

How'd She Do That?!

TRANSCRIPT

Tiffany: Hello everyone and welcome to today's podcast. I am very excited for our special guest today. We have joining us, Tamala Huntley. She is...oh my gosh, she is an amazing [WordPress](#) website designer. I got to meet her last summer at a conference that we both attended, and at the time I didn't know her that well and anytime I meet someone -- I knew her from -- we were in -- was it -- had the WordPress Experts group started yet or had it started --

Tamala: I think it may have just started.

Tiffany: Just started? Okay, I think so too. So I --

Tamala: Yea, or maybe like a month -- (crosstalk)

Tiffany: Okay, cool. So, I didn't really -- I didn't know her know her but I knew her from that group and then got a chance to meet her in person, and that's always fun when you get to meet someone that you've just heard their voice in group and then you get to meet them. But, she is an amazing WordPress web designer and I'm just so thrilled to have her joining us today on this show. I'm looking forward to hearing how she got started, and I'm going -- Tamala, I'm going to let you go ahead and just jump in and tell us about your business and what you do. We'll start with that and then we'll go backwards and get some backstory.

Tamala: Well, thank you. I am absolutely honored to be a part of your podcast. You know us web designers, a lot of times we sit at our computer and we don't really [laughing] force ourselves to interact with people. So, I'm really honored that you would want to hear my story and share my story with your listeners. I have been designing websites, actually for over 14 years, since about 1998.

Tiffany: Wow!

Tamala: I started out with a -- I decided I wanted to do an online Christian bookstore back then and, you know, back then there weren't all these tutorials. There was no WordPress or anything. So, I taught myself HTML. I taught myself ColdFusion so I could do the database and make it a store and all of that, and it was really great! It was a great learning experience and I think that that's where my love of building websites began.

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It was a love-hate affair at first [laughing] because it wasn't so easy back then and, you know, just starting out in business and dealing with customers and learning all of that. So, it was love-hate and I kind of did it off and on for a long time. I actually have a degree in electrical engineering and so I was working in that field at the time and had been inspired at church one day to start my own business. I've been an entrepreneur for a long time, since I was 10 when I started selling [Avon](#).

Tiffany: When you started selling what at 10?

Tamala: I started selling Avon at ten [laughing].

Tiffany: Oh my gosh!

Tamala: With our -- yea, with our neighbor across the street, so, I think the entrepreneurial spirit has always been in me, and so I built the website, eventually turned it into an actual physical location, and had that whole time of learning how to deal with employees and all this stuff, and eventually I wound up -- the store had a fire and all this. It's a long story, so we don't have time on this podcast for all of that part, but...

Tiffany: So, the online stored turned into a real -- a storefront?

Tamala: Correct, correct.

Tiffany: Okay.

Tamala: And I, you know, it was a Christian bookstore so I had like candles, and was selling candles, the scented candles and all that stuff, and I liked to let them burn so that my customers could smell them and see what they were getting and one day I left and left them burning and that was kind of the end of that.

Tiffany: Oh no...

Tamala: [laughing] Yea, so after the store I ended up working in full-time ministry, actually at my church that I was going to at the time. I was an executive assistant/project manager/whatever was required [laughing], and I learned a lot. During that time I learned a lot about excellence and how to actually serve people. I learned a lot about tenacity and, you know, always finding a way to solve problems. My pastor always had this saying that, "She or he who solves problems get's paid," and so, you know, I always

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approach everything with the lessons that I learned, which is how eventually I ended up where I am today.

I still always had this burning desire to have my own successful company, and as I was approaching good old 40 years of age -- still not there yet but I was approaching 40 and I knew that I had these desires and these things that I wanted to do and to accomplish, and so I felt like, you know, what better time than now, and I've always been kind of a risk taker and adventurous, you know, walked away from a full-time job when I was working in engineering to run my bookstore. So, you know, this was nothing new for me, and so I decided that I was going to build my business full-time and in August of 2010, that's what I decided to do, and that's what I have been doing.

