

# Are You Earning What You're Worth? With Jacqueline V. Twillie of Zero Gap

## **SPEAKERS**

Emily Merrell, Jacqueline V. Twillie

### **Emily Merrell**

Welcome to The Sixth Degree podcast, the podcast where we grill our guests about the things that make them tick and find out how human connection plays a role in their life. I'm your host, Emily Merrell. Hello, and welcome back to The Sixth Degree with Emily Merrell, the podcast where we grow our guests about the things that make them tick, and find out how human connection plays a role in their life. I'm your host, Emily. Today, I am so excited to have my friend Jacqueline V. Twillie, founder of Zero Gap on our show. Jacqueline, welcome to the show.

### **Jacqueline V. Twillie**

Thanks, Emily. Glad to be here.

### **Emily Merrell**

It's also so nice to see you. We were just chatting pre show how cold it is in Dallas where you're based?

### **Jacqueline V. Twillie**

Oh my goodness. Currently 25 degrees in Dallas, Texas. And I see as in grace gap skies, which is not why moved to Texas. I'm gonna need the weather to do better.

### **Emily Merrell**

So what what is this ending that they have they given you like an expectation of when we can expect

### **Jacqueline V. Twillie**

the percent chance of snow for next week on Wednesday. And I think the forecast next week, one day, the temperature high will be 12 degrees.

### **Emily Merrell**

Oh my god, this is you're not equipped for this in Dallas. I'm sure people are like very grateful for a pandemic at the moment that they have to stay home.

### **Jacqueline V. Twillie**

Listen, I don't think anybody wants to be out in this cold, frigid weather.

### **Emily Merrell**

Yeah, and I heard it snowed in Portland today, too, which is so surprising. So this, this whole world is a little confused right now I think the temperature... well, stay warm. And so a little backstory about how Jacqueline and I know each other. We both had the honor of being coaches at Britton post, self made program, it was this three month program. And I'm so excited Jacqueline, we're both going to be coaches again for this

**Jacqueline V. Twillie**

exciting

**Emily Merrell**

semester. And I don't know about you, but I found it to be just like, the most warm, engaging community of humans.

**Jacqueline V. Twillie**

Same, like so many great people, like huge, huge, huge community of support, which is great during the pandemic, but I don't think they could have brought together a better group of coaches like you who was dynamite and Rockstar. So I love being a part of the program.

**Emily Merrell**

It was it was really fun. Speaking of coaching, um, you know, before you were a coach, and I want to dive deeper into like, what kind of coach you are and who you support. You were working at the Center of Disease Control. What How did you make this pivot from like, being in this job that feels very, very far away from coaching to me? And tell me, Tell me more about that job to creating Zero Gap?

**Jacqueline V. Twillie**

Yes, so I was working in global health and program operations. And it was a job that really fell into my lap. I know use You talk a lot about networking and the power of it. I got this job through someone in my network. And I had no idea how difficult it was to land a job at the CDC. So fast forward, I did a lot of business stuff. I had an MBA and the only MBA in that division supporting a bunch of medical people. But on this side, I had a passion for women's leadership. So I was involved with a group label League, they no longer exist, but

**Emily Merrell**

I was involved with them, too is Dino Maxie. Is that how you got connected?

**Jacqueline V. Twillie**

Yes,

**Emily Merrell**

Me too. Okay, this is all making more sense now. A little bit

**Jacqueline V. Twillie**

Love Maxi, and the whole woman on collective. And so yeah, I was working part time with label Atlanta, which was a volunteer role. And that was doing about four to five events a month, in addition to my full

job. And I kind of knew at that point, my soul was being set on fire by working with women. And I had previously spent a year running professional development for all of young professionals at the CDC, as a volunteer as well. So I began to see this theme in my life where I could spend hours in lots of my personal money to develop other women and I made a pivot, leaving CDC and starting zero gap and that was over five years ago that I left the CDC.

