

Laura Cox Kaplan ([00:01](#)):

Ready to add a big dose of positivity and empowered perspective to your day? You've come to the right place. Welcome to She Said/She Said podcast. I'm Laura Cox Kaplan. Here, we tackle everything from imposter syndrome and confidence building to the best advice on how to lead yourself through life pivots, including the ones that knock you flat. For the past three years, I've talked to hundreds of experts about their stories. Here, you'll find their actionable advice and lessons as well as my own tools that you can put to use in your own life. Stick around. I think you'll find this investment in you well worth it.

Laura Cox Kaplan ([00:45](#)):

Hi friend. Welcome to She Said/She Said. Today, we're talking entrepreneurship, career pivots and the inspiration that can come from a rich family history, so perfect for Women's History Month. And it's also a great reminder of the women in our own families who have inspired our passions and our interests and who have had such a great impact on us. My guest today is Stephanie Summerson Hall. She is the CEO of the Charleston, South Carolina based Estelle Colored Glass company.

Laura Cox Kaplan ([01:20](#)):

The company is named after her grandmother, Estelle, who in many ways inspired the company. A friend of mine actually found Estelle Colored Glass on Instagram and shared a link with me last summer, and I have been a fan ever since. Their products are absolutely gorgeous. Be sure to follow me on Instagram @lauracoxkaplan for a little visual tour of some of my favorites of Stephanie's pieces. Stephanie's story embodies the importance of family history and how it can serve as the inspiration that ultimately leads to economic success. We talk about some of the challenges facing women entrepreneurs, and particularly when those entrepreneurs happen to be women of color. Stephanie, welcome to She Said/She Said.

Stephanie Summerson Hall ([02:06](#)):

Thank you for having me. I'm very happy to be here, Laura.

Laura Cox Kaplan ([02:10](#)):

I'm so happy to have you. As I mentioned to you previously, and as many of our listeners know, I am a big fan of your product and own several sets. The wine glasses are my favorite. I know you make other things, but the wine glasses are absolutely gorgeous.

Stephanie Summerson Hall ([02:25](#)):

Well, we certainly appreciate your support and it's always good to hear that you like our pieces.

Laura Cox Kaplan ([02:32](#)):

Absolutely. So before we get into the business, I'd love for you to tell us a little bit about yourself.

Stephanie Summerson Hall ([02:40](#)):

Well, I am now a serial entrepreneur. My college, I majored in Political Science and always intended to go to law school. I went to law school, practiced law for 10 years. And started a business, an event rental business when I was five years into my law career. And at the 10 year mark, I decided that being a business owner was more in alignment, in terms of me raising my new family. I had young children and lifestyle was in my head. I'm thinking, this is going to be much easier life, but of course.... But what I

really did, the funny thing was being able to be in control and really be able to decide what I wanted to do with my time and how I wanted. I didn't like the constraints of practicing.

Laura Cox Kaplan ([03:53](#)):

Was it hard for you to make that shift after working so hard and finishing law school and becoming a lawyer, to ultimately making the shift to entrepreneurship?

Stephanie Summerson Hall ([04:02](#)):

Well, what I've done is, I started off... When I first got out of law school, I went to do a clerkship, so I did end up doing two appellate clerkships. And so that was a checkoff. And then I worked for a mid size firm in smaller spaces. And I just did like, I tried this. I'm doing okay with it. I'm okay at it. I'm not just in love with it and ready for the next opportunity. And so I did some checkoffs and I always experience these really... They were good experiences overall, but it was just not very fulfilling to me.

Laura Cox Kaplan ([04:47](#)):

Mm-hmm (affirmative) So I think you mentioned... Did you start your first business while you were still working as a lawyer? You were doing a side hustle?

Stephanie Summerson Hall ([04:54](#)):

Yes, I was five years into my legal career. And I really didn't start it for me, I started it for my parents. I really looked at it like a pro bono project and started for them.

Laura Cox Kaplan ([05:09](#)):

So why? What do you mean by that?

Stephanie Summerson Hall ([05:11](#)):

Well, because my mum has been a florist all of her life and my dad had recently retired at 55 and I just was helping decide... Well, I just looked at it and said, this would be a good business. It was an event rental business. So my mom was already involved with events and I just felt like it would have been a really good thing to get into. And there were no competitors like 30 minute radius of where they were. And so I did all the first Trade Show. I met my dad there. I was living in the DC area at the time and I met my dad in Atlanta for the Trade Show and just basically set the whole thing up. I never intended for me to leave the practice of law at that time and say I'm going to run this business. But when I created the monster, I had to come and run it.