Of course it's evolved, even in just this short period of time. It's evolved because you learn more about your likes and your dislikes and what you really want to do and where you really want to focus, and you learn things a long the way. So, it's evolved, and in the time that I met you in the WordPress class, you know, I'm a very -- when I decide to do something, like I don't -- once it's decided, it's done for me, and so I just -- I do it, and I remember we were having a debate in the group about...I think we were supposed to put what our specialty was.

Tiffany: Yea.

Tamala: And what our one area of focus was, and that was like this huge thing for everybody because we could all do so much, and the one thing that I learned at that time that was SO pivotal and so like the catalyst for even where my business is right now, because it's grown so fast, is just because you CAN do it, doesn't mean that you have to do it or that you should do it.

And so I had every service that I knew how to do pretty much. I was offering from, you know, I can convert your eBook, I can do ghost writing, because I could do all of those things. I mean working in ministry, I did all kinds of things, and just having my own business over the years, and so -- but at that point, one day at the end of the debate, I think Sandi came on and said in our group, I forget exactly what she said, but she was like, "Darling Tamala, just because you can doesn't mean that you should."

Tiffany: [laughing]

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Tamala: You know, focus and all this, and it was just like a light bulb and I said, "You know what? She's absolutely right. I'm going to try it this way," and that very moment I went to my website, and I went and I just changed everything. I took off all the extra services. I changed -- I literally changed everything. I changed the domain name, everything! And from then on it's just been this growth spurt because I decided to focus and become an expert at one thing and one service and be known for that one thing, which is WordPress websites, building WordPress websites, and that's kind of where I am.

Tiffany: Oh, I love it. I'm just getting chills listening to you talk about how you've evolved into this because once you narrow it down to say, *okay, I specialize in WordPress websites*, it's like it clears up things for you that you don't even realize weren't clear before.

Tamala: Absolutely.

Tiffany: So, I just -- oh, that is so great. Now, I want to back up some because first of all I just think it was funny when you said, *when I was 10 years old I started selling Avon with the neighbor across the street*, and that was going to be, you know, one of the things I was going to ask you, because when you hear stories about a lot of people who started businesses, that a lot of them were entrepreneurs in some way as a kid, and so that was going to be something that I was going to ask.

So, as a 10 year old -- now I remember being 10 and I liked looking through the Avon catalog. I went straight to the kid's section with all the lip glosses. I remember they had like a roller soap that you would use in the bathtub and all these fun things, but it never crossed my mind that at 10 I could sell it. So, how at 10 did you know, *yea, I could sell Avon?* [laughing]

Tamala: [laughing] You know, I don't even know. Like I don't know if she asked one day because, you know, a lot of my orders were like my mom would take my Avon book to work with her, and her co-workers would, you know, would buy things.

Tiffany: Yea

Tamala: I would go to some of our other neighbors, but I don't even know how or, you know, how it started. I don't know if my neighbor asked me or if I just asked her one day if I could. I just remember being excited about selling Avon and, you know, of course getting my little cut that I would get

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off of sales because really it was her but, you know, she would give me a portion of whatever I sold. Then, so, I don't know.

I guess I've always been a nerd or a geek, I guess, so to speak. So, you know, reading since I was -- before I could read I would pretend that I was reading and I would memorize the books and read them back to my mom. Like, she thought I was actually reading. So, I've always been this little nerd kid and, I don't know, I guess it's just something that was kind of -- I was born with or it was just in me.

Tiffany: That's just great. That is great. Now, were your parents in business? Did they have their own business?

Tamala: Well...

Tiffany: It sounds like your mom was in (crosstalk)

Tamala: Yea, my mom actually always worked. She worked full-time but she also did, like she would have at one point like a BBQ restaurant on the side.

Tiffany: Wow!

Tamala: She was always doing other things and then we were really active in our church when we were young. Like the kind of active like being there all the time, when they open, when they close, whatever they had [laughing]. We were always there all the time and, you know, of course you have church functions and all this stuff and so, I guess a part of seeing her always being involved in things and always being the committee leader for this or, you know, whatever. It's just you pick up on it when you don't even realize that you are.

Tiffany: Yea, just being around it.

Tamala: Yea.

