

INTRO: This is the elegant warrior podcast. It's the podcast about elegance in all of its forms. We're talking about our definitions of elegance and how we maintain it in times of trial. We're also talking about how we can advocate for ourselves with elegance and in a way that makes us most likely to win.

I'm your host, Heather Hansen, author, speaker, consultant, trainer and self advocacy expert. Let's talk elegance.

HEATHER HANSEN: Hello, my elegant warriors. As you might remember, this Summer we're doing something a little bit different. Normally every other week you hear from me with a solo episode, but this Summer I'm doing something different in that I'm playing old episodes that you probably have never heard. When I switch producers, there was a glitch and some of my old episodes did not make it over to the current Apple or Spotify podcast playlist. And this is one of those episodes. It's really important that you have access to this episode because it is so valuable and it really is one that I keep thinking about all these years later.

The interview you're about to hear is with Tiffany Sorya. She is the founder of the Novel Education Group. She started off as a private tutor, she did private tutoring out in California. And as you will hear, she ultimately became the private teacher for Kylie and Kendall Jenner. In this conversation, she talks about how that happened and why that happened, but we also tied into homeschooling and we dive in a lot into female entrepreneurs, female business women and the need to see examples of female entrepreneurs and female business women. I think you will really enjoy this episode, it's amazing to me how much I think about my conversation with Tiffany and about what she shared about what Kris Jenner taught her and I think it will be unbelievably valuable to you as well.

Then on thursday, The Advocate with Elegance private podcast is still solo episodes with me and this week we are going to be talking about how the conversations that Tiffany had with Kris Jenner impacted her and how seeing things in your reality can make you actually believe that they are available to you. So, I'm gonna be diving in Thursday to this idea that if you see it you can be it. If you're interested in that, that solo episode will be available to you on Thursday. If you subscribe to the private podcast, there's a link to do that in the show notes.

In the meantime, enjoy this fabulous conversation with Tiffany.

Welcome Tiffany.

TIFFANY SORYA: Hi, thank you so much for having me.

HEATHER HANSEN: I'm so excited to have you and so excited to sort of explore what it is that you're doing, because I really feel like in your own way you're reforming our educational system. Do you feel that way as well?

TIFFANY SORYA: I mean, you know, we're definitely that's what we're trying to do here and really trying to get as many people as we can to jump on board with modernizing education.

HEATHER HANSEN: Yeah, it's a, it is definitely, and, you know, we'll talk about this in just a minute, but it's definitely something that needs to be modernized. I mean, especially when we talk about higher education and the cost, it's just, there's definitely gotta be changes, it's going to be, I think one of the greatest challenges in coming generations. But before we get to all that, I want to talk specifically about you and how did you get here? I know that you're a first generation Cambodian.

TIFFANY SORYA: I am.

HEATHER HANSEN: And then how did you find yourself in the education space?

TIFFANY SORYA: So when I go, so first, you know, when I went to school, um when I went, when I myself, when I went to college, I actually didn't study to be an educator. I'm a, I'm a science major, so I've always really had a knack for school and I've always really enjoyed education because I really felt, I feel like I found, I really found myself when I was going to university. Um, and I felt like I found my personal competitive edge was, was to honestly to be smart, you know, I was always a really great student and I always really enjoyed helping other people succeed in school. Um, I saw how frustrated they were with studying for tests or achieving certain things in school and I wanted to share with people that being a good student wasn't necessarily a talent, but more so a set of skills.

So, um I wanted to share those skills and when I moved to Los Angeles, I started tutoring after I graduated college and from there, everything grew honestly quite organically. Um you know, I started working with more and more students and more and more referrals came in and I really feel like I had found, I found I had a talent for making young people feel, or maybe the people in general, feel comfortable around me. And I feel like the best way to learn is to be vulnerable and to be open to other people. So when my students were vulnerable with me and they felt comfortable enough around me to tell me the things that they didn't understand and to tell me their frustrations, then I was able to really reach them. And then from there, it grew organically. I started homeschooling and then I started Novel Education shortly after that.