Laura Cox Kaplan ([06:09](#)):

You had to own it.

Stephanie Summerson Hall ([06:10](#)):

Yeah.

Laura Cox Kaplan ([06:11](#)):

So you made that pivot. You ran this event business for a number of years. At what point did you decide to pursue retail entrepreneurship? Very different business.

Stephanie Summerson Hall ([06:22](#)):

After that business was up and running, I just felt like I wanted something that I could really put my imprint on. And opportunity just presented it. I just started looking for something that I could put my imprint on, something that was all mine. Not just working in the business, but working on the business and really saw a lot of growth. And so it was a dead business, it was stabilized into... Well. And I just I said, I wanted something I could put my hand on. And the nature of an event rental business is, because it used to be seasonal, it's not so seasonal anymore. But you'd always have another business that could utilize the infrastructure that was there to make up for the slower months. And so I was always on the prowl for what else could be complimentary to the rental business.

Stephanie Summerson Hall ([07:16](#)):

So I had this notion that if I could sell a product. I happened on this one because we had a house built and I wanted some colored glass pieces in the home as a forever collection kind of deal, and I couldn't find them. And it was just like a light bulb went off like, this is a dying art and everything's on the secondary market. And I just envisioned in my head, wouldn't it be beautiful if there was a brand that had all these different colors and pieces that you could build a collection from, or you could send as a beautiful gift, pieces that really had a personality and just a touch of color. Because we used to start with a white room and build on with color, switch out my throw pillows of color. I have more neutral... It's just, you want that pop of color. So that's just my mentality.

Stephanie Summerson Hall ([08:06](#)):

And I was like, gosh, wouldn't it be wonderful if there was a place that had everything in one spot. And when I didn't find it, the light bulb went off. This might be a viable business that you could put together. So I just started researching and researching.

Laura Cox Kaplan ([08:23](#)):

So the original impetus, or the original pieces that inspired you, tell me about the connection to your grandmother.

Stephanie Summerson Hall ([08:32](#)):

Well, my grandmother lived only one street over from me. She did day trip shopping, all day kind of deal. These were such memorable occasions. And she was always eclectic kind of shopper, looking for nice, beautiful things. She had two china cabinet. Particularly, the heart of her home was the kitchen and that dining room. And so I had all these memories of going shopping with her, from being a child up through college. And it was so imprinted in just who I am. I remember when I was in law school and on Saturdays, I'd be going to the state sales and yard sales and antiques. I love antiques. If I hadn't made it, I'd go rent an antique store everywhere I go. Because that was just something my grandmother loved and it rubbed off on me and I love it too.

Stephanie Summerson Hall ([09:30](#)):

And I just spent so many wonderful days on these day trips where it would be leisure. It was such quality times. And so I had all these fond memories. And that's where I really was introduced to pretty pieces, treasure hunting, colored glass. And so that's was always ingrained in me. You have this collection, you build a collection for your home of really nice, unique pieces that you can build in with stable pieces. So she had these two china cabinets with all these nice pieces that you use when you have special guests

over. You use in your daily life just to show personality at the dinner table top. So that was something I just got from her and that's why... Like my grandmother really was like that. She loved antiquing and she did just something indestructible.

Laura Cox Kaplan ([10:27](#)):

Yeah. What do you think she would think about this company that's named after her?

Stephanie Summerson Hall ([10:33](#)):

I think she would be very proud, honestly. She would be very proud. My grandmother was just warm and affectionate. Everybody had a special relationship with her. I happened to spend a lot of time with her, because again, I lived one street over.

Laura Cox Kaplan ([10:49](#)):

Yeah. That whole connection to your history and to somebody who meant so much to you and who inspired you in a way that if she were here listening to this conversation, she'd probably be just amazed by how those childhood experiences, those shopping trips with you really inspired this business. That's beautiful.

Stephanie Summerson Hall ([11:10](#)):

Absolutely. And again, it's the whole notion of curating a collection of beautiful pieces. And that's just like these colored glasses, just one small piece of the puzzle, a piece of the collection that people can have in their homes. You want something that, is this going to really stand out? And when you think of it in the gift world, if I was to come to your home now, and you show me your glassware, if somebody had gifted you some blush pink coops, they're going to be very special to you. So that's what I'm trying to... This specialness, the uniqueness. That whole notion that everything's on demand, it's you just got... It's memories there. And even if you pass some of these colors down to family members, when every time they use them, they're going to remember the family dinners. So that when I use my unique pieces... Like when she passed away, all of her granddaughters got an opportunity to choose pieces from her china cabinets. And so those pieces are unique. Those are very special. That's really what I'm trying to do here.

