



Welcome and Guest Introduction

0:00 Everyday.

0:14 Welcome to Feral and Fabulous. We have an amazing set of guests today. I am

0:19 super excited to tell you guys um what's going on in the beauty and injector

0:24 world uh along with other uh cool and fun stuff that we're going to talk about. Um, our guest, I have known this

0:31 lady forever. I mean, and a day. Um, but it is the one and only Stephanie

0:37 Flippen, um, who is the owner of Beauty Wise, um, which is actually just down the street. It's on Santara, so it's got

0:44 a fabulous location. And she has brought with her her number one master injector.

0:49 And Melissa Keane is going to also be along for to tell us basically what's

0:55 going on in that world and um, all the cool things that are happening. So, um, I'm I'm excited to have you guys on. So,

1:01 thank you for agreeing to be on here for having us. Super excited. I don't know how excited you'll be by the time this all gets

1:07 done, but we're super excited right now at the start of this. At this point, we're still all excited. Super excited right now. Yes.

1:13 Well, one of the things that I wanted to start with is obviously I have known you for a long time, but I'm so curious like

Stephanie Flippin's Journey into Aesthetics

1:20 I know you're very entrepreneurial. Um, you've got your hands in so many different cool things. what led you down

1:27 the path to go into uh the the beauty world? I mean, what what all is, you

1:33 know, kind of the story behind what led you to open up um Beauty Wise?

1:39 Well, I would say part of it is because I'm a smidge to crazy. That that would be it would definitely be a dash of

1:45 craziness. The first step is admitting that you're a little crazy. Uh so, I admit that

1:50 step. I've always had a passion for aesthetics. I think aesthetics are so important for men and for women, all

1:58 walks of life. Everybody has something that they want to fix. Everybody has something that they want to make better.

2:04 So, we all are we're our worst critics. At the end of the day, we are our worst critics. So, amen to that.

2:10 Um, I've always had a passion for aesthetics for obvious reasons. I mean, we're out here and at the end of the

2:16 day, you're your own walking billboard. So, that's just kind of aesthetics has always been appealing to me. I've always

2:22 gone in and tried to take care of my skin and do all the right things that you're supposed to do and also do all

2:27 the wrong things that you're supposed to to do and be in the sun and go to tanning beds and drink too much.

2:33 Absolutely. And I've done plenty, you know, I've done plenty of that. So now I've really uh if I wish I would have

2:39 known now in my 50s back in my 30s and I could let literally

2:45 be, you know, it would be like Benjamin Button. I would literally be aging backwards. Well, you are. Honestly, I've known you

2:52 long enough to say, and what did I just tell you to today when we were in the lobby? You are aging backwards. I swear

2:59 to you. I mean, seriously. And so, there is definitely because we do business together, ma'am.

3:05 No. No. Uh-uh. Uh-uh. Because I'm one of those people and and my producers can

3:11 back me up on this. Um, it's like what my mom taught me. If you don't have anything nice to say, don't say anything

3:16 at all. So, I would be don't say anything at all. I just would choose to not say anything. But no, really, I've

3:22 known you long enough to have a, you know, a timeline uh in my brain. And so,

3:27 I do believe that there are all kinds of cool treatments and things available out there that can really to a great extent

3:33 somewhat reduce and or greatly um you know, roll back roll back the you know,

3:39 the time the years. So, you can get in there and you know, Mike Tyson it with father time. Yes. with all

3:45 the things that are coming out at the end of the day, you can get in there and really hold your own now. And that I love that. And so tell me

Latest Trends in Beauty Treatments

3:52 like what are the latest like what's hip now? Like what's cutting edge, you know,

3:57 like what are I mean obviously I want to talk about all the different services and stuff, but what is like new and

4:03 different and something that's kind of like the latest and greatest technologies? Definitely. Um, we've kind of the

4:11 pendulum is swinging back from the filler craze and the puffy face, okay, into more of a regenerative phase. And I

4:19 often um look at the PDGF and uh hang on.

4:25 I'll talk about that. Okay. I was going to say what is that because I you just you stumped me right off the bat. I don't know what that is.

4:31 So, uh, it tells our body to start producing collagen and elastin. And that

4:36 ships sales for us in our mid20s. Oh. And so it's kind of a newer technology that lots of controversy on on Instagram

4:44 with all the Insta famous people are kind of going back and forth with it, but that's been the newest, latest, and

4:50 greatest. Okay. Interesting. Um, technologywise, um, my goodness, we have some really

4:57 top-of-the-line state-of-the-art lasers, but we'll buy it, we'll use it for a

5:03 month, and then they come out with a newer technology. Um, so it's ever changing.

5:08 Is it evolving that quickly? Ever evolving. Ever evolving. Wow. It's worse than the iPhone.

5:14 Yeah. Oh my gosh. And that's bad enough. I mean, literally, isn't that meeting today?

5:20 Correct. I actually have a meeting with a lady. Yes, it it's worth it's it's worth to that meeting.

5:26 There we go. You go apple. Yeah. I wish I had a piece of apple. Like I

5:32 give them a small chunk of my soul every year. Every year. Don't we all? Because it seems like, you know, the

5:38 newer they come out, the worse mine starts acting. Yeah. So they make me do it. Oh, I know. They make me do it. Totally. I wish we

5:44 could make people come in and and take care of their skin more than what they do. So,

5:49 we do our darnest to get, you know, the Titanic back up off the floor after your 20s. Yes. Yeah. No.