HEATHER HANSEN: Now you're you know, you're relatively young, so that might also be an advantage for you in that I think a lot of your students could probably relate to you in a way that was more real and vulnerable than with someone who was older and more your typical educator, Did you find that to be the case?

TIFFANY SORYA: Definitely, I mean, I was 23 some of my students were 17. You know, I was only five or six years older than them and it was not that long ago where I was experiencing the exact same things that they had been experiencing. And so I think that they felt like I understood what they were going through and I understood what their frustrations were because it wasn't like I was talking to them from like some sort of different realm or something like that. You know,

like, “Oh, you know, 20 years ago and I was” like, no, I was in high school five years ago, you know, just before you were.

HEATHER HANSEN: Yeah, the and the vulnerability piece and I've seen you talk about that quite a bit, you know, the need to be strong and vulnerable and how you can be the both at the same time. And that's such a huge part of learning, isn't it? Because if you can't admit that you don't understand or that you have questions, how can you learn?

TIFFANY SORYA: Exactly, exactly. I mean, I feel like, I mean there's like uh there's an actually an Erykah Badu song that I just kind of like live by and the lyric is the man that knows something, knows that he knows nothing at all. And it's such a great line because it's like, I feel like the older I get and the more I learn, I realized how much I don't know. And being open to learning those things is, is really how I feel like you're gonna gain the most from it.

HEATHER HANSEN: Yeah, and it is, there's all kinds of studies that show that the people that asked the most questions are seen as the most intelligent. So it's not as if, you know, I'm actually speaking at my high school next week and this is one of the things I want to talk to them about, because I feel like students, and you would know better than I since you're with them all the time, that students are afraid to ask because they don't want to look dumb. But they're, they get it wrong, it's the questions that make you look smart.

TIFFANY SORYA: Right, right. And you know, homeschooling is the perfect environment to ask questions. It's the perfect, you know, and I think that's one reason why homeschooling has, hasn't, you know before, you know, probably like a good, you know, maybe like 10, 15 years ago, homeschooling and maybe it still is in some parts of the country, consider it had like a weird connotation that came with it. There was a reason why you were homeschooled and it was because there was like an issue with whatever school you were going to or you were going through something personally. But nowadays home school is really starting to be looked at as just an alternative way for school. Because of the way that it's set up, students are really able to be comfortable with their teacher and then thrive in that environment and really get the most out of school.

HEATHER HANSEN: Now how did you start working with the, Kylie and Kendall? I feel like, so I've, I've been known to watch Keeping Up with the Kardashians, and I feel like their decision to homeschool, what didn't they talk about that on the show?

TIFFANY SORYA: Yes, Yes they did.

HEATHER HANSEN: So how did you, were they your first, um, celebrity clients? And how did that happen?

TIFFANY SORYA: Um, well, I actually had worked with a few high profile individuals through an agency that I first worked for before I started Novel. And I was actually introduced to them through another school I was working for, I was working for a school that was based out of

Atlanta, and they had originally signed on with that school and I was hired to be their, their teacher. And honestly, I got the job as a teacher before I even really knew who the clients were, which is sometimes usually the case when you're working with high profile people. And then I met them and uh, and, you know, this is a long time ago, this was before, I mean, obviously they still have fame through the show, but they were young and, and they're definitely, they definitely work at the scale that they are now. And I taught them through the school for about a year and then Kendall graduated and then I still had some time with Kylie left and that's when I started, that's when I started Novel.

HEATHER HANSEN: Which was brilliant by the way.

TIFFANY SORYA: What I taught, I think, resonated with them and honestly, I mean, the whole team obviously is very supportive of women entrepreneurship. And I think that they trusted me and they, and they trusted what I was doing and I think they understood what I was trying to do. And so, Kylie, Kylie came with me and at the time when I started the company, she was, she was, she was our only home schooling student, so we kind of went out on a limb with that one.