**Emily Merrell**

Wow, I love first and foremost that you got the job like not knowing how big a job it was and how big a deal it was to get at CDC, right? Yeah, of course, like, I was networking my way to this job. I don't really know what they do, but it sounds good. And then also your side hustle, which I guess wasn't even your side hustle is like helping another organization achieve their their goals. You know, but you had this leader Ship roll without having created your own thing. It's a really great place. And just to kind of stop there and remind people to start if you want to consider creating a side hustle. I think there's a lot of, right. There's a lot of people who are like, I want to do something more, but I don't know how to create something from scratch. But there's so many great organizations that already need your help and support to tap into before you have your million dollar idea.

**Jacqueline V. Twillie**

So true

**Emily Merrell**

similar to you and labor league. So what was your aha moment where your soul or your heart was so unfair that you had to leave the CDC for good? Obviously, it wasn't the pandemic?

**Jacqueline V. Twillie**

No. Um, yeah, I was working there back when Ebola was the big thing, which seems like eons ago,

**Emily Merrell**

right, then.

**Jacqueline V. Twillie**

That's right. So that moment, my aha moment was actually a combination of a three year spiritual journey. I kept questioning, like, what's my purpose in life, I keep getting really awesome jobs, like jobs fell into my lap. And it kind of became this joke with my friends were like, Oh, it's just easy. Just do this, which in a second, we can talk about one of my books. But that's why I wrote my first book, because I realized I was doing things that other people weren't. And so at the end of this three years of me praying, like, what is my purpose? What is my purpose? I was walking to my mailbox one day. And this is like, the biggest aha moment ever. And I'm sitting there praying again, like, what should I do? What's my purpose in life, and just out of nowhere, it's like, you keep getting in these roles of leadership. You've written a book, you'd never dreamed of writing a book, it's a best seller, you're being paid to speak all over. And all of these things start rushing to my brain. And I'm like, Oh, that's what I'm supposed to do. So I gave like a three month notice that I was leaving CDC and they didn't believe me, they thought that maybe I wanted more money, because I was killing it at my job. It wasn't that I wasn't happy. It was just like that soul fire moment, like, this is what I am on this planet to do. And they It was

so weird that people were like, you can't you can't quit this job, you get paid good. You're in good standing. You're like you're you're wanted. And that was the most amazing experience. The day that I left, I didn't feel relief. I didn't feel excited, I felt peaceful. And I very few moments of my life, when I felt that level of serenity, where I knew that I was doing the exact right thing.

**Emily Merrell**

Oh, I love that. I love that that aha moment, like, seized you on doing something very simple. And also, that's another great lesson of all the things that you were able to accomplish, and build a name for yourself while having the security of a full time job. As a business coach, and I'm sure you see this as well. A lot of people feel like they have an idea. They have to quit everything to focus on the idea. When in reality like you, you can be building and nurturing and cultivating like thought leadership and your expertise, while enjoying a very cushy paycheck.

**Jacqueline V. Twillie**

Yes. And I encourage women to stay at their job and let their nine to five be their investor. Because Listen, ladies, it's hard to get investment, it can be done, it is starting to become a tad bit easier. But the easiest way to get an investor is to have a job where you can take your paycheck and invest in the things you need to grow your business.

**Emily Merrell**

Oh, I love that. And I think that's such an important lesson. And I was just you know, I had Six Degrees Society for two years before I left and my biggest regret was not focusing more on like a business strategy with it. It was more of a hobby. I didn't even think to monetize it till I was like at the tail end of my job. But it had that I like to call it. Have you read the book? The E myth revisited?

**Jacqueline V. Twillie**

Yes.

**Emily Merrell**

Yes, that entrepreneurial seizure, right. Like, all I can do is think about this idea. And I need to have it come to fruition or else. So it kind of sounds like that entrepreneurial seizure sees you at the perfect time.

**Jacqueline V. Twillie**

Absolutely.