5:55 To resurrect it and bring it back to the port. So, that brings up a good point and I'm curious. I mean, obviously you guys have

6:01 all the latest technologies and stuff. How much of the treatments are really in

The Importance of Aftercare

6:07 partly shared by the, you know, um the person the person that's getting the treatment done to do what they need to

6:14 do for the aftercare or the ongoing care? Like I I'm curious on that side of

6:19 things because I think that some people feel like they can just go in and have this treatment and then it's like you

6:24 don't have to do anything besides the treatment and get your teeth clean and then go home and not brush them. Exactly. That's why I wanted to hear

6:31 kind of your take on that because I do feel like it's kind of like and and I will say I go to beauty wise I love

6:38 beauty wise and so I feel like it's a partnership. Oh 100%. Right. And and so I feel like it's like

6:44 yes, you are going to be able to provide the treatments, the the facials, whatever it is that you're, you know, um

6:50 participating in and getting, but I feel like there's aftercare and things that need to be continually done to make to

6:57 ensure that you're getting the best result. Well, it's no different, you know, if you went to a personal trainer and then you stopped at McDonald's on the way

7:03 home. Yeah. You know, at the end of the day, it it's a regimen. You go in and we we give you the tools to start working with, but

7:09 it's up to you to use your regimen of the proper skin care. Yeah. Stay out of the sun. Do you know there's

7:15 a lot of different things that go into the regimen. I mean, I my regimen is the same in the morning is the same in the

7:21 evening, you know, and actually I've been really laxed lately except for going to see her, but as far as like my

7:27 lasers and things like that, I'll be honest, it's not my favorite thing in the world to do because I'm super reactive. My skin is super super

7:34 reactive. But on the right, I mean, she just had a BBL on her decllete, her chest this

7:40 morning, so you know, and yes, and so you'll start to see little brown spots come up, like little freckles, and then they just

7:46 slough right off. So, it's literally bringing up from underneath the skin, the brown spots that are going to come out eventually.

7:52 What is that timeline between when you get the treatment for that and when the actual spots slough off? I'm just

7:58 curious. 7 to 10 days. Okay. The body takes a little bit longer. Sometimes it can it can be up to two

8:04 weeks. It does take a little bit longer. For me, it'll take it'll take a good two weeks. Or if I'm if I'm from here down

8:10 getting anything done, it it will take two weeks for me. Is it because you're more reactive? Is that why or or is like what is the

8:17 reason some people? Well, let's put it this way. The first thing that we use this as I'm sitting here talking to you, I'm not using any

8:23 of this, but we use this all the time. Expressions, eating, drinking, talking.

8:30 So it it's constantly on the move. So that that would be my analogy as to why

8:35 it takes a little bit longer. I know those eye rolls cause a lot of wrinkles. So listen

8:41 full of eye rolls. Correct. A thousand times. You need to have a specific treatment

8:47 for that. Correct. We do for the brow lift. Yes. Correct. When you get the I mean business brow

8:53 lift, you're done. Okay. Yes. You don't have to You don't have to do it. It's already there. It's

8:58 just automatic. I'm getting that. I haven't had that yet. I'm getting that. That is She is on my Christmas list.

9:03 You can absolutely get the brow raise and just walk around with it. Yeah. And just that way people already think,

9:09 don't mess with her today. Today is not the day. Today is not the FFO day. So that is not

9:17 that's not the day. Every day is FFO day around here. FO. Listen, people tend to love to just,

9:24 you know, they love to FFO and so sometimes you got to you got to get the FFO. So that's what I got you.

9:33 Exactly. No. Very true. You just wear it and Correct. Here's your warning sign. Yeah. She got me a t-shirt that says,

9:39 "How are we going to act today?" Because that depends on my attitude, you know. So, yes, she got me one of those and I

9:46 thought, "Boy, that that's something else. That speaks volumes." No, that that is awesome. Well, I mean,

9:51 like I said, I know that there's so many different things that you guys do. One thing I can say, um, and because of

Acne Treatments and Teenagers

9:57 where your location is, I know that you have treated, um, several of my friends and their their kids and then even my

10:04 own family. Um, and I know you guys have a great treatment for acne. And again, I

10:11 know from personal experience with my family, um, that has had it it's had a

10:16 miraculous effect, uh, for her. And I feel like you guys being so close to

10:21 Reagan High School, I mean, I would think that the whole parking lot would be emptying out and heading over to your

10:26 place just because to me, I've seen lifechanging results. And I think when

10:32 you're a teenager, and I know it's been a minute, it's been lots of minutes for me, but I just feel like thinking back

10:38 to that time, I mean, the technology is so much better now than it was when I was a teenager. And I just feel like,

10:45 you know, kids don't have to go around and battle that to the extent that many of them are because I think a lot of

10:51 times they don't even know that there's treatments out there that are so just significant in terms of what it can do

10:58 for your, you know, your just your mental um your mental health because I think acne can be something that's

11:04 really, you know, um overwhelming. Acne is devastating. Yeah. Especially if it's on your face. I mean, you know, if

11:10 it's on your back or it's on your arms, you know, that you can at least put a shirt on, but I mean, your face,

11:15 if you have your calling card, Absolutely. It it can be devastating. So, it's uh our acne boot camp is We've

11:23 had some amazing results. Like you said, your family members come in and, you know, we've had some amazing results

11:28 with teenagers, but even so, we've had amazing results. We had someone come in and she was in her 40s. Yeah.

11:33 And she started taking hormones and acne all of a sudden is now your new best

11:39 friend again. And so it it there's really no age limit on it. Yeah. No, I I totally agree. So that's

11:45 the thing I love is that you guys have such a variety of services that it's not just in one lane. you kind of cover a

11:52 lot of different things aesthetically and also um like I think you guys also

11:58 do a lot of stuff for weight loss and I know that that's also something that's really a big topic um and not

12:04 just for the aesthetics part of weight loss but many people are doing it for your health. I mean just to get in

12:11 better health and I think that's so you know important these days with not only you know working out is important but

12:18 also what you're putting in your body is going to be a huge contributing factor to your overall health.