HEATHER HANSEN: But a smart limb, you know, it was that that's a limb, that, you know, it's, it's, you're such an interesting study Tiffany because you yourself, I mean, you have over 100,000 instagram followers. You yourself are, you know, a social media sort of influencer and but and I love, love, love your mantra of making smart stylish again. Because to be on, you know, you just came back from Coachella and you're doing all these things on social media and yet your bottom line is, let's talk about education. And how you can do all this stuff and you can be a social media star or you can be an entrepreneur, but you still want to get that basic education first. How do you sort of convince the kids that you're dealing with that basic education is even necessary when they can make millions of dollars being a social media star or youtube star or starting a sneaker line?

TIFFANY SORYA: Right, right, I mean this is the challenge, you know, and continues to be the challenge and I think this will always be, this will always be the challenge of, of at least you know getting your high school diploma. So you know, along with making smart, stylish again, we really teach with the motto of teaching people how to learn and getting our students to see the forest for the trees. You know, the reality of the situation is, is when you get the question of just like "when am I ever gonna use geometry again or when am I ever gonna, you know, need this chemistry formula ever again?" And the thing is, you know, I think another thing that sort of like made me successful in what I do is that I will never, I'll never lie to a student or tell them that "you're definitely gonna need this chemistry formula." Unless you become a chemist or unless you become a mathematician, the likelihood of you actually needing that specific formula, it's pretty slim, you know, like you might not ever need that again.

But that's not the point. Um you know, my, my dad always said, because I remember asking my dad this question when I was, when I was young. And I remember I was really frustrated in like a physics class and I was like, when am I ever going to need this again? This is so frustrating. So my dad said, you know, "it doesn't matter how fast the ball is rolling down the hill with this

much friction and this much wind, it doesn't matter how fast the ball is rolling. But what matters is that you can figure out how fast the ball is rolling." So that's what I try and tell my students all the time, is that through all of these things, you are learning fundamental problem solving skills. Through english, you're learning how to speak and write eloquently. You know, you're learning how to read whatever future contracts you're going to have to read um you know, in all these youtube videos. If you are educated on a basic level and even as an influencer, it will only add validity to all of your opinions and all of your posts and all the things that you have to say and it will only add credibility to your brand in general.

So that's really what what we try and tell our students all the time is that you know, I understand that you could do a post and make this much money, but there's no longevity in that if there's, if there's no validity and purpose behind what you're doing. And you have, in order to find that purpose and to find that passion, that's where education comes in, you know, it really opens up your mind and opens up a lot of doors.

HEATHER HANSEN: Yeah. And I love, I wrote it down and when I, when this post goes live, this is gonna be my quote from the post it matters that you can figure it out. I don't know if you're familiar with a woman named Marie Forleo, she's um someone that I followed for years and she has a phrase and I know she's working on a book that comes out I think in the fall. Her phrase is, everything is figure-outable. And I think that there's nothing else if you're teaching students that, that you can figure anything out with enough time and attention and knowing how to learn, that's a huge lesson. Because so often, I know even for myself, like I struggle with tech and I struggled as a kid with science and math. And I would give up rather than being like, I can figure this out, I just need to take the time and use the skills and get the, ask the right questions. And I think that if you're teaching students, whether they be kids or not, that you can figure it out that in itself is a wonderful education.

TIFFANY SORYA: Yes, absolutely, Absolutely. I mean, I see, I see a fundamental difference in, in the teenagers that like follow through with their high school career and those that didn't. And the amount of, like the dedication and it's just capability of being able to sit down. I mean like, oh, I can figure this out, you know, rather than just the frustration ceiling is much, much higher for those who, you know, followed through with school. Because they know that with a little bit of dedication and just a little bit of attention, just like you said, that it's gonna be fine and they can figure out. Where and you can accomplish so much more than you think you can honestly um and you can, you can figure things out so you can figure so many more things out than you think you can. And you know, when you're educated and you have that mindset in you, it's just gonna go, whatever you choose to do, you're gonna go, you're gonna go a lot further with it. You know, it's like if you, and I always say this to you, give you have two people, you know, same age, you know, same, same set of privileges and all that and one is educated and one isn't and you give them both the same opportunity, I can almost guarantee you that they educated, one will go further with that opportunity.

