

EPISODE 184

[INTRODUCTION]

[00:00:29]

FT: Welcome back to So Money everyone. My gosh, today's guest makes me want to purge my closet right now and make some money. Yeah, don't waste any time. Hannah Ouimet is here on the show today. She's running a six-figure fashion business from her phone, yes, by selling some of her unwanted clothes and accessories. And now she's gotten so good at it, she knows how to buy items elsewhere at a low cost and re-sell them. And by the way, she's only 23-years-old. She got her start in college and she's still in college. She decided to just sell some things from her closet that she didn't want anymore to make a few extra bucks, and she did this on a site called "Poshmark", which allows users to sell their unwanted clothes and accessories to fellow Poshmark App users.

And before she knew it, Hannah was not only making a profit selling her own stuff, but also her friends items. She started buying designer apparel on deep discount, reselling that for a profit, and over time she has amassed something like 2 million users on Poshmark and she's been inspired to actually go out on her own, still working with Poshmark but also starting her own ecommerce shop called "Hannah Beury". Her success story's been covered by the Wall Street Journal, Fox News, and Refinery29 among other places. And now she's on So Money! Very proud and excited to share her journey with you because I think what it really teaching us is that with an app and a phone and some unwanted clothes, and we've all got some unwanted items in our closet, you can make a few bucks and in best case scenario you can turn it into a lucrative business and it is this entrepreneurial success story that has brought her to this show.

Lots of takeaways from our interview with the young Hannah. She says she's shocked by how she went from selling a poncho online. The poncho is what really started it. So if you've got a poncho in your closet, you might wanna rethink that item and stop it from collecting dust and maybe get it on a site like Poshmark. That rolled into a \$100,000 business. The best items to sell online, if you're looking to resell some items from your closet. And the worst thing she tried to sell and why. So without further ado, here is our lovely guest today, Hannah Ouimet.

[00:02:54]

[INTERVIEW]

FT: Hannah Ouimet, welcome to So Money. I'm excited to have you on the show! You are quite the entrepreneur at a very young age, only 23-years-old. Bravo!

[00:03:09]

HO: Thank you! I'm excited to talk to you.

[00:03:11]

FT: Well, let's talk about how you got to making so much money, six figures, on this website called Poshmark, which to be truthful, I never really knew about until I learned about you and your success story. You've been covered in the Wall Street Journal, you wrote for Refinery29 about your success story. You were basically 19-years-old in college, it started with a poncho you wanted to get rid of. Take us back to that moment and how that ultimately transpired into a six-figure, online fashion business. And by the way, you're still in school. So for those of you listening, you can multitask.

[00:03:50]

HO: Yes! [Chuckles] So I guess in 2011 I was actually reading an article on Refinery29.com about up-and-coming fashion apps and I saw Poshmark listed as one of them. I just decided to download some of the apps, and one of them was Poshmark, that I downloaded. Like a week before that I had ordered a poncho. It was like a sweat-shirty kind of poncho. I feel like when I say "poncho" it sounds like "Ah!" [Both chuckle]

[00:04:18]

FT: We've all had that heinous poncho in the back of the closet. I might still have mine.

[00:04:22]

HO: Yeah. But it was cute, but when it came it just did not look good on me at all. So I looked up the store's return policy and it would've cost me more to return the poncho than the poncho actually cost me because I got it on sale. And so I just decided, "Okay well I've downloaded all these apps, why don't I try Poshmark. So I took a few pictures of the poncho, wrote a little description, and within 20 minutes it had sold. And so I was like "Oh my gosh." So I ran upstairs to my closet and listed pretty much every single thing that was in my closet that I hadn't worn recently.

[00:04:58]

FT: So I'm gonna stop you right there. How did you know how to describe it and what to price it at? Was it just you kinda just went with your instincts? Do you think that had something to do with the fact that it sold so quickly? Cause it doesn't sound like a very pretty poncho!

[00:05:10]

HO: Yeah, well it actually was cute, it just didn't look good on me. But when I just went along with whatever I thought in my head at that point because at that point I had no idea what I was doing. So I priced it along the lines of what it would have cost retail. And so I actually did make a little bit of a profit when I sold it that day. But I just wrote a little simple description, I think it was like a hunter green sweatshirt kind of poncho thing. So I just wrote a little like two or three sentence thing and priced it with what the retail price would've been.

[00:05:42]

FT: Now is Poshmark, in your experience, is it a better place to sell clothing than say eBay or some of the other sites out there? Why Poshmark?