**Emily Merrell**

So tell me, you mentioned you wrote a book a best selling book, while working full time. How did you navigate both creating this personal brand for yourself while also being a rock star employee? And do you have any advice or tips for individuals who are juggling the nine to five and as we talked about earlier, the five to nine?

**Jacqueline V. Twillie**

Yeah, so I was extremely intentional. The way I wrote that book, I wrote it in six months, and it's called navigating the career jungle. So in part, I realized that what I was doing in my career wasn't happening for my friends. I this is back in the day. I used to get LinkedIn job offers once a month, and I thought that was normal. And I would tell people that, like, how do you get at these awesome companies? You work for at&t and you're a manager of Victoria's Secret and you work for USA Today? Like, how did you get these jobs? I'm like, Oh, it's just easy. You just, you just as if like, it's mad, like, oh, click your fingers. And so I got tired of telling people the same thing over and over, because I was repeating myself. But there was this moment where I remember telling someone the story over like, the third time that week. And once like, I really should put this in a book, because I'm getting tired of hearing myself, even though I know the person I'm speaking to, they're hearing it for the first time. So I put together a book proposal in a weekend, I met with a publisher, and I pitched my idea. And they were blown away, they were like, wait, what, ultimately, I decided to self publish. So what I did was, I went to my supervisor, I requested a change in my schedule. So I was going in super early before most people got to the office, and I was leaving at 330 that allowed me to keep my productivity at work. Because no one was in the office. As early as I was, I was like knocking out a lot of work, before people start coming around to your cubicle, and you know, all the meetings that you have to do. So I was able to pay attention to the culture of the organization, come in early, get stuff done, leave by 330. And I wouldn't leave and consistently every day, go to the same Starbucks with my laptop, my personal laptop, and write my book. And I even wrote, when I was in vacation, I took a two week vacation to Tokyo. I wrote when I was in Tokyo, I was incredibly consistent. And so there were days where I was tired. There are days where I miss birthday parties, social gatherings. But once I made my mind up that I was writing that book, nothing was going to stop me and my intention from jump, Emily was that my book would be a best seller. And so when it became a best seller, like a month, after it was released, I was awfully shocked, like an all like, awesome, but at the same time like oh, yeah, of course, because I put my intention out there.

### **Emily Merrell**

And I love Oh my gosh, first I need to read this book. So we'll definitely have to include in the show notes where people can get the hand their hands on the book. Second, I love what you said about changing your schedule to work for you, and how you were able to have that conversation with your supervisor. to shift your schedule, you probably were more productive in switching it up for getting the work done before people arrived and bother you and asked about your weekend. And then I loved that dedication and that commitment to yourself of like, this is my consistent routine and Monday through Friday, or I don't know if you did Saturdays and Sundays to this Starbucks, this latte. Like this is what I'm going to do. How long did you give yourself like a deadline? in time? In the sense, like certain number of hours, you would sit at the Starbucks? And even if you wrote nothing? Did you stay longer? Like how did you navigate that.

### **Jacqueline V. Twillie**

So in the beginning, I was telling myself I needed to write X amount of pages. But as I educated myself, while I was writing the book, I learned that it was more important to focus on a consistent workout per day. So I shifted at some point from I need to have X amount of pages written to as long as I hit X amount of words per day, I'm good. And there will be days where I sat there is stared at the computer and awaited until I typed it out.

**Emily Merrell**

Oh, that gives me anxiety to you're like come on words, you're gonna come to me, you're gonna find me. And I also all of the things that you've told us so far, but you have had this like serenity and peace surrounding it, this sense of knowing and expectation of yourself before the result actually developed. And it's so cool to hear in your voice and a good thing to think and a good mindset rewire for people to rather like, oh god, I'm writing a book, I hope it's good. You're like, No, I know, it's gonna be good. And it's gonna be a bestseller. And it was such a powerful thing. So you know, switching gears a little bit, I want to talk and dive deeper into leadership development and negotiation training to areas of expertise that you really thrive in. So first and foremost, let's talk about leadership development and like, what does that mean, and who do you develop when you are working with clients?