HEATHER HANSEN: Right, yeah, I mean, and that makes that makes sense, but you know, it's uh sometimes hard to sell that to kids, but I think that you're, well, first of all just your

presentation in the way you are probably helps. But also this whole idea that, you know, let's learn how to figure things out and then you can figure out almost anything. And you're such a good example of that because I mean, Tiffany to go from working for a company as a tutor/homeschooler to having the chutzpah to say I'm going to, you know, start a company called Novel Education Group and begin to build a team and all of those things that have to be done in order to make it grow. I mean, I'm sure you had to figure a lot out during that process?

TIFFANY SORYA: Oh, absolutely, absolutely, you know, I didn't go to school for, for business or anything like that, you know, it was there, I was, I was learning as I was going. And and the way that I got through it was honestly because I had a great education and because I knew that I was able to figure it out. If I just put the time into it then then I was able to figure it out. And I think everyone else is, I think everyone else is also capable of figuring these things out.

HEATHER HANSEN: Yeah, Have you, are you do you come from a family of entrepreneurs, you know, a lot of people and one thing that I have found one of the gifts of doing this podcast for me has been that almost everyone that I speak to, I see the difference between having an idea and actually acting upon it. So I'm sure that there's lots of people who had, who have had jobs as tutors and and worked for companies and have thought, you know, maybe I should start my own thing. But actually acting upon it, starting your own thing, you know, doing all of the background work that needs to be done to start your own thing, That's a different endeavor. Do you think that that came through your upbringing or something inside of you or a combination?

TIFFANY SORYA: I think maybe it was a combination because, you know, I don't come from a family of entrepreneurs. And my my parents actually had quite difficult, I think sort of, they didn't have a difficult upbringing, but they went through some pretty difficult things. Um you know, they they moved to the States without really knowing very much English or having, you know, much of the background and just came here, you know, for more opportunity. Not to take, I mean, my parents have done amazing for themselves and gave my brother and me, every every opportunity that we've had, my parents sacrificed something to give that to us and I think it's absolutely incredible. So perhaps, yes, it comes from that. But in actual entrepreneurship um that, you know, my my parents are actually always a little bit wary of me starting my own business.

HEATHER HANSEN: I bet.

TIFFANY SORYA: And in all honesty and in all honesty, I actually started everything and did everything and then I told them about it.

HEATHER HANSEN: But you know, sometimes that makes sense because as much as our parents love us or those people, you know, other people in our lives love us, if they're going to bring the doubts into mind, you don't necessarily need to hear those as you're going through the starting steps.

TIFFANY SORYA: Right, exactly. I just needed to, like hunker down and focus without anyone really around me telling me all the what ifs because I already had,

HEATHER HANSEN: You already knew those. That's right. I, I think that that's a really important point. You know, we know the what ifs, if anyone thinks that we don't know the what ifs that we'd have to be crazy. But it's um, it's sort of not focusing on those at the beginning, especially.

TIFFANY SORYA: Yeah, so it's, you know, so that, and um, and I think because, you know, I always, I don't even, I wasn't like a rebellious kid or anything like that. But because, you know, my parents went through so much when they were coming and they were always telling me to like, be careful, be careful, be careful. I think that's maybe what I wanted to rebel against and I was always just like, I just really want to try this, like, just let me try, I'm just gonna try this. Like, there was something in me that felt like I had found something really special and I wanted to see where I could go with it.

HEATHER HANSEN: Do you think that, you know, you talked about the Kardashians being so focused on, you know, women-run businesses and there are such business women. Do you think that the timing of working with them sort of helped to give you an example of what could happen if you went out on your own?