Weight Loss and Personal Struggles

12:24 I think the number one thing with weight loss is is that you know being a person that's lost a lot of weight. I mean you've known me back in the day at my

12:30 heaviest you know which was plus 100 pounds more than what I am now. And you know, I feel

12:37 like myself in society, it is society is harder on someone that's overweight

12:44 versus someone that is any other type of addict, any other type of bad person. Like, it's just such a burden to carry.

12:51 Agree. It really is a burden to carry. So, you know, it's a heavy burden in every sense.

12:57 100%. I mean, you know, if you go in to the doctor for an earache, it's because you're overweight. everything

13:02 that you do in life, if you're if you're remotely overweight, every problem that you have, it's because you're

13:07 overweight. Yeah. So, you know, with the new stuff that's come out, everybody says it's a crutch. Everybody says it's this, you know, and

13:14 at the end of the day, I just I'm a firm believer we have to get through today. Yeah. You know, we have no idea where we're

13:19 going to be tomorrow. Heck, I don't know what I'm going to be doing two hours from now. So, I'm living for today. And

13:26 if that's going to help me, I mean, because I still take those on on the regular. I take, you know, I take my I I

13:31 kind of call it where you're in uh maintenance mode and I and I still take a GLP and I and I take one every one to

13:38 two weeks because at the end of the day, people have to understand it. It's how our brain is wired. If you're heavy,

13:44 your brain is wired that way. And it's never you until you have a tag on your toe, you are going to fight that. And

13:51 you fight it every single day. And I mean and I do I mean I fight it every day. And the thing the difference

13:57 is without with all the other addictions, food is the same thing. It's an addiction. But you know what? How many commercials do you see during each

14:04 television show that you're watching? Everything is pizza, hamburger, like they don't think anything about

14:10 what they're showing. They're not showing a lot of healthy stuff. You know, when you go to the grocery store, it costs three times the amount

14:16 to eat eat healthy. Well, you know what? I'm so glad that you described it the way you just did because I feel like it is truly an

14:23 addiction. And here and here is I feel like one of the biggest challenges in that addiction is that if you look at

14:30 other addictions, you can just say, "Hey, um I can't drink alcohol, so I'm just not going to drink alcohol." Or you

14:36 can say, "Um, I I like cocaine, but I'm just not going to do cocaine." Because you don't need cocaine to live. You

14:42 don't need alcohol to live. The problem is you do need food to live. You do have to

14:48 eat and you do have to give your body a source of energy. And so the fine line

14:54 is, you know, making the right choices because you don't have the choice to

14:59 just say, "I'm not eating anymore." Right. Well, and I think also like you can still gain weight even though you're

15:05 eating good food, right? Because I'm I'm I'm I'm proof of that. Like I I I'm very regimented. I eat the

15:10 same thing all the time, but if I eat more, you know, if I take in more than what I'm expending, I'm still going to

15:16 put weight on. Genetics. It It just is what it is. So, it it's one of those things to where it's it's a neverending battle. It's

15:23 never ending battle. And I think it's something that people should not be ashamed to talk about. You know, uh like

15:29 I said, I'm the first one to say that, you know, um I've had gastric sleeve. I had it almost 5 years ago. I dropped 110

15:35 pounds. So, it'll be my 5-year anniversary this December. But I will say that I've been on this maintenance

15:41 program with my GLP for probably the last year cuz I honestly feel like if I didn't have that, I would be back to my

15:47 size that I was, right? because I'm just wired that way. Even with the surgery, even it doesn't matter. Your stomach is

15:52 going to stretch, right? You can stretch your stomach. Oh, yeah. At the end of the day, absolutely. So, you know, it's it's a never ending

15:58 battle. You know, and everywhere you go for I mean, anything you're doing in life, what is it rotated around? Hey,

16:03 let's go grab a drink. Hey, let's go get something to eat. Everything that you do, like in the dating world, you know,

16:09 which is a horrible, horrible world. I'm just going to say that

16:15 I've lived in that world for a long time. And it's just but everything is, hey,

16:20 let's go grab dinner. Let's go grab this. Let's go grab lunch. Everything is rotated around food.

16:26 Absolutely. You know, you you're you're at your mom's house and you're eating breakfast. She's talking about what you going to do for lunch.

16:32 Oh, absolutely. It's just everything we do is rotated around food. I agree. Food is our comfort zone. It is. Yeah. It's like it's almost like

16:39 a culture. I mean, it's just how we are how we're raised and how we are kind of taught to think about food. And

16:45 especially like I said at my age I feel like and again this is at every stage of my life all the big events have been

16:53 they they are focused around food. It's just people we love to eat. We love to celebrate and it's like hey we have

16:59 something to celebrate. Let's eat. I'm really sad. I'm depressed. Let's eat. I mean it's just a go-to thing that is

17:06 just all too easy and accessible. And then we've also, like you said, have these subliminal and not so subliminal

17:13 images of food being pushed on us all the time. Correct. To me, it releases to for me to have a

17:20 piece of cake, it releases the same endorphins that it would for someone to have a drink, for someone to do drugs. Absolutely. For

17:26 someone to go to the gym, it it's that's my high. That that is my best friend. And then

17:32 when I lost all that weight, I went through some severe depression because I lost my best friend because food was my

17:38 best friend. It was always there for me. I could have as much of it as I wanted. It never told me no. And you know, when

17:44 you take that out of your system, it's you It's a loss. Yeah. You have to I guess you have to

17:49 really just kind of like get in your head and figure it out and what that new

17:55 thing looks like. What that looks like. Correct. Yeah. Correct. And how you fill all that time that you spent eating. Now, what do you

18:02 do? Yeah, that's a great point. Me, I started shopping and it was even worse. No, I'm kidding.