Laura Cox Kaplan ([12:24](#)):

Yeah. And that's just embedded in the fabric and the culture of your company, which is a beautiful, beautiful thing. And because it's Women's History Month, it's nice to illustrate those connections to our personal histories, as well as we're celebrating all of these amazing women leaders. But leadership comes in all these different packages and we can inspire others in ways that we don't even realize it sometimes. So it's a beautiful thing.

Stephanie Summerson Hall ([12:48](#)):

It's so amazing I get to talk about my grandmother. It's like when you talk about me being in the practice of law and being an entrepreneur, and now my most successful venture to date is this, of course. And so the notion that it's come full circle. Family was always... That was the reason I left the practice of law, because my family was going to be the most important thing in my life. And everything else is... I'm trying to integrate my work life as secondary into my family life and I'm doing it. The notion that in that workspace, I'm talking about my family and my heritage, it's really a full circle.

Laura Cox Kaplan ([13:35](#)):

Yeah. That's a beautiful thing. It really is a beautiful thing. Okay. So let's talk more about the creation of the business. And the fact that you had this law degree and that you had had entrepreneurial experience before you actually shifted over to retail entrepreneurship, but maybe talk a little bit about how the past experiences that you had had helped prepare you for what you were going into with this Coloured Glass.

Stephanie Summerson Hall ([14:04](#)):

All day long, any kind of collaboration, everything, you've got to look at it like it's got to be a win-win situation. Even for me, the glass makers and our relationship, it's got to be a win-win. Everybody's got to win. So that's how you've got to make sure on the other side. If you're helping somebody to get off the ground, that's different, but after a certain honeymoon period, it's got to be a win-win. So that's how I look at it. That whole thing of each person has to be made whole by that relationship. That's something that I brought from my legal career that it just can't be one sided. We've got to meet in the middle. We've got to negotiate and get in the middle. That's probably one of the most effective things that I've brought from my legal career.

Laura Cox Kaplan ([14:56](#)):

Maybe give me an example of what you mean by that.

Stephanie Summerson Hall ([14:59](#)):

Like, when you're first getting started as an entrepreneur and have these grandiose ideas, but you don't start off with grandiose funding or any of these ventures. You start it off on very... So I think what I've been able to do in my space is do negotiating well and to build a strong argument. So I make my case to put it in a way that's compelling. And I think sometimes women don't have... Particularly, I know I have the confidence because I have that background, but what do you bring to the table? What's going to make me a good bet for you to try to work with me? And I think that's what I do well, and that's what I brought from my legal career, my training. You have to build a good case when you're first starting off. You've got to put it out there, and you got to tell your future plans, but of course, just build a case for why you think you're...

Stephanie Summerson Hall ([16:00](#)):

For instance, a lot of times, when I was negotiating with my boss and company, and now we're getting thousands of immediate at the same time. But at first, even my glass makers, they had minimals. And I'm like, I'm not going to do minimals because I can't do minimums. So I had all these people who were my two major vendors. Each one of them, I said to them, "We cannot do 30,000 of this or 10,000 of this. This is what I'm doing and this is the success I have had and this is where I'd like to go. So can you make an exception?"

Stephanie Summerson Hall ([16:44](#)):

And that's where I negotiated an exception based on this. And I build a case where, if you do this for me, I'm a loyal person and I've been in business X amount of years, and I'm not going anywhere. I honor my relationships. Here are some folks who can vouch for me. Instead of just getting a no and say, no, we don't do that. You have to place an order for 1000, or you have to place an order for 10,000, go back to

the table and say, well, I can't place a thousand for 10,000 today, but in six months, or in 12 months, that's going to be my order.

Stephanie Summerson Hall ([17:22](#)):

Those are the numbers that I'm going to be placing and here's my argument why I think that. And if you get a no on the first level, you got to be able to go to the second level. But I think sometimes as business owners and as women, we get a no, and you might have a really good idea, but you didn't push it. You didn't really knock on every door. Even when nobody answers, you climb through the window and not let the deal fall dead. Because quite frankly, a lot of people are sitting on really great ideas and they don't know where to get started. Just get started.