**Jacqueline V. Twillie**

Yes. So it's so connected to what we were just talking about. So that moment where I was on that three year spiritual journey, I was also reflecting and one of the things that came up for me was how passionate I was about solving the wage gap. And I learned about the wage gap through the campaign that labor used to do Equal Pay Day, and it was like a fire in my belly that I got to so pissed off about that. I just knew I had to do something to solve it. So I did a ton of research. And I realized it was a very complex problem. But in all of the complexity, there was two things that I felt I can contribute to solving that problem. One was teaching women to negotiate. And the other one was advancing women in leadership, because still less than 10% of Fortune 500 CEOs are women. And every time a woman gets promoted to like an executive leadership role in the C suite, it is huge news. And I'm like, it's 2021. It just should be normal. But it isn't

**Emily Merrell**

Totally a man even yesterday with Whitney from Bumble, like going IPO. And it's like the youngest woman IPO, and this is a big deal. And we're in the 21st century. And that's a big deal. Like that should be a normal Tuesday.

**Jacqueline V. Twillie**

It should be a normal Tuesday. So your question about what is leadership development, it's helping women to advance and I specifically work with women who are in male dominated industries, which is almost every industry, but I work with them to help them to increase their confidence, increase their clarity and develop a strong strategy so that they can navigate life and leadership simultaneously and do it successfully. And so that's what it is. That's what I do. And that looks like workshops, or it can be one on one coaching comes in a variety of mixes. But in just that's what it is.

**Emily Merrell**

Oh, my God, I wish I had known about you in the corporate world. I feel like coaching wasn't something I hadn't even thought about doing it felt. So I don't first and foremost, I don't think I knew about the coaching industry when I was in the corporate world. And it's evolved so much. And since I've been held left the corporate world, but like having someone like you, kind of cheerleading you along and nurturing your leadership development as you went, Oh, that would have been a dream. And then in terms of I love that you learned about the wage gap and like it fired you up. So why obviously we know

why it's important. But can we talk more about strategies of how to start practicing negotiation in your daily life?

**Jacqueline V. Twillie**

Yes, so the number one thing I tell women is to remind yourself that you are an excellent negotiator. Nine times out of 10 when I meet women at workshops, whether it's virtual or in person, oh, like, but I'm not good at negotiations are really needs to be here. And I'm like, I will probably guess that you're much better negotiator than you give yourself credit for. Because we don't realize that everyday conversations include negotiations, where we are talking to our significant other about what we're going to eat are, like pre pandemic, when we were talking about what concert we would go to or what restaurant we were going to that's negotiation. And it's important to remember that negotiation is a conversation, not a battle. So I know Emily, you have this story where you encourage women to speak up and to send things back

**Emily Merrell**

or negotiate what I learned when I worked in corporate in fashion, is these women would come in and they would negotiate prices at the checkout. They'd be like, hey, this shirt that you're selling rails, it's on sale at Nordstrom, for this amount, will you honor that discount? And these were women who had black Amazon cards like they were not i'm not Amazon, American Express cards should

**Jacqueline V. Twillie**

Yeah, I knew what you're saying.

**Emily Merrell**

But yeah, that feeling of like, these are the most wealthy humans out there that could buy like 1000 of these shirts without even thinking about it. But then they were always constantly asking for like, Hey, is there a first time promo or a first time discount? And that really inspired me to kind of push the envelope on things. My husband hates this, he thinks it's like a gross quality. He's Canadian. So like his story, and please, and thank you about everything. I do it politely. But I think there's always it's always room to ask like, if you're checking into a hotel, is there any chance we can upgrade our room or any chance we can get like a corner room? Or worse, they say is no.