18:08 Actually, this is when I started the med spa. See? Well, there you go. That's what I'm over here thinking. Let's see how many years

18:14 ago. Yeah. So, two It's, you know, it's been two and a half years. So, yes, that's when I really kind of kicked in with the

18:20 aesthetics. Um, you know, I'm very open about any work that I've had done. You know, I love that. I did not keeping I

18:27 love that not allowed. I want people to understand, have I had a full facelift?

18:32 Yes. I I had to. I didn't have to. Let me rephrase that. I wanted to for myself.

18:38 So, you lose that much weight after you've been that size for that many years. You know, you've got a lot of excess skin here. So, did I go and have

18:45 that done? Yeah, I did. Did I have a mommy makeover done? Yes, I did. So, I'm

18:50 I'm very open to those things. So, when people are like, "Oh, you look amazing. You look this." It takes a village. And

18:55 I mean that wholeheartedly. Absolutely. It takes a village, right? No, I I completely agree with you. And one of the other things I

19:02 wanted to ask you and maybe you can kind of talk a little bit about is the um the different services that you offer and

19:09 when it comes to obviously we want to do all these things. It's like a kid in a candy store. How do we pay for it? Right. So, do you

19:16 have like financing? Do you have special packages where if you buy multiple

19:21 things that you can get a reduction in price? And so, I'm just curious about what that might look like. Well, I just

19:28 so happened. Um, that's so cool that you brought that because I will tell you, I gave them no prep. Like, you guys had zero. No, zero

19:36 prep. They had no idea what I was going to ask them or anything. I only left the clinic like three times to get here. Like, I kept going back.

19:42 And then the last time, the last time we forgot one of the papers and then the next I think she forgot her keys.

19:49 She was out there rolling her eyes like, "Okay, the third time she'll be back. We got That's why I asked her to drive. I'm not

19:54 going to remember anything. Between the two of us, we made it. We made it. We did make it. Our annual open house is coming up. It

Open House and Special Offers

20:01 is October the 30th. Uh fourth quarter in the beauty industry is the time to

20:08 purchase treatments and purchase your packages. I know. And that makes for great gifts,

20:13 right? Absolutely. Absolutely. Um of course, everybody wants to know when

20:19 the tox is on sale. That's kind of the most favorite. It's an easy, quick, there's no downtime. you're in and out

20:25 and there's a huge difference in about seven to to 14 days. And and not to interrupt you, but when

20:31 you're on the the talks, um I assume you're talking about Botox. Well, I'm actually not.

20:38 Okay. Well, that's Well, it's funny because people automatically It's funny because just like you um just like there's all

20:43 different kinds of cars. There's Toyota, there's Honda, there's this, there Botox is just a Toyota, a Honda. It's not Tux.

20:52 Okay. Do so there's many different versions of toxtox is one of them.

20:57 Got it. So just just so but people automatically go to oh it's Botox. The reason why I'm fascinated about the

21:03 whole detox conversation is because obviously people associate Botox with

21:09 cosmetics or trying to you know alter um you know your your look for those

21:14 reasons. But then I've heard lately that that it can be used for migraines. It

21:19 can be used for I know so many people that told me they got treatment for their TMJ just did me last week.

21:25 Oh my gosh. I have TMJ so bad for excessive sweating in the armpits.

21:30 Yeah. Hands. Hands. Yep. See, and so I think a lot of times

21:35 people just again they're like, "Oh, I don't want to do that for that." But they have actual medical problems and conditions that could be improved by

21:42 Botox. And it's not a cosmetic type thing. It can be actually helping you with your day-to-day like life. Correct.

21:49 Oh, 100%. Cool. So, I'm sorry to interrupt, but when you said talks, I would it just got me to thinking about that.

21:54 Well, that's that's usually the first thing that people ask about. It's one of our very most popular treatments. Okay.

22:01 Um, and we have five of the six that are FDA approved in the United States. Um,

22:06 that's why I say we're not just talking about Botox. We're talking about Daxifi. We're talking about Lativo, which is the

22:13 newest one. Oh, cool. I haven't heard of any of these. That's so nice. Well, the Daxifi is pretty cool. comes

22:18 in a little peptide and I would like to say that I am a major fan of Daxify. I repeat again Daxify is

22:25 where it's at. I I do tell by far. Okay, cool.

22:31 It acts a little faster. Okay. Um lasts a little longer. Um get a

22:37 little glow to the skin from the peptides. We micro needle it in. We hyperdilute it

22:42 and do intramammary injections for like rosacea or pore closure. Oh, how great

22:48 stuff. I love it. That's amazing. Do tell more. What else you got? Well, that all the talks is 20% off.

22:55 Basically, it's 100 units for \$8.99, 200 DXY. Um, the other cool thing, remember

23:01 I said that we're moving from the the puffy filler phase. That's kind of going away. People are

23:07 not doing as much filler, right? I mean, I'm sure they're still doing it, but there's filler. There's two types of

23:12 filler. Okay. One of them is like a bio stimulant that tells your body to wake up the fiberblasts and make some

23:19 collagen and elastin. Okay. And then there's the hyaluronic acid filler which is the old Juvéderm wtolin.

23:25 Um I which we still have we they're still around those they're beautiful in in lips done right

23:33 um but the bio stimulant like sculptra and radius are the big ones. Um, so we

23:39 have our little rads is you buy two syringes, you get one free. Um, you can

23:44 hyperdilute those and it turns into like a thinner liquid and you place it under the tissue and in about 8 to 10 weeks

23:52 you have some beautiful skin that's nice and tight and bright. Oh, that's so cool.

23:58 Um, some people just want a little contour to the cheeks for the holidays. We've got a \$4.99 little lip plump cheek

24:06 pop. Awesome. So, that's the fun injectable stuff. Um, but we have a ton of laser

24:12 hair removal. All the GLP ones um are 20% off.