Stephanie Summerson Hall ([18:03](#)):

I remember with the boxes, we introduced our brand in October, 2019. And of course, we negotiated very small quantities of boxes. I think the first amount of boxes I ordered were like 500. And it was just in so many ways I just said, "Look just sent me X by this... I know you can't get them all done by this time, but can you send me 25 of them? Can you send me 50 of them?" If you're really excited and show a lot of enthusiasm about what you're doing and you believe in yourself and you just won't accept a no for an answer.

Laura Cox Kaplan ([18:42](#)):

Yeah. I want to pivot a bit and talk about the pandemic. So many small businesses, both small and large, everyone's been hit in one way or another. Maybe talk about your own experience with the pandemic and running this business and some of the challenges that you faced.

Stephanie Summerson Hall ([19:00](#)):

Yeah. Okay. Well, when the pandemic hit, of course, in our state of South Carolina, the governor said, everybody close your business down. So at that time, our rental business was... This was still a little side hustle I had with the glasses. We'd placed considerable small orders going into the holidays for 2019. We just started in October so, we still had products on the shelf when we closed. And so we were at home and I was posting on Instagram and then we just saw an uptake. I guess people hadn't seen us before and some of the influencers had not seen us before. And so we had uptake in orders and we were able to still come in and ship product.

Stephanie Summerson Hall ([19:49](#)):

So we saw an uptake from the very beginning. And then some world events happen, like with the Black Lives Matter movement. And what Instagram in particular did was, the folks on Instagram community, they did a whole week of supporting black businesses. And I mean, it was just chaos for me. I was on four interviews, everybody was supporting. All the major publications, I got a call from Martha Stewart's longtime editor, Darcy Miller. I was on four interviews a day. People wanted to hear my story. It was out of nowhere. I mean, it was...

Laura Cox Kaplan ([20:33](#)):

And this was a big shift, right? Because the company was still really young.

Stephanie Summerson Hall ([20:37](#)):

Yeah, exactly. Yeah. I went into the pandemic with 20,000 followers on Instagram. Due to the Black Lives Movement we were around about, maybe about 50 something thousand. So that was a big lift.

Laura Cox Kaplan ([20:51](#)):

Right.

Stephanie Summerson Hall ([20:51](#)):

A big lift. And so a lot of the influencers that we'd reached out to beforehand and told them about our products, now they were DM-ing us and then we went back in the DMs and saw that we had Dmed first. They were like, "Oh, well, I never saw this." You can't assume somebody saw something on your DM. And I totally get that now, because if you DM us, we probably didn't see it. So we got a big lift from the pandemic, honestly. And then just from there, the momentum has just gone from one thing to the next and again, I'm so comfortable.

Stephanie Summerson Hall ([21:30](#)):

I think it's relatable. People love talking about their grandmothers and love talking or hearing about your family history. It's just been a phenomenal thing, but one thing I was very proud of when the pandemic hit for my business, when you talk about the pivot in everything is, I was happy to be in event rental business. Our event rental business, everything got canceled at spring. So we had a whole crew of guys and other team members at the front of the house that had nothing to do. And so I was very happy that we could at least bring them in and work on a new project. So as a business owner, I would never get... And I've always been in a mindset like you got to have a plan A and a plan B.

Stephanie Summerson Hall ([22:19](#)):

So it was very rewarding to me to know that I didn't just sit on this idea. I had product of on the shelf when the storm hit, when the pandemic hit. So I was able to take advantage of this interest in our products, interest in supporting a black-owned business and people could actually buy our product. So that's one of the takeaways right there. It's, just always have a plan A, B, C set up. So if one thing is not working, at least have something else. Something else on your plate that you could just put in action, or...

Stephanie Summerson Hall ([23:02](#)):

This is honestly how I look at it and something else I bring from the practice of law. You hitch, you sell umbrellas and you sell suntan lotion. So whether, it's raining or if it's sunny outside, you'll be okay. And that's how you have to think about it. For me, I want things that work with my infrastructure. We had warehouse space. We had team members, all these things that we can transfer from one division of our company to the next, but we're working on two different projects, offering two different things. So again, we're going to be okay.

Laura Cox Kaplan ([23:47](#)):

So in your case, the Hedge is what? Is that a different product line, or how do you think about it in your existing business?

Stephanie Summerson Hall ([23:56](#)):

Well, we're offering a service and we're offering a product. We're doing something that's... Here, we are regional. Event Rentals we do weddings, corporate events, which are not happening now, but weddings are picking back up, but that was our core business, initially. And of course, now this brand has really grown so quickly. This is our main focus now, and we're eliminating some of our event rental offerings, because we've got to focus on this. And some of the things that we did, that were less profitable or didn't get as much traction, we're... So you're always going back and if it's not working, just stop with it and go with something different.