**Jacqueline V. Twillie**

Right? Like you have to ask. And it's that casual thing. That's the conversation piece. And we'll leave that I love is that don't put the stakes on it and think you need to bang your fist on the table or be super, super formal, like, I formally request to have this upgrade of a hotel room. It's like No, it's just like we're having this conversation. You can call your insurance company, whether it's homeowners or renters, or car insurance, or even your cell phone provider. And I actually tell women to do this twice a year. Call them up. And when you get the person on the phone, say hey, I'm just calling to see if I'm getting the best possible rate. That is negotiation.

**Emily Merrell**

You know, it's funny, I always think about growing up in outside of New York, we'd go into New York and go to Chinatown. And we would haggle. which essentially was like young negotiation, and I loved

haggling. You know, I love walking in with the \$20 bill and being like, I'm not gonna go above \$20. And I'll get this price down from 40 to 20. And you'd feel such a thrill at the end of it. But it's kind of like, everyone walks away happy they sold the product to us, you got the discount? Or you got the price that you wanted? Are there any mindset tools that you tell your clients in terms of like negotiating salaries or negotiating contracts for their businesses or for their corporate lives?

**Jacqueline V. Twillie**

Yes, so the biggest mindset piece is to know that if you don't act, you're not going to get and you are your own best advocate, whether it's your business, whether it's your salary, or you're talking to someone in the community at the store. So the biggest thing that I tell people to do is follow the LATTE method. So I created this framework, and it's five pieces, and I'll just give you a very high level what it is, but it's just to ensure that you set yourself up for the smoothest conversation possible. And that's what I think a negotiation is, it's just a conversation. So L is the first step look at the details. Number two, A anticipate challenges. The first T think about your walkaway point, the second T talk it through. And the fifth step, which is E, evaluate your options. So if you kind of keep that framework in mind, LATTE, it really helps to ease your nerves a little bit. And if you follow those steps, then you'll be able to set yourself up to get more of what you want.

**Emily Merrell**

Oh, I love that, that that's golden. I feel like everyone needs to remember the LATTE, LATTE framework whenever they're entering. And can we talk about the walking away point? Because I think that's the scariest. That's the scariest part is like, shoot, I didn't get the raise at a company. And I really, really feel like I deserve it. And I have all the different documentation of why I deserve it. How do you navigate the walking away?

**Jacqueline V. Twillie**

Yeah, so in negotiation, technical language, there's something called a BATNA. And it's the best alternative to a negotiated agreement. And a couple of years ago, Harvard did a study and what they found is that people who imagined that there was an alternative in there, although she ation they far better than people who thought that there wasn't an alternative. So the reason why I'm bringing that study into the conversation, is that your walkaway point, it doesn't have to be something hard and steady, you could only have two options to get it or not get it. But if you imagine that there is an alternative in there, it helps you to think more clearly and react less out of emotion and more out of that.

**Emily Merrell**

I love that. And I also I want to just layer into that to something that I've heard. You know, people aren't able to negotiate like their salary. There's other aspects that can be negotiated.

**Jacqueline V. Twillie**

Oh, yeah.

**Emily Merrell**

Working from home when that was when that was desired.



**Jacqueline V. Twillie**

Now people in negotiating to work in the office. It's so it's so weird.

**Emily Merrell**

Yeah, totally. It's very different now. But we have working from home or like mortification that if the if it's a hard no with the salary that look for other holes in which you can get more of that's easier for this person to give away.

**Jacqueline V. Twillie**

My favorite thing for people to negotiate if they can't get more money is more vacation time, because often accompany they don't have to spend more money, your salary will be your salary. But that extra couple of days off can mean even more to you. So in my other book, don't leave money on the table, I have two pages of things that people can't ask for, beyond the salary. But also keep in mind, and this is so important for women think about anything that will help you be successful in that role. Whether that's new software, equipment, more team members, you can negotiate for all of that stuff. Because if they don't move on the base salary, your bonus could still be impacted if you have the right resources to help you deliver.