TIFFANY SORYA: Yes, I do think, I do think that especially looking back on it. I think at the time I wasn't so aware of it, but now looking back, it really only kind of just made me feel like everything was going to be okay because I was surrounded by successful women. And I was working with women who were successful, you know? And so for me there wasn't, it wasn't even, it felt so doable because I was

HEATHER HANSEN: I love that because I think that we underestimate, like you're doing that for other people now, Tiffany. And I think that you that we underestimate, and and the Kardashians probably too. underestimate the power of just their example. You know, like by showing, by showing people what can be done, it gives someone like you the confidence to say, you know what, why can't I try that? You know, I I have the skills to do that, and I think that that example, just in being who you are and doing your thing, you're, you have the opportunity to be empowering other people to do it as well. And it sounds like that's what they did for you.

TIFFANY SORYA: Yes, that's so great, it's so great to hear that. It's so nice to remind people of that because I think it's so easy to sort of go about your life and just continue to like work, work, work and grind grind grind and you don't realize the impact that you're making on other people. To remind people about it is really great. Thank you, I really appreciate that. And I always try and tell my students that as well, you know, especially as we're trying to bridge the gap between sort of education and you know, celebrity-ism or you know, influencers. Reminding them, that how much impact they actually have with the people that sort of follow them on instagram or follow what they read or listen to what they say. You know, there are people out there and a lot of them that really listen to what we say. So I think it's important to be aware of the responsibility that we have in that.

HEATHER HANSEN: Yeah, I think that I think that that's true and you know because you're talking to those people, you also have that influence as well. It's sort of like you know the Russian dollsm like one inside the other and everybody's influencing each other.

SPONSOR: Today's episode is brought to you by me. As good as I am at selling my case in the courtroom, as good as I am at making a case for my clients and my evidence in the courtroom, I sometimes forget to sell myself. And I want to make sure that you all know exactly how I serve people like you. So I do a couple of things, I go into companies and two associations and I give keynotes or trainings or master classes on how you can make the case for your team, for your ideas, for your leadership, for your products and for your services. And we talk about things like credibility and seeing things from another perspective and using evidence and overcoming objections.

And so I do that for all kinds of groups like google and LVMH and the American Medical Association and Save a Tree. But I also work with some people one on one. And with those clients, those people, I tell them all of the ways that they can use the tools I used in the courtroom to make the case for themselves. To make the case for more money, more resources, more time off the ability to work from home. So whether you work in a big organization and you're a leader who needs someone to come in and work with your team, or whether you're an individual who wants someone to help you to sell more houses or be a better teacher or get more raises. I am the person for you.

If you're interested, there's a link in the show notes for us to have a chat. I would love to talk with you about all the ways that I can help you to make the case for yourself and your dreams. Now, back to the show.

HEATHER HANSEN: Now, one of the questions that I always have and and the guest who's gonna be on the week after you, um she focuses heavily on this and she runs a female run media company. Building a team, because I think that you know, we need to be able to do that in order to achieve the heights that we want to achieve. And I wonder with Novel Education Group, are you building out a team and how are you finding that process?

TIFFANY SORYA: Um yes, definitely building out a team. You know, for the first couple of years, for the first couple of years, I would say, maybe the first year it was really just me doing it on my own. Um and what I've really learned in the process and this, this goes for anyone who starts a business. I mean if you have really legitimately started a business of your own, you understand what I'm doing when I say that that is your baby. Like you have put everything into it and it is really hard to let go of control. It's really hard to say because you want to be able to have control of every single aspect of your business, you know every word that gets said, everything that's on the website, every color that you use for your color palette. Like you want full control and you not only that, but you want people to know that it's coming from you and it's not coming from someone else.

So for me a huge learning experience and continues to be, is understanding that running a business and growing a business are two separate things. And you can't put, you can't put your all into both of them, you just can't, it's just not possible. You have to let go of one a little bit and, and that's where the team building really started for me, is understanding that I had to let go of something and let someone else take care of other things if I was going to put more focus on another aspect of my business.

HEATHER HANSEN: And I would bet that delegating the running so that you can focus on the growing.