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HO: I think Poshmark is more geared towards people who are actually interested in fashion so it's kinda more, it's more of a social networking kind of selling platform. So I kind of describe it as a mixture of Instagram and an eBay where I think that it's more interactive and.. sorry I'm losing my mind.

[00:06:16]

FT: No! It's like more targeted?

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HO: Yeah, it's more geared to people who are actually into fashion and wanna find new brands and new things like that. Whereas eBay I feel like you have to go in searching for something specific.

[00:06:29]

FT: It's so vast. Right, right, right. Alright, so you sold that poncho and then, at a profit, and then you went into your closet - how did you decide what to get rid of? Was it like, "If I haven't worn this in two seasons I'm getting rid of it"?

[00:06:41]

HO: Yeah. It was like, "If I haven't worn this in the last six months, I'm gonna try and sell it."

[00:06:46]

FT: And why did you want to sell your stuff? Was it because you wanted to make money? You were decluttering? All of the above?

[00:06:53]

HO: I think just because it seemed like that poncho had sold...

FT: That was so easy.

[00:06:57]

HO: ...so quick, I was thinking, "Oh my gosh, think about how much money that is just sitting in my closet right now that I could be spending on new stuff?"

[00:07:05]

FT: And you love fashion. You went to high school at FIT, you're in fashion school now, so you probably had a larger than average closet I'm guessing.

[00:07:16]

HO: Right! [Chuckles] I'm a little bit of a shopper.

[00:07:19]

FT: Alright. So now you, this is now transformed into a six-figure - what you've generated over six-figures since 2011 when you launched, when that first poncho sold I guess. So what now? What are you hoping to do now with the success of this?

[00:07:39]

HO: So I've really grown my business on Poshmark and in 2013 I launched Hannahbeury.com, which is my own online boutique. So right now I'm really trying to expand my own online boutique while still building my following on the Poshmark app.

[00:07:57]

FT: You have over 2 million followers on Poshmark. How does even work? I mean how do you get - is it just time? Are you just on there consistently posting?

[00:08:06]

HO: I think that's part of it. But I think that also I've built such a big reputation and people, they come to my closet because they know, "Oh she's been on since the beginning, she has a great reputation, people love the stuff that they buy from her," and I just think that's how it's grown so big so fast.

[00:08:24]

FT: And how does it work? They take a commission?

[00:08:25]

HO: So they take a 20% commission.

[00:08:28]

FT: Wow that's steep!

[00:08:29]

HO: They pay for all of your shipping and also you can do, list up to 4 pictures for your listing and leave it up as long as you want so it could literally be up there for years. You can take it down, put it back up, whereas on eBay you have to pay once you've reached a certain amount of time that you want to list something for. So in the long run, I mean at least to me, it doesn't seem like it's that bad.

[00:08:54]

FT: What, in your experience, sells the best? And what would you just recommend never posting cause it's just a waste of time?

[00:09:01]

HO: I think, for me, jewelry has really been my sweet spot. I know for other people they have closets on Poshmark that are more geared towards luxury goods and stuff like that. I'm not really sure what I would say is a waste of time, just because there's something for everybody out there.

FT: True, true.

[00:09:20]

HO: But jewelry has definitely been my big seller so far.

[00:09:24]

FT: Alright. And so that's awesome! This has actually also helped you afford school. So do you recommend this for people to maybe take on doing this, as simple as it sounds?

[00:09:38]

HO: It's definitely, in the beginning it was not a business for me. So I was just selling things to make money back and then go and buy more stuff. But since it's really become a business, I've been able to pay for things like my books and other college expenses and I have to put a lot more work into it now that it's an actually business. So if somebody wants to actually take on the responsibilities of keeping track of everything for taxes, you have to get a business license, things like that. Then it's definitely worth it. But if you're just gonna, I mean it's just worth it if you're just gonna make your money back for something that's just been sitting in your closet so you can go buy maybe - say you're getting rid of an old winter coat that you haven't worn in years and you wanna go buy a new one, it's worth it for that too.

[00:10:21]

FT: Takes a little bit of time too, you know, sending it in the mail, checking your account. Just the up-keep, I would imagine, takes time. But if you're making money, I guess that's where your hard work is paying off. Let's transition now to some So Money questions. You're very young. You're one of my youngest guests on So Money, but well deserved to be here.

HO: Thank you.