24:17 Big thing with that is, yes, it is very important for weight loss, but I'm

24:24 menopausal. I went to bed thin. I woke up chunky with frozen shoulder, cranky,

24:29 hot flashes. Amen, sister. And I'm ahead of you in that game. There are so

24:34 there is no shame in that game. There are so many good things with this medication. I'm still on it. I've stayed

24:42 on it. I've lost about 30 lbs. And my inflammation markers, which are things

24:47 like your lipid panel, your cholesterol, your A1C, have gone way down. They're no longer in the red part when you get your

24:54 lab report back and you're like, "Oh, great." So, those are all 20% off. Um, we're

25:00 having a ton of really good raffles. Um, all of our vendors have given us

25:05 something to give away. Um, the PDGF, we have a full face of Tox. We have a Dyson

Exciting Product Announcements

25:11 hair dryer. Like, who doesn't want one of those? Who doesn't want a Dyson? That's awesome. I love Dyson.

25:17 Me, too. That's That's amazing. This year they're doing a hair wrap, a Dyson hair wrap now, too. Coming in,

25:23 of course. And and this is going to be, you said, October 30th. October 30th from 5 to 8. I'm going to

Event Details and Invitations

25:29 give you our little invitation just for you, ma'am. set this down here for you. So, and this is our other little list, but

25:35 we've got See, she brought you all kinds of reading material. Reading material for you. As far as like financing, yes, we

Financing Options and Deals

25:42 offer a couple of different ways that people can actually come in and finance. It doesn't do a hard credit check, which

25:48 a lot of them do. Ours does not. So, yes, there are ways for people to finance. Obviously, yes, we're running

25:54 some the best deals that we have run since I've opened this Med Spa. I mean,

25:59 as far as lasers, as far as talks, as far as everything that we're offering, including, you know, uh, our skin

26:06 treatment, skin treatment is so important. So, so important. So, we're offering all that at 20% off. If you

26:12 spend \$500, then you're getting 25% off. So, and it really just depends on, you know, I I like to be very aggressive

26:20 when it comes to my skin. Sure. And some people don't and and that's okay. That's why every walk of life has

26:25 their they they walk their own path and we'll walk whatever path they want to walk. Okay. Me, I want to go incline 10 as fast as I

26:32 can and I want to get there. I don't I don't want to have to wait. I don't I don't have very good patience.

26:38 I'm not going to lie. I I am not patient. I uh I yesterday is too long

26:44 ago. So, you know, I just I wanted I do know I do know that about you. I

26:49 do. I can. And your other person's sitting over there going, "That is no live." Yeah. That he's like he's over

26:57 there going, "Yes." Yes. I I'm just not a very patient person when it comes to

27:03 things that I that I see or I want. So, you know, get good skin is very important. It starts

27:09 it's a regimen. Yeah. So, you know, and everything that she's talking about, the giveaways that we're

Vendor Highlights

27:14 doing, we're having different vendors. Uh, we are having I don't know their actual names, but I can tell you what

27:20 they're going to be doing. We have a candle vendor that's coming in that is all non-toxic candles. Absolutely smell

27:26 amazing. We are having a forever jewelry vendor that's going to be in there. Dainty Links. Dainty Links is what the uh

27:32 these little like I see if I can't get my lovely tennis shoe up here in the camera. These little permanent jewelry

27:39 ankles. That's so nice. So, they'll be in the house with us. Um, they we will also have I don't know what

27:45 the Tencing hair. So you get some tinsel put in your hair which is amazing. And

27:51 then is it pony hat? Wild pony hat. Wild pony hat. So in other words, you can go and bring your hat in and they'll

27:58 add all kinds of different stuff to it or they have hats there and you can bands and

28:03 porcupine padazzles porcupine quills. Yeah, we added quite a bit, you know, because just in case if you're out and

28:09 about in the evening and you got to yank one of those out, it could be a weapon. I'm not going to lie. It could. So yes,

28:14 it could absolutely be a weapon. So good to know. Yes, exactly. So

28:19 mine may be coming in for that. Yeah. So but it's, you know, all the vendors, they're different. You know, we we're considering ourselves a vendor in

28:26 this. So we look at it as there's five different vendors for five different walks of life and you may only like one

28:31 of the vendors or you may like all five of them. Me obviously I' they wouldn't I I

28:36 purchased from every single one of them. So obviously I I'm very very happy that they're going to come and and join us in

28:43 our open house that we're having. Cool, cool, cool, cool. Um, one other question that I do, unless you have, do you have

28:49 other stuff you want to talk about? Um, I'm just going to talk about the lasers and those can be like complicated

Laser Treatments Explained

28:55 for people. We have lasers that now for hair removal, right? We have laser hair removal, which we

29:02 have some really good deals on that, but we also have lasers that are going to, going back to that regenerative

29:07 discussion, we use a BBL. It's the only laser that has actual studies about gene

29:14 expression. So, the anti-aging component of that, bringing all the pigmentation up, taking care of vessels, rosacea,

29:22 acne, and then of course sun damage. Um, some people can do that, which is what I have on today, and we can go do whatever

29:28 we need to do. Some people can do a moxy, which is a little light ablation. Then it brings again some um

29:35 pigmentation up and it peels back over a few days and you have down time for skin.

29:41 Um Moxy, there's no real downtime. It just depends on how self-conscious you are about having some redness. Now obviously

29:48 don't go down to South Padre for the weekend after you have these things done. But if you're not super um

29:56 self-conscious, you can go right back to work. Okay. You're going to have some redness and then what we call men's m-

30:03 ns come to the surface and then it slowly kind of sloughs off and it's just

30:08 the skin the cells kind of uh replenishing and you just have this beautiful glow to the skin.