Tiffany: Awesome. Now, when you -- you went to college and your degree is in electrical engineering. Now, when you went to school, what did you, you know, what was your plan? You know, we all have a plan in how we're going to do things. You know, *I'm going to school. I'm majoring in this.* With the electrical engineering degree, so you were in corporate, working in that field, so tell us a little bit about that.

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Tamala: Well, you know, surprisingly to be as nerdy as I was, I didn't really have like a plan plan. All I knew was that I loved computers. You know, from the time I was 13 I got my first Apple II, I think it was an Apple IIe back then, and I've just always learned, you know, learning to program in C and all that kind of stuff. So, I have always loved computers and so at the time I knew that I wanted to do something related to computers, and so naturally, of course, it was computer engineering, and then back then, you know, growing up it's always, *go to school, get a good education, so you can get a good job.*

Tiffany: Right.

Tamala: Okay, well what better job than being a computer engineer and I loved computers. But, I wanted to go to Florida A&M and they didn't have computer engineering. They had electrical engineering, which was the next closest thing.

Tiffany: Okay.

Tamala: So, that's how I ended up in electrical engineering [laughing] like nothing. It so didn't or anything like that, and I really, to be honest, for a person who loves learning and loves -- like I love to learn. I love learning new things. I love reading and all of that, but I hated school. So, I was just trying to graduate.

Tiffany: Really?

Tamala: Yes, and I always made good grades.

Tiffany: Is it because (crosstalk) to pass?

Tamala: Yea, I mean I always made good grades up until -- I mean, in college I had a couple of close calls and episodes, but like through, all the way through high school I always made good grades. I would always, you know, my mom didn't have to have to force me to turn in college applications and all that kind of stuff. I was a self-starter. But, when I got to college I just wanted to graduate, like let me just get out of here, and so, you know, once I did, the way that I ended up working is I actually had an internship with Texas Instruments during my last, my next to last year. My -- I won't say junior year because I did five and a half years. So...

Tiffany: No wonder you were ready to get out!

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Tamala: [laughing] Yea, well part of it was because I did the internship during a semester and so it pushed me back a little. But, once I graduated I already had a job and moved to a state where I knew nobody and, you know, kind of just went from there.

Tiffany: Were you in Texas? Did you move to Texas?

Tamala: Yea, I moved to Houston, Texas actually and I moved there, I didn't know anybody. Eventually some of the people I went to school with, some of my friends that I went to school with came there as well, and so I feel like Houston -- I'm a Texan at heart because I feel like Houston is where I actually really grew up and became the adult and the person that I am, and so it will always have a place in my heart, and I say always because I moved from Houston, actually back home to Florida three years ago.

When I left full-time working in ministry I moved back home, and so I hated engineering though. Surprisingly, after all that time—five and a half years, I HATED going to work every day, and I'm the kind of person where I just don't believe, if I'm going to have to do this for most of the hours out of my day, and if this is going to take up such a huge part of my life, I'm not going to hate it.

Tiffany: Yea.

Tamala: So, I hated it. It became boring and, you know, I just didn't care.

Tiffany: Yea, and a lot of people suffer because they think, *well that's just how it is. You're not, you know, you're not expected to like what you do. It's work.*

Tamala: Right, exactly, and I have the total exact opposite opinion [laughing].

Tiffany: [laughing] So, what made you go back to Florida? You had been in Houston for a while at full-time ministry. What made you go back home?

Tamala: It's weird because growing up in Florida I had no appreciation for why so many people love Florida—beautiful beaches, beautiful weather, it's all of this, and it just seemed like as I got older and I had this, you know, just this dream of living what they call the Internet lifestyle, you know, Internet entrepreneur lifestyle by the beach somewhere with your laptop working every day [laughing].

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But, it's like as I got older and I had this dream of just having my own successful Internet-based business. I don't know. I just felt like, well originally, anyway originally -- let me back up. Originally the plan was to leave Houston, pass through Florida on my way to Costa Rica [laughing].

Tiffany: Oh! Okay.