**Emily Merrell**

Whoo, I love that. And trainings too. I feel like this. I didn't know about like hiring a Jacqueline to help you navigate leadership or and having it paid for by the company which feels oddly more comfortable about paying someone than giving you that \$10,000 raise. But I think that's a really good thing that that's an amazing point to bring up. And I love that you said software and trainings. And yes, vacation days I are that's a whole nother conversation of how grotesque I think our vacation system is and how burned out our culture is and then you're just turning people. And same thing with the unlimited vacation to like companies that have unlimited vacation. None of the people take it. You're judged. If you do. We need to go to France.

**Jacqueline V. Twillie**

We need to go to France. I'm with you, let's pack up.

**Emily Merrell**

Okay, I'm on my way. I was just dreaming of France actually. So I think it was fresh on my on my mind. Um, so one of the other things just circling back on an earlier the earlier conversation when you wrote your first book, how many books have you written by the way?

**Jacqueline V. Twillie**

Two books and a workbook,

**Emily Merrell**

just just two books in a workbook no big deal. She's, She's a badass, we are very lucky to have Jacqueline on the show. I'm so impressed. I am so impressed by your energy and everything that you do. But one of the things that we talked about was when you wrote your book, you were able to get that that extra space in that extra time for yourself to write the book. And I know you work with a lot of I love

what you said parallel printers. I think that is a great name. And I might borrow that from you if that's okay. And parallel printers have really kind of entered into the the limelight right now especially, most recently, with the Super Bowl, there was an ad by Squarespace, featuring Dolly Parton, reimagining her nine to five song as a five to nine and like really promoting this experience of, or this encouraging this mindset of like the side hustler, their nighttime hustler. So can we talk more about that? And how to be a parallel printer, while also not burning yourself out and resenting both?

### **Jacqueline V. Twillie**

Yeah, so for anyone who hasn't seen the PBS documentary nine to five, which is the emphasis for Dolly Parton's writing that song, you need to see it on PBS. It's phenomenal. So in terms of that burnout piece, because there are so many women who work a nine to five and then take a dinner, and then they're straight to their five to nine. What I found and what was really important for me in terms of not reaching burnout was making decisions as to what was important at that base of my life. So I shared with you, I've missed birthday parties, I missed social gatherings. Because I knew at that phase of my life, that was my priority. And I don't feel like I dropped balls, I just made an intentional decision that this is not what I want right now. In in that I also didn't have cable before, it was popular not to have cable. So like 2009, I think I got rid of cable. And so I didn't have the distraction of TV. Now, I will admit I was a huge Real Housewives of Atlanta fan, especially when I lived in Atlanta. So I did, I used to buy the subscription on Apple and watch the season. But I was extremely disciplined. And what I find for myself, and everybody's work life integration, where they balanced your time looks different. But for me, it was about prioritization. I'm going to close this chapter for now. And I'm going to focus on this. And then there was a chapter when the book was done. I didn't need all that free time, I could go back to socializing and hanging out with my friends.

### **Emily Merrell**

You got rid of cable before getting rid of cable is cool. I love that, such a trendsetter. And now everyone's like, hooked to TV in a new way, thanks to amazing Netflix and Hulu programming and HBO and prime, Disney, all of them. But you your focus and your determination. And I think I think there's a lot to be said about like your lifestyle at that time in that it worked well for you. So, you know, for entrepreneurs or parallel printers, as we'll say, they have to take that into effect, like what their actual, what their actual lifestyle permits and allows. Because I think a lot of people who have like a newborn baby, this might not be an ideal time for them. So kind of realizing what the boundaries are in your, in your existence.