TIFFANY SORYA: Yes, Yes, absolutely, absolutely. Especially if, you know, if the growing is like, you know, in my situation like spreading a message and trying to, you know, have other people like jump on board with my message. That's, that's a whole other set, that's a whole other set of things that's much different than just like the day to day things of running a business, So being able to like let go of the day to day things, which is actually really hard for me, but once they actually did, then I suddenly things expanded a lot more. So I think that's a great piece of advice for anyone who is starting a business, to understand that there's only so much you can do. And if you think if you want to try and do it all, it's like you're really kind of only only holding yourself back. And you should understand the things that you can, that you're able to do and that you're unable to do. And the sooner that you figure that out, then, the sooner that you can grow.

HEATHER HANSEN: Yeah, it's um I think it's a lesson that's that's tough to learn, but you're right in order to really reach the next level, everyone's got to sort of get it. Now what is the next level for you? What do you, what do you want In the next five years Tiffany? For Novel Education Group, but also for making smart stylish again in your personal brand?

TIFFANY SORYA: So there's a few things. Definitely, number one is going global. As of recent, we've had more international families reach out, which is amazing. And getting them, you know, and by international, I mean, families to honestly travel kind of as a lifestyle. And getting them, making them understand that they don't have to sacrifice education in order to live this sort of unconventional lifestyle that they've chosen to live. They can um they can live this life and have this amazing school that they can do on the go and then still apply to college one day and all that. We can take, we can take their lifestyle and mold it into their curriculum. So that suddenly is also where they are, which is really, really amazing for for a lot of these families.

Another is to start partnerships with the right brands who share the same ethos as as Novel does. You know, starting those partnerships and getting just really aligning with people, you know, this all goes with the message of people hopping on board with what we're trying to do. So finding those right people in those right brands to help us spread this message is another goal of ours.

And um and then also, you know, getting into more, you know, speaking engagements and panels and um just more things where I can share my story and we can share Novel's story of,

of how we're trying to make smart and you know, make smart stylish again, trying to modernize education and and make it cool for, for the, for the younger generation.

HEATHER HANSEN: Yeah, I love it and I think like I said at the beginning, I think it's the right time for this. Because I just feel like everywhere I go, I had lunch the other day and they were talking the person I was with was talking about, you know, the education crisis and how these kids, especially with college, are paying so much money for an education that they're not necessarily going to use and never gonna be able to pay off with the kind of jobs they're gonna get. So something definitely has to be changed, and to your point, modernized. And then I think also, you know, you talked about the traveling families, I think that's also sort of the future and the idea that part of the curriculum is your life. And you have you have done that with Kylie and Kendall, with the other famous kids that you work with, where you see that their lives are teaching them so much, Why not use that as part of the education process? It just makes sense.

TIFFANY SORYA: Yes, absolutely. It makes total sense. It does, it does not make sense to me to say, put your life on hold so that you can sit down at a desk for five hours a day and do work that you feel that you personally feel tedious. I mean, I really just like that goes against so many things that, you know, when you ask people like, what was your biggest lesson in life? It was never like chapter three of my chemistry book, it was like, it was like an experience, right? So like we need to take these experiences and put them into the curriculum. You know, or, or we need to somehow, and it's like, and, and don't get me wrong, you know, like there has to be standards with school. Like I believe in standards, I believe, I believe that we should have like fundamental classes that we need to take. Um but to be spending 7-8 hours of your day doing work that you personally feel isn't, you're not gaining much from. I mean, I just feel like they're missing out on so many other things. And we need to be finding balance between the two.

HEATHER HANSEN: And it's turning them off on education altogether, you know? And then that's not, that's not working for anybody, especially the, you know, the rest of society who needs the benefit of these kids brains in their minds. So I I just, I love what you're doing, Tiffany. I think it's so interesting and so smart, you're certainly making smart stash again, because you are, it is such a smart idea and a great approach.

So as we wind up, I like to always ask my guess about the word elegant because, you know, the root of the word elegance is to choose and I believe you choose your elegance. So what does elegance mean to you?