Tamala: And to stay in Costa Rica for about six months at a time. Well, on that path through Florida, my mom ended up getting sick and having to go to -- she got diagnosed with breast cancer for the second time, and so she had to go to chemo and all this stuff. So, I was taking her to her chemo appointments and her doctor's appointments and, you know, it was what I wanted to do.

Tiffany: Yea.

Tamala: You know, to take care of her, just to be there for her because when I lived in Houston, the first time she was diagnosed, I wasn't able to be there with her during that time, and so this time I wanted to be there. I wanted to take her to her appointments. I wanted to find out what was going on and all this, and so I ended up having a longer pit stop [laughing] than I originally intended.

Tiffany: Yea, well that's -- fortunately you had the freedom, you know, to be able to do it the second time.

Tamala: Right.

Tiffany: And you were going to Florida anyway.

Tamala: And it was perfect timing

Tiffany: Yea...

Tamala: I mean, there's no perfect time to be diagnosed with cancer, but it was perfect timing because I was, you know, I was able to be there, and I was able to do the things that I was doing, you know, that I've done for her. So...

Tiffany: Right.

Tamala: It was good timing in that regard.

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Tiffany: Okay, cool.

Tamala: Because even though I worked like a slave, I never, you know, you get tired of working so hard and just not seeing any real benefit from it. Like, I'm like, my life is THIS, you know, 24 hours. Well, not 24 hours, but 13-14 hours of working and working weekends and all this stuff and, you know, I still can't pay my bills without being concerned about it. I still can't, you know, go places that I want to go. I still can't do the things that I want to do, so what is the point?

Tiffany: Right, right -- (crosstalk)

Tamala: And I just got tired of that being the story.

Tiffany: So, things changed around August 2010—you get your business online. Now, I know you talked about getting, you know, focused and now you're just -- your expertise is WordPress websites, but before when you first started August 2010, what was the setup back then?

Tamala: When I first started in August 2010, I originally started out with a marketing business, and actually it was a marketing business that I'm in partnership with, with a friend, and we still have it, and we still actually do that business as well. It's not as prolific as my WordPress business, but so I started out, you know, going into marketing services, or whatever, because I love marketing. I love entrepreneurship. I love this stuff, like your podcast. I love the concept of it because I love a good success story.

Tiffany: Yea!

Tamala: I love seeing people, you know, being what their heart's desire is, and so plus all of that together, I knew that I wanted to do marketing and I knew that I could be successful at it. Well, over the course of the next year, you know, it's a -- when you're first going into business -- and my friend still had a full-time job, whereas I didn't, and so when business is slow it's kind of like, okay, if I don't -- if we don't have business then I don't eat because I don't have a regular, you know, paycheck, and so I was like, *okay, well there's something else that I have to do in order to make sure that I can eat and take care of myself.*

And so it kind of -- I just started doing websites, and it's funny because the reason I said before that I had a love-hate relationship is because over all the years of when I first built that first website, off and on I've always done

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things related to web design. Even when I worked full-time, whether it was at Texas Instruments, I would do like our interweb for our team or our group. I would set up the webpage and make sure the site was maintained, and all of that there, because I eventually went from technical base to like technical marketing.

Then, even working in ministry I was very a part of making sure that our ministry website got put up, and managing things just web related, and so it was like I fought it but I couldn't get away from it, and it's kind of like that whole thing of fighting your calling or fighting what you're really supposed to do, and I think I fought it for the smaller reasons like, okay I had to learn that it's your customer's website. What they think is, you know, what they like, don't take it personal, and so learning those things over time, those distasteful elements, and those distasteful elements of being in business, I had to learn over time, and so that's why I said love-hate because I realize today that I always ended up coming back to website design. Always!

Ever since 1998, in some way, shape, or form, I always end up coming back to website design, and so it just -- the same thing happened again. It just kind of naturally progressed that I started getting these web design clients, and I saw the advertisement for the class—the WordPress Expert class. I took the class and, you know, learned so much and changed how I did business, and how I set up things, and how I structure things, and even since then because, you know, technology changes like at the blink of an eye, even since we've done the course I've changed things a lot, and changed structure, and how I do things.