### **Jacqueline V. Twillie**

Yeah, and it's about the seasons of life right there. There are seasons where we can devote more of our attention to one thing or another. But to really be intentional about, about not putting shame and pressure on yourself for the decisions that you make. Like, I caught a lot of flack for missing birthday parties and social gatherings when I was writing my book, but I didn't give a damn, I was just like, I don't care because I want to write a book and there will be another party. I'm glad this didn't happen in like 2019 that, like no parties can do me. But yeah, I felt like I'm not gonna cave to the social pressure of what's socially acceptable because in my heart I know I'm doing the right thing though. Taking this part of my life and writing a book.

**Emily Merrell**

I think that's such a great reminder and also becoming an entrepreneur is getting really comfortable with those boundaries and implementing them into your life. I still remember telling my friends like I can't go out to dinner with you. I have to babysit to make money for my business. So I'd rather make like 150 bucks watching the sleeping child and work and like be with my friends. But then when I did commit to be with my girls, Friends, I spent my money with intention and purpose and like was not that person that ordered an appetizer and then, you know, threw in 10 bucks like I, I showed up with intention. So, yeah, just being being mindful of that is so great. You know, this Gosh, we could talk about negotiation so much longer, we could talk about leadership so much longer, but in your books so much longer. But before we switch gears, I would love to hear, can you name your two books just so we can make sure that people can search them on on the interwebs and take advantage of

**Jacqueline V. Twillie**

so Navigating the Career Jungle is the first book and Don't Leave Money On The Table: Negotiation Strategies is the second book.

**Emily Merrell**

Okay, so those are must reads for anyone at any stage in their life. I mean, if you were leaving college, if you were starting college, if you were mid career, I feel like those books can be applicable for wherever you are. Heck, even if it's in a partnership, negotiations don't leave money on the table can be applicable in that scenario. Well, Jacqueline, I love switching gears and asking some really crazy questions to our guests and learning more about them. Are you ready for some six fast questions?

**Jacqueline V. Twillie**

Yes.

**Emily Merrell**

Okay, buckle up. Here we go. So first and foremost, tell us an unknown fun fact about yourself that most people don't know.

**Jacqueline V. Twillie**

I'm teaching myself how to play the acoustic guitar.

**Emily Merrell**

Oh, you're teaching yourself? Are you doing like a YouTube or

**Jacqueline V. Twillie**

Yes, YouTube

**Emily Merrell**

How's it going?

**Jacqueline V. Twillie**

It's challenging.

**Emily Merrell**

How are your calluses on your fingers?

**Jacqueline V. Twillie**

Um, my fingers look jacked up.

**Emily Merrell**

It's so much harder than I ever anticipated.

**Jacqueline V. Twillie**

Yeah

**Emily Merrell**

I think like we we 20 of the pandemic, my husband was trying to teach me He's like, just repeat these chords over and over. And I have, I've been a very bad student. So I can't wait to hear for performance from you at the end. So you know, at Six Degrees Society, we are a huge fan of connections. And I love I love being able to grant some dream connections to people and we've been very fortunate to be connected to high level like Brit Morin from Brit + Co which also has allowed us access to something other bigger names. Who is your like, big dream person you would love to be connected with?

**Jacqueline V. Twillie**

Valerie Jarrett, who was adviser to President Obama, it's still a close friend of the Obamas. I am fascinated by how she's navigated her career.

**Emily Merrell**

Oh my gosh, that's such a good one. I'm kind of connected to her, we did an event with with her when I worked at Tory Burch. I wasn't at the event that I helped coordinate it. So I think you're like three degrees away from her.

**Jacqueline V. Twillie**

Hey, I one time I live driver went to a party that she went to. And I was like, I'm getting close. I'm getting close.

**Emily Merrell**

For knocking down those those degrees. I always love to see that. What show besides the Real Housewives of Atlanta? Are you currently watching? Okay, so I'm currently watching. Oh, my goodness, I just binge this show. And it was on Netflix. And it's all in Spanish. It's about two women who gave birth to daughters at the same hospital in the same room and the babies got mixed up. And it's like mother daughter from another mother or something like that. Yeah. Okay, is it good?