30:14 Your skin will literally feel like sandpaper. Mhm. on you have a moxy like your skin will literally feel like sandpaper and

30:21 and it's all these little dark spots which are just dark freckles basically that are underneath the skin that this

30:26 machine pulls out and then your skin will feel like sandpaper and then it'll just slowly start to slough off over a

30:32 couple days and then it's just baby smooth. We do a little post laser facial to get the rest of it off and then it's even

30:38 better. Okay. Um, so those are like the lower end of the downtime and they're very

30:43 doable and it's a good time of year to do them, right? I was thinking that with the holidays coming up, if somebody wanted

30:49 to do something a little more invasive, it would be good timing in terms of trying to take off is any time of the year. You can get

30:56 moxy done any time of the year. That's what's great about it. But you have some more in invasive type procedures where

31:01 if they wanted to do something a little more aggressive, they could maybe perhaps kind of coordinate it with

31:06 Thanksgiving or you know the upcoming holidays. Absolutely. If you're like this one over here and you want it done yesterday and

31:12 I don't want to have to ask more than once and I stack mine like I will do a BBL with a moxy right after. So I will

31:19 literally stack it. So And you can tolerate that? Yeah, we got Pronox. Pronox is the best today but she

31:25 wouldn't let me. She said no. We're going to drag that which is laughing gas basically but it's the best thing in the

31:31 world you know you take a buff of you know it's funny cuz the first time I did it you know I was laughing I literally

31:37 you know took a couple of puffs of that video she videoed me I was like that's nice uh so I literally took a couple

31:44 puffs and I'm like I don't feel a darn thing and she's like take two more puffs and then after that she could have just

31:50 beat the crap out of me and I wouldn't have cared. I'm like, Stephanie, can I get that raise? Like it was

31:55 that's kind of like it reminds me of when Taylor Swift was on like the Tonight Show or something like that and they showed a clip her mom gave them a

32:01 clip of her after she'd have like surgery for like her wisdom teeth. I don't remember what it was, but she's

32:06 like it it was hysterical. So anyway, it sounds very similar. Yes.

32:11 Well, our our big our big mama, the one that really gets the ablativ, it's it

32:17 um is called the halo. And that one is really the pronox isn't necessary for that just to be comfortable through it.

32:24 That has a little bit more downtime. But again, now's the time to get it done. No, I agree. Like when we talk downtime,

32:30 what kind of downtime are we talking about? Well, first of all, with Moxy and Halo, you do numb

32:35 for about 45 minutes beforehand. You do have a a medical numbing cream that is put on your face because

32:42 I you know, some people might be able to tolerate it. I'm not going to try to see if I could tolerate that because I do

32:48 the numbing cream and the pronox like I you know whatever else what else you got back there you know just

32:56 with your best shot. Yeah. Correct. Literally. Yes. Correct. So I mean but yes it's one

33:02 of those things that people come in and they're they're afraid of it because you

33:07 know Yes. If you don't have the right technician 1,000% you you can absolutely have a bad

The Importance of Vetting Providers

33:12 experience there. There's no question about that. But that's no different than going and getting talks if you're not going to a certified person, you know,

33:20 which now, you know, Texas is the wild west for for med spas. And it's it's

33:25 funny because they're very very specific on that you have to have a laser hair removal certificate, but you can burn

33:31 someone's face off and they're okay with that. And that's the truth. And that that's how it is in Texas. So,

33:37 and you don't even have to have a medical license. That's the interesting part for me for a lot of this stuff. No. not to do Botox, not to none of

33:44 that. Like they literally just go and they pay, you know, whatever. Vet your provider like you would your

33:50 nanny or veterinarian depending on that's what I tell people because people

33:55 can literally go and pay and take a class and it might be what 8 hours, 16

34:00 hours, 24 hours and then they're shooting people in the face. Certified. Wow.

34:06 She's a smidge certified. Yeah, she's she's a smidge certified. Yes. Wow. I did not know that. So obviously

34:12 to me super important to make sure you're vetting where you're going because that like you said do you want

34:18 to go to have heart surgery from your dentist. Correct. So correct. Um just because

34:23 somebody has you know proficiency in one area doesn't mean that they have proficiency in another.

34:29 Correct. But you had asked for the downtime on Halo. Um right for me down from one end to the other. I don't know

34:35 how we got there. I it was probably me. You know, I kind of I'm all over the place, too. So,

34:41 you know, I just kind of, you know, just roam here and then I'll roam back over here. Uh downtime for someone like me

34:48 that's super reactive, you know, I'm I'm probably in the house for 48 72 hours

34:53 just because my skin is bright bright red. It is. And it's it's

34:59 not it looks worse than what it is. Understand? The first four hours. Yeah.

35:04 Well, you can see you have very fair skin. I I can see where you would be super reactive.

35:10 Yeah. I mean, we can show you pictures of people, you know, post halo and when you look at it, people are going to go,

35:15 "Oh my gosh, like someone actually did that to their skin, but then you look at it after they're fully healed four weeks

35:22 later and it's amazing." So, there's those first four hours can be

35:28 pretty brutal. Um, you know, we're going to be completely honest about that. Um, but on the flip side of it, after those

35:34 four hours, it looks a lot worse than what it is and how it feels. So, we got a the PDGF that I kind of

35:41 touched on early on when you asked me about new technology. Well, we had we were being trained on some updated

35:47 technology and we decided to use some of this for healing on our patients. Yeah. Um, so again, this stuff came from the

35:53 medical field. So, it's FDA approved for like diabetic foot ulcers. Okay. It's injected into certain joints like the

36:00 ankle joints for regeneration of the tissue. So this little lady is 18 hours

36:05 post halo before now. So that's this is right after her halo. So I don't know if you want to hold it

36:11 up to the camera, but you can see super super red. Super super red. Um and then that is 18

36:18 hours after. Wow. That's incredible. I mean that's a major change

36:24 from the one the left side to the right side. Well, it'll be interesting to see it on her because she'll hold the the

36:29 redness for a while. But just the and of course she's got red hair, green eyes. Like she's going to be the one.