And I don't know, I just always end up coming back to website design, and so even though I started out with a marketing focus, and we still provide those marketing and consulting services with the other business. My business partner is a fricking genius when it comes to those things. I still needed to do something that would help to, you know, take care of myself and be able to live, and not be destitute [laughing].

Tiffany: [laughing] Exactly, exactly. Where do you find -- what have you found to be most helpful, like when you transitioned your business, you started doing WordPress, what have you found to be most helpful as far as attracting new clients?

Tamala: To be honest, which I would not have thought for myself—Facebook and social media and referrals. I do A LOT on Facebook and it's funny because I am an introvert with some extrovert tendencies [laughing].

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Tiffany: [laughing]

Tamala: And so, social media I think, for people -- because there are a lot of people out there, they even wrote a book about it, right?

Tiffany: Yea.

Tamala: I forget the title but there's a book about being an introvert or something, and social media is kind of like, I guess it's an outlet for us. I don't know [laughing].

Tiffany: Yea! [laughing]

Tamala: So, you know, Facebook is really big. I get a lot of -- I do a lot of Facebook advertising, and just being on Facebook, and so I get a lot there, and then referrals because one of the things that I -- the other thing that I learned in our group was when I learned and became comfortable with the fact that I could just be myself, like my crazy, you know, weird, nerdy, geeky self, and still be successful in business, then that was like just a light bulb and doors opened, for like an opening for me, because on Facebook and even with my clients, I'm just myself, and that means that you can get the BEST of me.

Like, I give my clients the best of me. I do, you know, I take it very seriously because this journey is not an easy journey and I remember, you know, I know the journey, and so I take it very seriously when people trust me with what I call their babies. You know, they trust me with their business and their dream. I take that very seriously and so I get a lot of referrals because I take really good care of my clients. At least I try to anyway.

Tiffany: Yea, and it shows. Tamala does a lot of -- she'll post before and after pictures of different things that she's done for her clients, and it's just amazing how she's able to display the difference. Instead of just saying, *well here's before and after*, she does -- even the before and after images are unique and that draws you in. So, I think you're just doing an amazing job. You really are.

Tamala: Thank You.

Tiffany: I've watched your website evolve from when we were in, you know, at the beginning of doing the WordPress training, till today, and it just -- I'm

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just blown away. So, it just shows your growth and how, you know, you're more specific, and once you can sit in that thing where you know, okay this is it, you just -- it just makes you blossom, and like you said, when you can be, just be yourself, you know?

Tamala: Right, absolutely, being yourself and then, you know, being honest. Like, you know, I can't -- I hate feeling like someone's trying to take advantage of me, and so I don't like to, you know, come across that way or give people that feeling, but also knowing who your ideal client is and understanding the value that you provide to people, and not being afraid to tell people no. Like, I'll tell people no all the time—we're not a good fit. Because, you know, I don't -- I'm like [CarMax](#). I don't haggle.

Tiffany: [laughing] I love it!

Tamala: I'm not going to haggle about the service that I provide. You know, if you -- if a person can't see the value that I would provide to them, and then it's my job not to sell them. Like, I'm not trying to sell people on me in the sense of like I'm trying to, you know, I'm going to tell you all my good points and all this kind of stuff. That's a part -- selling is a part of business for sure. You don't sell; you don't have a business.

But, I just put it out there, how I can help you fix your problem. I put it out there, how I can help you reach your goal or whatever, you know, whatever your goal or your vision is, because that's my focus and that really is my heart and what I want to do. I LOVE seeing successful entrepreneurs and successful business people. I just, you know, and being a part of that is just so fulfilling and so, you know, I'm not trying to sell you on me, and if my prices, or if my method, or if my, you know, how I do business is not right for you, then it's not right for you. It's okay, you know, no hard feelings. We can walk away happy.

Tiffany: Yea.

Tamala: Because what I refuse to do is be miserable in a business that's mine. You know what I mean?

Tiffany: Yea...

Tamala: Like, I went so many years working for someone else being miserable. Well, I have a choice and I don't have to be miserable. I have to

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remind myself sometimes, *Tamala, it's your business. You can say no, and it will be okay.*

Tiffany: Yea, and that's a huge wake up when you first -- when you have your business it's like, it's YOURS. You get to set the rules.