[00:10:43]

FT: So, in your young 23-years of life, what would you say so far is your financial philosophy on things as an entrepreneur?

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HO: So I think, as an entrepreneur, what I would say is really know your cost versus your sale prices. In the beginning when I was selling things, just as long as I was making a sale, I didn't really care how much of a profit it was. It could've been literally like a \$5 profit, and I would've been excited about it. But now that it's really an actual business for me, I really am paying attention to how much things cost and if it's actually worth it to sell it for what profit I'd be able to make on it.

[00:11:20]

FT: Yeah so, a question about that. How do you spot a "steal" for you? Whereas you're going, I understand now you're actually going to look for things that you can re-sell. It's not just going into your closet now and selling things. You're actually out there looking for the must-have's that are a lower cost to you than and you can sell it at a premium. Where do you find these things and what is the profit margin that you think is worth it in order for you to buy something and re-sell it?

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HO: Well so now I have my business license, which means that I can buy things wholesale. So I'd go into New York City or I'd buy things from people in LA and go to some of the tradeshow just to check things out and find vendors.

[00:12:07]

FT: How do you get, wait, how do you get this business license?

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HO: I applied for it on the New Jersey - I had to Google it. It was on a New Jersey website where you have to apply for a business license and give them all of your information and..

[00:12:21]

FT: Do you have to be in fashion or show that you have a track record?

[00:12:23]

HO: No I think it was just if I wanted to start a business. I think that it was, you had to say what kind of business it was gonna be and things like that. But it was how you got your actual business license to be able to buy things wholesale and you have to keep track of things for taxes.

[00:12:37]

FT: I'm writing that down. I don't think I would qualify, but there are probably a lot of people out there that didn't know that you could do that - apply for a business license to buy products at wholesale.

[00:12:46]

HO: Yeah. So I started only selling jewelry cause I figured it would be easy. The only things that people have to pay attention for sizes are rings, but things like bracelets pretty much will fit anybody unless you've got a certain size wrist or neck. And so jewelry price - so I started really selling stuff from this one wholesaler that I found in New York City and so their jewelry costs between I'd say maybe \$3 to \$10 for what I buy. And then my profits on things are probably between \$10 and \$15 each. But it's just at the volume that I'm selling them at, the profit's totally worth it for me.

[00:13:31]

FT: Gotcha, gotcha. Alright, so be aware of the profit margin essentially because when it's a business it's like, your time matters and you don't wanna just be - it's not longer just the thrill of getting something sold. You actually wanna be making good money. Okay, let's talk about growing up. You're young, you grew up in New Jersey, child from New Jersey. Your dad actually listens to this podcast, I was really excited. So maybe that means you grew up in a household where money was not a taboo topic, I'm hoping? Clearly you were groomed to be eager and interested in entrepreneurship. So what was it like growing up in your household? And what was your number, I guess what would you say is your most pivotal money memory experience growing up?

[00:14:21]

HO: I would say that I don't really have one specific memory, but I know that I used to get like a \$10 allowance a week and I would never wanna spend anybody else's money. I would never wanna spend my parents money to buy anything that I wanted for myself that I didn't actually need. And so even just as a kid at my brothers' baseball games, I would start beading bracelets and selling to all the mom's that were sitting in the stands. Eventually that turned into me going to Michaels and buying stuff to make handmade soaps and so I've always had some kind of little business because I hate spending anybody else's money on anything. It gives me anxiety to spend other people's money. [Chuckles]

[00:14:58]

FT: Wow! Okay, so there you go. An entrepreneur since a young age. Do you imagine now becoming more of a fashion designer and not necessarily buying other people's jewelry, maybe making your own and selling it online?

[00:15:14]

HO: I think maybe at some point down the line. Right now I'm just not at that space because I'm still in school, so just to have - I just feel like that would be so much more to focus on too. So maybe once I graduate I'll get into that arena, but right now I'm just good where I am. {Chuckles}

[00:15:30]

FT: Alright. So okay, that is not a coincidence then I would say, that you're now in business for yourself at a young age still. What would you say is your greatest failure as a young entrepreneur? Something that you regret doing or believe was a misstep, either with your business or with your own money?

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HO: Well I think that just really, I don't think I've had a giant financial failure so far just because I'm still so new to having my own business.

FT: Just wait! [Both laugh]

[00:16:04]

HO: I know!

[00:16:05]

FT: There's a lot of time to fail. And failure's good. You learn from failure!