36:35 She's going to be Yeah, she's going to be super reactive because of just her excited about trying that on you, but

36:41 it's Yeah, they're they're trying to get me in there. And you know, like I said, I BBL, you know, I mean, and Moxy, you

36:49 know, Halo, boy, I'm I'm the first to say I'm I'm not a huge fan of going in and get a lazy laser treatment, but I

36:56 just can't help myself with the with the with the results. The results you get. You can't you can't deny the results. You can't deny the results. You just

37:02 can't love it. But I'm probably a little bit of a ninny. Yeah, I I kind of am. Not with the Pronox. You're brave.

37:08 Pronox. I'm brave. I'm extremely brave. It sounds like Pronox is the answer.

37:13 It is a lot. And what's great about it is not even 2 minutes after you stop taking, you know, puffs off of this,

37:20 it's gone. Like that. Unfortunately. Yeah. No. No. You know, I I walked into the spa this

37:26 morning and I thought to myself, man, I didn't want to drag myself out of bed. I knew we were coming here and I just thought maybe I need to have a couple

37:32 hits before coming here. So, yes. No, it it it definitely does

37:37 help. Well, 100%. I'm, like I said, I'm a fan. So, I can't recommend Beauty Wise

37:42 enough. And um just like I said, I I'm excited to see all the different I'm like a kid in the candy store again. I'm

37:49 going to just try and figure out all the cool stuff that I can try out. So, that I haven't already tried. So,

37:55 there's a lot. Awesome. Well, now we are to my one of my most favorite parts of the podcast,

Feral or Fabulous Game

38:01 which is the feral and fabulous part. It's actually feral fabulous. Yes. So,

38:08 okay. So, now you guys have weapons. So, what I'm going to do this on me over

38:13 here and again, you guys not only did not know what we were going to talk about, you don't even know what topics I'm

38:19 going to bring up in the feral or fabulous. So, I'm going to give you um a topic and you're going to tell me

38:24 whether you think it's feral or fabulous. So, okay, basketball.

38:31 I'm fabulous. I think it's fabulous. Awesome. Yeah, it's nice and aggressive and violent.

38:36 Although I will say it's nothing like basketball back in the 80s. You know, in the 80s when you drove the lane, you got

38:42 the crap kicked out of you. And right now you've got people flailing around and they barely get touched. And so I

38:48 will say that most sports are nothing like when I was growing up in the 80s when football was football, basketball

38:53 was basketball, and hockey, they beat the crap out of each other in between every single play. It's a little bit

38:58 different now. I totally different now. Totally agree with that. I think basketball is fabulous as well, but I'm

39:03 I'm with you. I'm I'm old school in that regard. And I like when they used to be Lambir in the Lane all day long. How he

39:11 just beat the crap out of every person that came down there. So true. But you know, and everybody hated him,

39:16 but they loved watching him. Exactly. Because he was so entertaining. 100%. Yeah. No, agree. Okay. Um, HOAs.

39:25 Oh god, I am gonna You know what? I'm gonna have Can I do this? Can I go back and forth?

39:32 There's a reason. And the only reason is because yeah, they're a pain in the butt, but they

39:37 also kind of keep your neighborhood in check. They serve a purpose. They serve a purpose except for when

39:42 they're on my case. I understand. And then they're fair. But when I need them to get on someone

39:48 else's case, yes, I'm going to go with the fabulous. Yes. So, yes. Yes. And you know, I get that. I I actually

39:54 get both of the perspectives that you mentioned because on any given day, I know because Matt's the one that deals

39:59 with the HOAs the most, you know, of any of us. And so I would say that in

40:04 general, he would find them to be pretty feral. Um because although they do serve a purpose,

40:10 correct, he he's rarely on the side of things where he ends up using them in a

40:16 fabulous way. Most of the time you're having to just deal with the feral side of a HOAs and doesn't really get to

40:23 benefit. But I think anytime you live in a community that has a mandatory HOA, I think you are potentially in the

40:29 situation be to be able to use that HOA to your advantage to, like you said, you know, your neighbors trying to paint

40:34 their house pink and it's like, uh, no thank you, that's just not going to work. And so there has to be somebody to

40:40 manage that. So, I feel like I I understand both sides of it, but I think from his perspective, he's just on the,

40:47 you know, just behind the scenes getting stuff done. And well, anytime Matt needs to decompress,

40:53 he's more than welcome to come and get a facial and we'll give you some pronouns. There. Oh, that's okay. Not that you'll need it, but I'm

41:01 just telling you you the world will just melt away and those HOAs. I think I think we just solved his

41:08 Christmas gift problem. There you go. There you go. I'm excited about that. As much as Matt has helped me out in all

41:14 my little I got you. I got you, sir. Anytime you want to decompress, come on down. Just

41:21 just call and say HOA. Got it. I want the HOA treatment. Got it. That's his That's his secret code that

41:28 he now uses at Beauty Wise. Yep. That's the code phrase. That's what he uses to get in. Correct. Okay. All right. Next one.

41:36 Carrie Bradshaw's closet. I don't know if I have an opinion on

41:42 that. I'm gonna go with this. I'm sorry. You're gonna I'm feral it. I don't even know about his closet.

41:48 No. Sex in the City. Carrie Bradshaw from I'm like over here going what?

41:56 I was going to be over here and like give you a knock and be like, "Thank you for the clarification." Yeah. This is I guess maybe I should have said a sex

42:02 in the city. Well, I mean, yeah, but I I'm going to go with Perfect. Not a big fan. Okay, I get it. Yeah, I

42:09 get it. I was curious. I was curious because you have such a fabulous wardrobe. That's why I thought you would

42:14 be opinionated on it. Uh I don't know about fabulous wardro, but yeah. Uh I mean I loved the show. Um

42:23 was never really a fan of what she had on. Understand. Understand. I got you on that. Gotcha.

