys while walking. I believe in that. Victoria. I am so happy to talk to you. I'm so honored that you could join me. Now, where can my listeners find you?

**Victoria:** So I am on social media platforms across, so all, all across, across social media. So Facebook TikTok, Instagram, and LinkedIn are going to be picked up seriously. But in those four places, you can find me. And of course, did I mention Facebook? I did mention Facebook, right? Yes. Facebook. Okay. And then, of course, our website which is [www.gusabyvictoria.com](http://www.gusabyvictoria.com).

**Wambui:** Okay. We're gonna link all those in my show notes. Congratulations. Victoria, again, you're such an inspiration. Anyone can do this. You could, you can come from anywhere. You're, you know, a girl from Kenya and here you are. And you are now in Hollywood. Your work I know is featured in Hollywood. It's amazing.

**Victoria:** It's wild.

**Wambui:** Congratulations. But you do good work.

**Victoria:** Thank you so much. Yeah. Yeah. Well, thank you so much. It has been great. It's been wonderful to make friends also, you know? Yes. And, it just opens up so many doors, not just, not just the monetary part of it. It allows you to be able to speak to and connect with so many people this way. And you encourage them as you go. But thank you for having me at the show on the show. And if you're going to Texas, I guess I'll, I'll bump into you. I can check some more when you get there.

**Wambui:** I will. Are you going to be going to Texas?

**Victoria:** Yes, I am. Yes.

**Wambui:** Awesome. Yes, we will meet. Thank you so much, Victoria.