[00:16:08]

HO: But I think that really what I was talking about earlier is just that in the beginning I was selling things just for the thrill of having a sale and not really paying attention to how much time I was putting into things and how low really my profits were in the beginning. So I think that really, just looking back now, I think, "Oh my gosh, I coulda made so much more money if I'd really put a lot more thought into it." So that's just kind've been a lesson that I've learned so far, is to really think about that stuff.

[00:16:32]

FT: A lot more conscious about that.

HO: Yeah.

[00:16:34]

FT: Do you think you'll hire freelancers, or partners, or interns? Do you think this is gonna be a business that'll require more manpower?

[00:16:43]

HO: I think definitely, as my business is growing, it's becoming a lot harder to manage by myself. So I think that I've one more year left of school, and I think maybe at the end of this year I'll really have to think about hiring some people to help me, but I'm just really trying to focus on graduating right now and keeping my business afloat while I'm doing it. But definitely it's becoming a lot harder to do this by myself.

[00:17:04]

FT: What are you doing with the money? I know you said you're paying for books and tuition, is there anything left over for you to invest or enjoy?

[00:17:13]

HO: I do like to shop. I'm saving my money, but every once in a while I'll treat myself to a shopping spree. [Chuckles]

[00:17:22]

FT: What's your style like? What do you like to buy? What's like your dream shopping spree like? What does it entail, what stores are we going to?

[00:17:28]

HO: Well you know what? It's really interesting that actually shopping on Poshmark has completely changed how I think because now I never wanna pay full retail price for anything, so I'm a big eBay buyer and I buy on Poshmark all the time, so I just bought myself a pair of Chanel flats that retail would've made me go crazy that I was spending that much money on a pair of shoes, but on eBay it was a great buy.

[00:17:53]

FT: Yeah?

HO: Yes.

FT: What's a great buy? Like a 50% discount?

[00:17:56]

HO: Yeah it was like a, I think it was like a 40% discount but it was totally worth it!

[00:18:02]

FT: Nice. Yeah. What's your overall philosophy on designer goods? Some people have literally told me that when they buy a Chanel bag or Rolex watch, that it's an investment because the

prices go up every year and so better to get in now when the price is lower than it will be next year. And I'm like, it's not like you're trading. It's not like you're gonna sell it for next year's higher price. It's a used product after you buy it, so you're not gonna make a profit. So technically it's not a profitable investment.

[00:18:36]

HO: Right, no yeah.

FT: But you've heard that before too, right? I'm sure.

[00:18:39]

HO: Right, no yeah definitely. I'm sure there are people out there who do buy them and use them a few time and resell them at the next year's price. But for me it's just more, I'm buying the more classic pieces so I know that I'll be able to wear them a lot longer. And so it actually, the cost per wear is a lot lower than say something that's a more crazy buy that I coulda bought from Chanel.

[00:18:58]

FT: True.

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HO: So I really try to focus on things that are classic that I can wear for a long time or use for a long time.

[00:19:04]

FT: Let's talk about a So Money moment. I mean you've had several to celebrate, now you're making over \$100,000, you have grossed over \$100,000. What, two questions: Your So Money moment, a time when you really feel like you achieved a financial triumph and then - maybe this

is also the same answer - but the other question is, your most successful item that you posted on Poshmark that you've sold online.

[00:19:30]

HO: Okay, so I think my biggest financial win is just that I, when I actually sold that poncho because it really got me moving and starting to think about if I wanted to do this as a business after I'd been doing it for a couple of months. So that was really what launched it. And then I had bought a Chanel bag actually on Poshmark for \$600, which was ridiculously below the retail price. It was completely authentic, had it checked out and everything, in perfect condition. I used it for about 2 years, and then actually just this past year I resold it for \$1,500.

[00:20:05]

FT: Woah! How much did you buy it for?

[00:20:07]

HO: For \$600.

[00:20:08]

FT: So Money!

[00:20:10]

HO: Yes!

[00:20:10]

FT: So Money! [Laughs]

[00:20:11]

HO: That's definitely been my biggest profit so far.

FT: You and I need to go shopping! I need an eye like yours.

[00:20:16]

HO: I'm definitely a deal-seeker, but [Chuckles]

[00:20:19]

FT: Oh man. See guys, it can happen. This is a real story about a young woman who, okay loves fashion, has an eye for fashion, but you have an eye for deals and with the Internet these days, literally a phone can get you in business. A free app. Alright, okay, so that was double So Money. Talk about habits. Do you have any habits, or one at least that is financially oriented that helps you run your business smoothly or manage your money in a way that you consider to be healthy?