Tamala: Exactly, exactly.

Tiffany: You get to decide.

Tamala: I think some of us -- (crosstalk). A lot of times people, they're in that feast or famine mode, and so you feel like you have to take on, you know, this client, and to a certain extent sometimes, you know, you've got to eat, you've got to do what you've got to do, you have to take on certain things. But, because like when I first -- at one of the points during our class actually, I started going on [Elance](#) and doing bids on Elance. Well, of course, Elance is not full pay.

Tiffany: No.

Tamala: You take a big cut, but I got like two or three really great clients. One of them is really great, and referrals from her. You know, so it's taking the chance and I would have never done Elance because at the time before I started with our group and all that, I wasn't confident in my skills and who I was and what I could provide for people, and so I was never even going on Elance because I'm thinking, *oh my God, I've got to talk to people, like I've got to...* [laughing]

Tiffany: Yea.

Tamala: It was like, *yea you're in business; you have to talk to people.* But Elance, going on Elance and submitting bids on Elance was actually one of the best things that I could have done just in terms of business wise but also mindset wise, and in terms of how I felt about myself, and learning myself, and being confident in who I am and what, you know, what I provide for people.

Tiffany: I'm so glad that you mentioned Elance. Elance just has a special place for me because that's where I started in 2008, was on Elance, and now you'll hear people talk about, you know, you have to compete with all these different people. But, the point is, it's not about the pay per se. It's about, like you said, building confidence, being about to hone in on your skills. It's

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a way to get out there to even see, is this something that I want to do before I just, you know, take a big leap.

I love Elance, you know, just for that. I, you know, I tell people all the time, yea it's not -- you're not going to get the rate that you charge on your website. It's not the same thing, but if you're starting at square one, square zero, you have this thing that you do but nobody knows, that's a good place to start.

Tamala: (crosstalk)

Tiffany: And if things are -- yea, and if things are on a lull or you're not sure, it's a place to go and test the waters, you know, and --

Tamala: Right, and you can build your portfolio.

Tiffany: Yes, and the fact that your two clients, they have friends, they have colleagues.

Tamala: Exactly, exactly

Tiffany: They know other people [laughing].

Tamala: Exactly

Tiffany: And they're not (crosstalk)

Tamala: Right, and I got like two of, well three of my best and even ongoing clients. Well actually, one-two-three, three plus the lady who I first got on Elance. She brought me three additional people who I have been working with ever since, and that's been, our class was what now, almost a year and a half, about?

Tiffany: Yea

Tamala: Yea, so, you know, four clients that I still have to this day through that one interaction on Elance, and there's a way, you know, it is competitive, but there's a way that you make yourself stand out, and again, mindset is a huge part of your business and how you think about yourself and what you're doing, and I would go on there with the mindset that, you know, and confessing that I'm going to stand out. You know, somebody's

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going to see something that I do and I'm going to stand out, and it's been a really great experience.

I love personal development and reading personal development books, and Jim Rohn has a quote where he says, I think it's like, you know, *you don't become a millionaire or successful just for -- (now I'm paraphrasing), just for the sake of it. You become a millionaire; you become successful for the person that you have to become in order to do it*, and that's how I look at a lot of this whole journey that I've been on, and it's not over. Shoot, it's really just at the beginning but, you know, I look at this whole journey of growing in business and becoming a successful entrepreneur, is the person that I've had to become in the process.

And that's kind of how I looked at Elance. I looked at Elance for the person that I would have to become in order to be successful in my business. Elance was just a part of that, and it worked! Like now I still pay for it every month. I still get the email, but I don't even have time to go on there and submit bids. I have it as a part of my forever to do list—*go on Elance and submit bids every day*, and I have so many referrals and people that I just -- I can't do it right now.

Tiffany: Yea

Tamala: And so, you know, that's a blessing in and of itself, but it's a great way to really get the exposure, the portfolio. You know, you never know which client will be that client who will help propel your business forward. So, it's great to me.