Stephanie Summerson Hall ([24:57](#)):

And I will tell you this. I actually started this whole Estelle thing... Really, it was born out of a store I had online. So I was going to sell like 100 products of artists and made goods and all these brands that I love. And then I said you know, what, what I'm going to do is I'm just going to focus on the colored glass. And I have glass makers and I can get to a 100 products with glass because I do all different colors and different styles. Not that I want to go to a 100 products, but you understand what I'm saying? I can build it out.

Laura Cox Kaplan ([25:42](#)):

Yeah.

Stephanie Summerson Hall ([25:43](#)):

My advice is just whatever your ideas are, start. And then evaluate whether it's working or not, and then by that time you probably have another idea. So just try it in small doses and don't be afraid to say, well, this is not working. I'm just going to close that out, put that on the shelf and move on to the next thing. Because when you're on this entrepreneurial path... This is the only reason why I'm having the success today, it's because I didn't quit. And I stuck it out till I found something that the market wanted, and that was good on a large scale. Because it was always my goal to start something that really reflected all experiences that I had. I'd been given opportunities, something that was on a large scale. The event rental company, I'm very proud of it. But of course, I had a lot of relatives and people say, "You went to law school and you're..."

Stephanie Summerson Hall ([26:51](#)):

And they had no idea how much money you make in the event rental business. They just saw it as a small business. And you don't want to be driven by money at all, but they didn't really understand the caliber of that business. And they saw me as a failure because you had a law degree. So much of a prestigious thing versus saying, I have an event rental company that provides tents, tables, and chairs for all kinds of events.

Laura Cox Kaplan ([27:20](#)):

Yeah.

Stephanie Summerson Hall ([27:22](#)):

And now, they're not saying that so much now because, it's almost like I'm a trailblazer in my own space because people don't know anybody that's done this. They don't know that this can be done. If I say my end goal is to be an entrepreneur and build wealth and just build profitable companies, they don't know anybody who's done it. Just because you start small, that doesn't mean that you can't come up with a

good idea that goes viral. In my case, that's what's happened. So I think the main thing of it is... Not even you want something that goes viral, whatever you want, you just got to stick with the whole process. Because there is a very rigorous and very disappointing and sometimes very lonely process. It's lot of failure, but your failures will lead to success, if you do not quit.

Laura Cox Kaplan ([28:31](#)):

I love that. Talk a little bit about unique challenges that potentially you faced as a woman and specifically as a woman of color.

Stephanie Summerson Hall ([28:40](#)):

Well, I've actually called it the double whammy. And usually what's happened, Laura, two different things that happened is either you'll get dismissed altogether and not taken very seriously. Or, second thing that can happen is that you get discounted. Your product or your services are not as good as the next person's products or services. So those two things have happened. And from my perspective, even in my local creative community, if I was to be very honest, I've been well received now, but in the past, you get kind of pushed in the corner like... You're not going to be invited to be a part of what people feel is the group.

Stephanie Summerson Hall ([29:34](#)):

So I honestly do not believe that if I did not get this national attention, that my local community would have now embraced me as much. And that's very disappointing. But I hope that we are in a different space, just in our period of history, where a lot of these considerations will not come into play for all those that come behind me. Because it's very daunting to be in that space where, like I said, you're either dismissed all together or discounted.

Stephanie Summerson Hall ([30:07](#)):

Like one time, when I first moved here, I had a law degree and I knew something about business. And we tried to set up a partnership with another event rental company because they specialize in tabletop that we didn't and we never wanted to get into that, to the extent that they were in it. So we wanted to set up a partnership and the gentlemen kept saying to me, "What we're working on here, you can make a 10% profit." And I'm like, "Well, gosh. Am I supposed to be excited about 10% profit?" That's like breadcrumbs, what are you talking about? Why would I get into something where I'm going to make a 10% profit? The notion of that it's almost like, if you thought I was your equal, you would not say something like this. You got to think I'm almost stupid to be excited about working on something where I'm going to get 10% profit.

Laura Cox Kaplan ([31:17](#)):

So given this experience and given what you've learned and having had those experiences with colleagues or contemporary business owners or potential collaborators, what advice would you have for someone else who's in your shoes, but in your shoes from maybe two, three years ago? What advice would you have for them if they encounter these obstacles? What would you tell them?