[00:20:56]

HO: So what I really have started to do to really keep track of everything, is I check my bank accounts every single day online multiple times a day just to see exactly where my money goes and what it goes to. And then really I keep my receipts for every single thing, keep track of my monthly expenses in Excel. I'm really on top of...

FT: Good for you!

[00:21:19]

HO: I keep track of everything.

[00:21:21]

FT: Did anyone teach you this? Or you just picked it up on your own?

[00:21:22]

HO: My mom and dad are just both really smart on how they spend their money and keeping track of everything. So I'm sure that that's been put into my mind from that.

[00:21:33]

FT: What do they think about all the success of yours? They must be so proud!

[00:21:35]

HO: They're definitely excited about it. My dad was super stoked that I was gonna be on this show!

[00:21:39]

FT: Oh well dad, you're always welcome on this show. We'd love to have your dad on this show too, maybe talk about how he's raised such a financially savvy child. Yeah, that's awesome! You see, parents listening on the show, you can be a big influence on your children's lives in many ways including with their financial life. So you're a great example, and I'm sure they're super proud of you.

Are you ready for some So Money Fill in the Blanks?

[00:22:06]

HO: Sure!

[00:22:07]

FT: Alright. This is the part of the show where I start a sentence and you answer it. First thing that comes to your mind, don't over think it.

If I won the lottery tomorrow, and I'm just gonna throw out a big number here, let's say 100 million bucks, the first thing I would do is _____.

[00:22:23]

HO: I would buy a home by the ocean in Bethany Beach Delaware because that's where we go on vacation every year since I was born. That's just where I wanna end up. I would invest more money in my business, and then I'd really love to start a program to help other young entrepreneurs get their start just cause I feel like if I had had more guidance, things might have been a little bit easier too. So to start a program like that would be awesome.

[00:22:49]

FT: And right now you're in a school. What are you learning? What are you studying? Do you feel like it's applying well to what you're doing in the business?

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HO: Yeah, I'm a fashion merchandising major so everything that I learn is all about fashion business and merchandising fashion.

[00:23:04]

FT: Are other students really envious of you? Are they coming to you with questions and they wanna maybe intern for you? [Chuckles} Learn from you?

[00:23:12]

HO: I dunno if I would say they're envious, but I've had a few of my friends say, "Ah I wanna work for you if this actually turns into something huge one day."

[00:23:20]

FT: Yeah.

HO: So that's kind of cool to have people thinking about that.

[00:23:23]

FT: You're like, you could teach the teachers too, a think or two sometimes cause you know, you're doing it. You're in the real world doing it. Cool.

Alright, next sentence. The one thing that I spend on that makes my life easier, or better, or both is _____.

[00:23:38]

HO: My college education because I won't be in debt when I graduate so that's really gonna help me in the long term after I graduate.

[00:23:48]

FT: Yeah, how much would your education cost if you were to actually, well you pay for it, but if you had to borrow money, what's the price tag?

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HO: I'm actually not sure. I'm sure it'd be over \$150,000 probably.

[00:24:03]

FT: Oh my gosh!

[00:24:04]

HO: Yeah, so.

[00:24:05]

FT: That's insane. You know, it's been a long time since I've been to school. And it's just to see how prices, universities have skyrocketed over the last 10 years is unimaginable. I'm saving for my son's college now. I actually started before he was born. You know you can do that! You can open up a 529 even if you don't have a kid and I don't know what's gonna happen when he's 18. I hope he wants to go to school. But honestly, I don't know what college is gonna look like...

[00:24:35]

HO: Right.

FT:... in 17 years. Is there even, is there gonna even be something that...

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HO: Right I feel like it's changing so much.

[00:24:42]

FT: Maybe he goes - he'll probably go to some kind of higher education but is it gonna be a traditional 4-year school? I dunno? I dunno. And how much is that gonna cost? Maybe it's online? I don't know. So check back in in 17 years and maybe I'll have an answer.

HO: I will.

[00:24:56]

FT: My biggest guilty pleasure that I spend a lot of money on is _____.

[00:25:03]

HO: I would say, although I don't like to pay full price for things, it would be my designer shoes and bags.

[00:25:11]

FT: Can I ask you, where can I get a pair of Chanel Espadrilles that aren't like \$800?

[00:25:18]

HO: I searched on eBay for those.

[00:25:20]

FT: Okay. Did you find them? Are those the flats that you bought?