**Jacqueline V. Twillie**

all good.

**Emily Merrell**

Okay, I've seen that advertised, but I'm like, I don't know. Is this worth it? Okay, that's it's good.

**Jacqueline V. Twillie**

It's worth turn of subtitles on one and watch.

**Emily Merrell**

Okay, or I can practice my Spanish and just like, see if I can follow it.

**Jacqueline V. Twillie**

Yeah.

**Emily Merrell**

It's not good. Anyway. Um, what about what book? What book are you currently reading? And do you ever read your own book?

**Jacqueline V. Twillie**

I do. And I'm releasing my books soon. So I read about eight books a month. So I'm currently reading Think Again by Adam Grant, which I'm totally fascinated by this book. But I just finished Unapologetically Ambitious by Shellye Archambeau. And I recommend every woman get that book,

**Emily Merrell**

Unapologetically Ambitious. Okay. Um, yes. And I didn't know Adam Grant had another book besides Give and Take and

**Jacqueline V. Twillie**

yeah, it came up this week.

**Emily Merrell**

Quite. Okay, awesome. Well, I'll add my stack of things. I have kind of so many books to read next to me. Um, and then what? What is your favorite emoji or most used emoji?

**Jacqueline V. Twillie**

My favorite emoji is the party head.

**Emily Merrell**

Okay. Not the person. Yeah, just the party hat. Not the emoji with the person doing the just the party. Just the party hat. That's a good one. That's a great one. And what is the movie of your life called and who would play you?

**Jacqueline V. Twillie**

She's Doing Something New, would be the title of the movie. And I'm in awe. You know, I'm just gonna go out on that. long shot this person isn't an actress, but I love her personality, Cardi B would play me.

**Emily Merrell**

She's an actress 100%

**Jacqueline V. Twillie**

in my dream life, I could dance like Cardi B.

**Emily Merrell**

Oh my Yeah, I Well, I wouldn't I don't want to embarrass myself like, Yes, I can't even move my bottom in the way that she moves her bottom and I try I have tried. I'm not gonna lie like I have tried. I just it's not possible. There's not enough there to move around. What is the problem? Well, Jacqueline, yeah, we need we need videos. Maybe we can do like a Gosh, we could do an event on like, how to be a better dancer when I was dance like Cardi B. Have you ever taken a pole dancing class?

**Jacqueline V. Twillie**

I have. And I left with bruises.

**Emily Merrell**

Oh my god. I have like such a greater appreciation. It is so hard.

**Jacqueline V. Twillie**

It is so hard.

**Emily Merrell**

Oh, these women should be billionaires they are making their athletes like next up

**Jacqueline V. Twillie**

like extreme athletes for sure.

**Emily Merrell**

Yeah, what they can hold, like the pole and twist with their legs. Yeah, I was on the bottom the whole time. And I crawled away, essentially. Well, Jacqueline, what else is coming up in your world? How can people find out more about you and your services and the amazing things that are happening? Over in Dallas?

**Jacqueline V. Twillie**

Yes. So I am kicking off the next core hurts of the resilient Leaders Program soon. And that's for women leaders who aspire to be executives. That info at zero gap dot CEO. But my favorite place to hang out online is LinkedIn. So listeners connect with me on LinkedIn but mention that you listen to The Sixth Degree Podcast so I know where you came from. And then Emily, I will see you in a couple of weeks for coaching was self made.

**Emily Merrell**

I can't wait and I'd love to talk to you about hosting an event for six degrees society on negotiation for how

**Jacqueline V. Twillie**

you, you got it.

**Emily Merrell**

Yay. Awesome. I'll follow up directly. Thank you listeners so much for joining us today. If you liked today's episode, make sure to give it a thumbs up and share it with a friend and we'll see you next time at The Sixth degree. Have a great weekend.