TIFFANY SORYA: To me, you know, in terms of choice. So to me it means to be able to choose who you want to be and then owning the responsibility to make that happen for yourself. I think we all have to take accountability and responsibility for the people that we want to be, for the things that come out of our mouths, for the message that we want to spread. And own that responsibility and and make it happen. I thought that's really what it means for me.

HEATHER HANSEN: I love it. I love it. And then what do you do, you know, things get hard, especially when you're starting your new business and still dealing with, you know, the work that you have to do in the day to day. What do you do to maintain your elegance when things are challenging?

TIFFANY SORYA: I really try, I try to understand what I have control of and what I don't have control of. And then maintain composure from there. Um you know, once I realized what I do have control in the situation, then I can try and change that. And then when I when I realized that I don't have control over, you know, there's someone that can help me with that part that I don't have the control over, then I can try and find that. But really understand, in the difficult times, what I can do about the situation and then and then get that part done.

HEATHER HANSEN: Yeah, I love that, and that's a good lesson to learn. And then what book would you recommend? And you know, I know there's so many books out there, but the one that you feel most contributes to your elegance?

TIFFANY SORYA: You know, it's this constantly changes for me. Um so right now I honestly found it silly, but right now it's actually, you know, with the whole like Marie Kondo thing on the Netflix, I don't know if you've seen the show. But I got my boyfriend the book for Christmas, the Life Changing Magic of Tidying Up. I got him that book like two years ago for Christmas and we never really took it that seriously until the show came out. So then when the show came out I revisited the book. And that it's not just like cleaning up. I really feel if you like actually take the time to read the book, it actually forces you to face yourself, it forces you to make decisions and it reminds you to have gratitude for all the things that are in your life. Yeah, that has really, right now, that book really resonates with me a lot. Because the idea of seeing everything that's in front of you all at once and then making decisions about all of those things, I think is so productive and has made me more productive just in general.

HEATHER HANSEN: I love it. It's a great recommendation and then the last question is my favorite question, I have a guess as to what your answer is going to be, but if you were walking onto the stage of life, what would be a theme song as you walked onto stage?

TIFFANY SORYA: Okay, so I'm on a bit of a, I'm on the tail end of my Coachella run right now so, and with Beyonce's Homecoming, that also just came out on Netflix, I think (inaudible) Formation by Beyonce because I don't know if you actually listened to the lyrics of that song.

HEATHER HANSEN: Which song you went out for a minute, Formation?

TIFFANY SORYA: Oh sorry, it's Formation by Beyonce.

HEATHER HANSEN: Yeah, okay, yeah, so I have, I thought it was going to be your Erykah Badu song. But Beyonce's formation, so why is that your choice? I'm familiar with it, I love it and I love I love all her most recent stuff and especially what she did with that Netflix, but go ahead what what why Formation?

TIFFANY SORYA: It's just, it's like a call to action kind of and it's so motivating. And I think there's one line in the song that that says like, the best revenge is getting your paper. And it's like the best, the best way, the best way to prove anyone like wrong, or to like show anyone up or to or to, you know, prove any point is never just to like say your point or or express to them anything. It's just to really focus on yourself and become successful in yourself and that's it. That's all you ever have to focus on. If we spent so much less energy, like hating on other people and put that energy towards just working on yourself and just like honestly not caring about the things, like why waste energy even paying attention to the things that you don't like? And if you just put that energy back into yourself, you'll be so much more successful. And that's like the best revenge or message of it all is just to like, you know, hey like get in formation and just continue and like just continue to kill it for yourself.

HEATHER HANSEN: Get information, get education and make smart stylish again. Tiffany, I have loved talking to you, I love what you're doing. I'll continue to watch and and we might want to have you back on here to continue to keep us updated on all that you've got going on.

TIFFANY SORYA: Yes, I would love to. I would love to, any time. Thank you so much for having me. I really appreciate it.

HEATHER HANSEN: Thank you.