Stephanie Summerson Hall ([31:46](#)):

I'll just say thank you but no, thank you. I tell anybody you want to get into the air, like you want to find something... This is a passion project. We sell passion products. Either you want to buy it or you don't.

You like it, or you don't. So it's a niche kind of a company. So you want to find something that has a potential to have its really good roof. You want to make sure that you have that thing in your hand that you're passionate about and you know, if you can build your tribe, it's going to do well. And I think sometimes we just get into lackluster things because it looks appealing at the time, it's trending. It's okay to be off the grid for a minute.

Stephanie Summerson Hall ([32:35](#)):

So I think my advice is, really spend some time finding that thing that you're just like a light bulb moment. Get into a quiet space or just read books. I read a lot of business books, I read a lot of things about entrepreneurs, from entrepreneurs. But really develop your idea list and then... For me, that's what I did and I'm so happy that I did do that. Make sure you've got a great idea. If nobody else thinks it's a great idea, you got to think it's a great idea.

Stephanie Summerson Hall ([33:13](#)):

And my next piece of advice is to just get started. Be very wise as you're getting started. Don't overthink it, don't overspend. Just have it contained. It's okay to start small. Start small, because some ideas are evergreen ideas, but they don't necessarily catch on. So you want to make sure that if you do have to take a loss, take a L. You're taking a smaller L than if you just put it. Like I'm not going to put my kids at risk, my husband at risk. I'm always saying this is my little venture money. That's how I looked at that. This is my little play around, sort of advance... Instead of being comfortable where I am, and I know I'm on the prowl for a great idea, I'm going to money I could use for so many other things, in a car or whatever, I'm going to use this to just really explore this business venture. So, I think that's a way to look at it.

Stephanie Summerson Hall ([34:25](#)):

And then you got to be the first person to say, well, you can't have it all. You can't have all of your wishlist. And when it's for business, you got to be able to say, well, I'm going to sacrifice my wishlist for now to explore potential business opportunities, and I can always go back to my wishlist once I've built the business.

Laura Cox Kaplan ([34:47](#)):

Yeah.

Stephanie Summerson Hall ([34:48](#)):

So I think don't be afraid to make those trade offs and those sacrifices, but by all means get started. Just put it out there. For me, this was the hardest thing I put out there because it involved my grandmother and I didn't want it to fail. It was going to hit hard if it did fail. It was moving very slow at the beginning, but I just didn't want it to fail. And then of course, I had relatives and everything. I don't know what I was doing. And they were very proud of me. And I wanted them to say, well, she did it and... It's almost like you closed a restaurant. You know what I mean? But if you have to close the restaurant, just close it and keep moving. You know what I mean? And learn your lesson. So I think that just get started and see whether it is a goal, or what. If it's not a goal, just go back to the drawing board and come up with something else. If this entrepreneurial space is truly for you, because sometimes the failures are such that you just say, it's not for me anymore.

Laura Cox Kaplan ([35:54](#)):

Yeah, Stephanie, this has been amazing. I love your story and I loved having a chance to spend time with you. I'm really grateful.

Stephanie Summerson Hall ([36:02](#)):

Well, it's been wonderful, Laura.

Laura Cox Kaplan ([36:04](#)):

I know that folks will be excited to check out a Estelle Colored Glass. You'll find Stephanie on Instagram and that'll take you directly to her website, but we'll also include links to Estelle Colored Glass in the show notes for the episode as well.

Stephanie Summerson Hall ([36:18](#)):

I really enjoyed being here, Laura.

Laura Cox Kaplan ([36:20](#)):

Thank you. I loved having you, and hopefully I'll get to meet you one day, if we ever get this pandemic behind us.

Stephanie Summerson Hall ([36:25](#)):

Absolutely. Absolutely.

Laura Cox Kaplan ([36:28](#)):

Hey friend, to learn a bit more about my guest today, Stephanie Summerson Hall, please check out the show notes for this episode, Episode 143. And remember if you're enjoying She Said/She Said, I would love to hear from you. In fact, I'd be very grateful for any feedback and thoughts that you have for me. Be sure to send me a note through the contact link on our website or direct message me on Instagram. You'll find me @lauracoxkaplan, all one word. And if you're not currently following me on Instagram, I hope you will, because we share a lot of complimentary content on the Instagram page that really compliments each of these episodes. So I hope that you'll follow me there as well.

Laura Cox Kaplan ([37:14](#)):

As always, I am grateful that you spent time with me today, and I hope that you found this investment in you well worth it. I'll see you next time. Take care.