42:29 If you asked me to pick out of one of the four girls for their closets, I would go with Samantha's all day long. Yes. Yes. Yeah. I love you as I thought

42:36 I'd just throw that in there. No, but No, that's so true. I I agree with that. I do agree with that. I think

42:42 she was definitely a She went anywhere from conservative to sex animal.

42:47 Right. Right. And she had a broader I I think she had Yeah. She had a much broader depth of,

42:53 you know, the type of things that she was wearing. So she went anywhere from wearing a fur to wearing a wrestling a wrestling singlet.

43:00 You know, if you're a Sex in the City fan, you know what I'm talking about. I do and I was. That's why I asked the question.

43:08 Okay, next one. Sourdough bread. Oh, I love sourdough bread.

43:14 I love it. But I'm going to say this because I haven't had a piece of it in four and a half years. So, yeah.

43:19 Oh, wow. Okay. Interesting. I love it. So, you love it and you love it, but you

43:25 haven't had it. I haven't had it. I I know what sourdough bread tastes like, but I also know me, you know.

43:30 Got If you bring me a loaf of that over at like Eddie V's and I get one little taste of it, you I will stab someone if

43:36 they try to get a piece of that bread. It's like those little cheesy things we had from J Prime. She wouldn't eat them. They put the

43:42 basket in front of us. I'm like No, because they're like candy. It's like you just pop them. It's ridiculous.

43:48 Yeah. No. No. I'm with 100%. So correct. Okay. Plane flights.

43:56 I'm gonna go with fabulous because I don't have to drive. Yeah, it's just Yes,

44:02 it's a pain in the rear, but you get there. But you're usually going somewhere that

44:08 you're wanting to go. Not always, but maybe 50% of the time. Okay. Maybe 50% of the time.

44:14 True. I didn't think about that. But I mean, it it stinks because of you rush to get there to sit and wait and

44:21 then what really hurry up and wait. Yeah. And then if there's a delay, I I might just lose my mind. I you know,

44:27 because I don't want to be stuck at the airport. I'm not good stuck at the airport. So, I understand. No, I'm not either. I'm

44:33 not either. I'll be that first person to be like, "Put me up in a hotel room. I'm out of here." I have no patience. Yeah. No. Same.

44:39 This I know. Yes. Yes, you do know. And again, Matt's over there going to home. Yeah, buddy.

44:45 Pretty much. Pretty much no patience there. So, okay, last one. Lip gloss.

44:52 That's easy. I love lip gloss. I love it. Yeah. I don't have to worry about it anymore. But when I used to

44:58 have long hair, hated it on a windy day. Oh, yeah. Man, that was just,

45:03 you know, because you got it stuck on your lips. Yeah. But no, I can't. Lip gloss is what it is.

45:09 Yeah. No. Interesting. Awesome. Love it. I I I can't use lip gloss

45:14 because I'm allergic to almost every lip gloss there is because it has I guess it's whatever makes it shine, whatever

45:21 that ingredient is. It can be multiple different ingredients, but I have a reaction to it. So, like I cannot wear a

45:27 lip gloss. Have you thought about doing lip tinting where they actually tamp your lips maybe? And then you put a little chap

45:33 Can you use chapstick? Can you use anything? No, I cannot use No. No. I I'm hyper

45:38 allergic to Vaseline. Can't use chapstick. So, but I can wear lipstick. I can wear if it doesn't have like I

45:45 can't have anything with castor oil in it. So, I'm just I'm a weirdo. I went and got mine tinted. Like I have nothing on. And then I'll literally just

45:52 put like some you know chap burst bees is my favorite. Oh my gosh. So that is not a lip like a

45:58 lipstick on your lips. No. Oh, it looks amazing. Those are tended to.

46:03 Really? So all you're putting on is moisturizer. Yeah. I love actually I think I have my

46:08 husband's Harry's chapstick in my wallet.

46:13 I have my burst bees in there. I'm a B. That's really cool. That's a pretty popular brand. I see a

46:19 lot of people carrying that. So, I do like birds to be. So, but yeah, it's uh the beauty industry makes it very easy

46:26 to be able to actually go along with Beyonce's song and saying, "I woke up like this."

46:31 Getting, you know, your your brows done, your lashes done, your lips tinted.

46:37 Yeah. And then if you take care of your skin, you don't Yeah. It's it this is no makeup, some lashes. It's absolutely no

46:44 foundation. It's just my moisturizer and roll out the door. That's awesome. Oh, and I'm sorry, my SPF as well.

46:50 You can't forget that. She's probably going to smack me with that photo if I don't say SPF because that's very important. Extremely

46:56 important. Absolutely it is. Well, we all need to make Beauty Wise our one-stop shop for

Conclusion and Farewell

47:01 all things um aesthetics and beauty. And we have tried to make it that be perfectly honest. We have tried to make

47:07 it your one-stop shop. I think it is. So, um I'm I'm so appreciative to have you guys on today.

47:13 You have been amazing and um I'm excited to see all the different things. Like I said, the next time I go over there, I'm

47:18 going to be like, "Okay, what all what all to talk about? What all we got?" So, well, hint hint. Hopefully, it's the

47:24 30th. Exactly. I'm I'm I'm planning anytime between 5 and 8. Yes. Awesome. Very good.

47:29 Or you can come earlier. You can come at 3. If Matt wants to come in and get his, you know, compression facial.

47:36 I'll get my producers and we'll make a trip. And you guys can both take it and we can do a video of the two of you talking

47:44 and having a conversation. It would be the best video ever. I love it. I think that's a great idea. So, well, thank you so much. Appreciate

47:50 you guys. Thank you for watching Feral and Fabulous. We look forward to seeing you on our next podcast. And uh in the

47:57 meantime, keep on keeping on.