[00:25:24]

HO: Yes that's where I got those.

[00:25:25]

FT: Yeah, I'm not really, I pride myself in that I don't think that I'm really like a labels queen, but those Chanel Espadrille flats are super cute.

[00:25:37]

HO: Right, and that's why I bought them because I feel like I'll wear them for years and I can wear them for a lot of different outfits.

[00:25:43]

FT: Did they just start making them? Because I don't know like...

[00:25:46]

HO: I think they started making them a few years ago, but they sell out really fast. Like you have to be on waitlists before...

FT: I heard this.

[00:25:53]

HO: Yeah, so it's super hard to get them in store.

[00:25:55]

FT: It's like the Birkin Bag of shoes.

[00:25:56]

HO: Exactly!

[00:25:57]

FT: Oh man. By the way, I was just on a website the other day called "1stdibs". Ever heard of them?

[00:26:02]

HO: No.

FT: 1stdibs.com, I'm on there looking for a piece of furniture and I happen to see - they list a lot of beautiful, a lot of times vintage, but sometimes just rare, estate perhaps, jewelry. Estate

furniture, I found these - I wasn't shopping for them, they just kinda were featured items - these Birkin Bags and they were \$30,000.

[00:26:25]

HO: And they're...

FT: And they're sold. It was sold!

[00:26:28]

HO: But they were used? They had been used before?

[00:26:29]

FT: Used, yeah!

HO: Oh my gosh, it's crazy.

[00:26:31]

FT: What?! I'm like, "Who is buying this stuff? I wanna get them on the show!" I wanna interview these people who are buying \$30,000 Birkin Bags. What else are you buying?

[00:26:41]

HO: I'm sorry that I'm not one of them! I wish!

[00:26:43]

FT: I mean, must be nice I suppose. Or I just hope they're not like charging to buy that and they're not, you know, making serious tradeoffs for that cause that would be silly. Okay, let's move on.

One thing I wish I had known about money growing up is _____.

[00:27:00]

HO: I wish I had known that it's more than just making it. It's about how you invest it and can build what you've made later on.

[00:27:09]

FT: Yeah, growing your money. So you're not investing your money yet, but you are...

[00:27:13]

HO: Not yet. So far I'm just really putting it back - I guess I'm investing it back into my business, if you can say that. And then just really saving so I can do things once I graduate. But that's it so far.

[00:27:26]

FT: When I donate money, I like to give to _____ because _____. Are you charitable yet?

[00:27:33]

HO: Not yet, just cause I've really been trying to put all my money back into my business, but I am really - I will once I have money that I can freely use on whatever I want, I will definitely be donating.

[00:27:47]

FT: Yeah you mentioned working with the youth to teach them how to be entrepreneurial, I think that's a great mission.

[00:27:53]

HO: Yeah, definitely.

[00:27:55]

FT: And last but not least, I'm Hannah Ouimet - by the way, I love your last name. It's so cute, "Ouimet".

HO: [Chuckles] Thank you.

[00:28:01]

FT: It's French right?

HO: Yes.

[00:28:03]

FT: O-U-I... I was gonna say "Oui-may".

[00:28:05]

HO: You know what? I think that's actually how it was originally pronounced. But I think the more "Americanized" version is "Oui-met".

[00:28:12]

FT: Yes. Okay. I did take some French in school.

I'm Hannah Ouimet and I'm So Money because _____.

[00:28:20]

HO: I am Hanna Ouimet, and I'm So Money because I'm just getting started and my hustle isn't slowing down anytime soon.

[00:28:26]

FT: Alright. I like it. It's a hustle and you are killing it. Thank you so much Hannah for being on the show. You're a...

HO: Thank you for having me.

[00:28:34]

FT: Yeah! You're stuff is available on Poshmark, also tell us how to spell the name of your other retail site because I think the last name, the name is a little, it's not phonetic.

[00:28:45]

HO: Yeah it's Hannah, with an "H" at the end, B-E-U-R-Y.com.

[00:28:52]

FT: So Hannah "Berry" is how you say it.

[00:28:53]

HO: Yep.

FT:com. Alright, we will be following you! Make us proud Hannah!

[00:28:57]

HO: I'll try!

[00:28:58]

FT: [Chuckles] Continue to make us proud, I should say. You're killing it! Thank you so much for being on the show and have a So Money rest of your week!

[00:29:04]

HO: Thank you.

[00:29:06]

[END]