Tiffany: Now, tell me what advice would you give someone who's just starting their home business? What's one thing you would tell someone who's brand new? Maybe they're like, they're still working full-time and they're on the fence about getting started in their own business. What's something you would tell them?

Tamala: I mean it sounds kind of cliché, but to really believe in themselves, because at the end of the day it's the belief in yourself that translates through everything else. Because, like everybody has a different story. Everybody can't, you know, well, everybody can't just up and leave their job. Everybody has different obligations, things they have to work through.

I was single. I didn't have any kids so, you know, I could just say, "Okay, I'm out of here." Of course I had obligations too but, you know, it's easier

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for me to do that than a person who has a family and children and a house and, you know, all this stuff. It's a huge decision to decide, you know, a huge decision to make to leave your job.

But, at the end of the day, the one thing that I think is critical is believing in yourself and really believing in the vision that you have for your life, because when nobody else believes or everybody else has their doubts about you and, you know, it's going to seem like that sometimes, like nobody believes that you can really succeed. You have to believe unshakably that your dream will happen and that you'll do what it takes and, you know, just understanding that it's a process. It's not, you know, it's not something that happens overnight.

You have to -- that belief is what keeps you grounded and keeps you going through the process. When you look up and it's a year later and you're still, you know, it's still in infancy stage and you're still trying to grow, and you still have all these obligations or whatever, and things that you're trying to meet, or that you hate going to your job every day but you just can't leave. It's that BELIEF that keeps you going and keeps you knowing.

It's that belief that, you know, makes you go to this network making meeting. It's that belief that makes you get on the phone and call 10 past clients or 10 people that you know. It's that belief because you believe in yourself and you believe where your vision is. You believe that no matter what, I'm going to make this happen, and so if I could tell anybody anything it would be to just, you know, it's simple but it's hard, believe in yourself, and believe in the calling or the vision or whatever it is that you have for your life. Just believe it.

Tiffany: That's good. That's key regardless of whether you're just getting started or you're in a place where it's time, you've got to transition or you've got to refine. That is just so foundational. Now, is there something that you wish you had known before you started all of your businesses, going way back? Is there something you wish you had known before you started?

Tamala: I don't, you know, I think about that question and I think about the process that I've gone through and it's taken me, and I'm okay with the process. I'm okay, like I don't have any regrets about the process or anything, the way that it's happened. Sure, things could have happened differently and things -- I wish things would have happened faster and all of this. But, at the same time, again, the process is what makes you the person that you are, and so I guess if I had known or if there's something I

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could have known, because I always end up back at web design, maybe that understanding THEN that it's a process.

Tiffany: Yea

Tamala: And maybe I would have stuck with the web design business back then longer, and put in more effort and wouldn't have started over with this particular business so many times, and when that thought, you know, the calling to do this business so many times. But the process of it, you know, understanding that it's a process and that it just, it doesn't happen as quickly as you'd think. Like, in your mind you think you have this idea, and you have this great business idea and you're going to get all these clients, and you have it all planned out, and by next month you're going to be making six-figures, and no! [laughing]

Tiffany: [laughing]

Tamala: And so, you know, just really understanding that it's a process and it takes time.

Tiffany: Thank you so much Tamala. I just -- I could talk to you for on and on and on. But, you know, obviously you are a busy lady and have lots of things to do. So, please tell us where we can find you online.

Tamala: Every day I'm on Facebook. Every day!

[Facebook.com/tamalahuntleybiz](https://www.facebook.com/tamalahuntleybiz)

Which is, Tamala has all a's: T-a-m-a-l-a. Huntley: H-u-n-t-l-e-y-b-i-z.

And my business website is wpwebsitesdone4u.com.

Tiffany: Awesome! Thank you so much! We've got to invite you back again.

Tamala: Thank you!

Tiffany: You are such an inspiration and I really, really appreciate you being a part of this show and just sharing your story. I know for sure it's going to help a lot of people. So, thanks again Tamala. We just appreciate you and love you and you just keep serving clients in excellence.

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Tamala: Aww, thank you so much. It has been my absolute pleasure. It was so fun. You make it so easy and so comfortable.

Tiffany: [laughing] Well good.

[End of Audio]