

Empowering Communities and Gathering Connections with Carrie Murray of BRA Network

SPEAKERS

Carrie Murray, Emily Merrell

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 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. And today I am super excited to have my dear friend Carrie Murray, founder of the BRA network as my guest. Carrie, welcome to the show.

Carrie Murray

Thank you so much for having me as a longtime listener, first time guest. I love your podcast, and I'm so glad to be on it.

Emily Merrell

Oh, it's just so nice to pick a superfan and have her come on. And you know, it was a random, random drawing. super fan. I'm clearly a stalker of you, which is super awkward to have just a little backstory, Carrie and I were introduced by two friends, we finally got our act together and connected after the second introduction. We were like six months apart. And I was scrolling through old pictures, you know how you do being like, maybe this will work for Instagram one day from 2016 and 2017. And I found a screenshot of your website being like, Who is this bra network check? And what's her deal? Clearly I didn't do anything about it. I didn't follow up. I didn't stalk you. I just probably had you on my radar. And then I didn't really remember that. I did that until we were connected. And now I'm a member of bra. So anyhow full circle here. I'm so happy to have you.

Carrie Murray

Thank you so much. I felt like when one person introduced us. And then I was like yeah, yeah, yeah. And then I dropped the ball too. And then when the second person I was like, Yes, why aren't we best friends? And then once I got to know you, I was like that everyone has been telling us to me. I was like, Okay, you guys are right.

Emily Merrell

Think it's hard sometimes when you see someone doing kind of playing in your space, and you're like, well, should we be competitors? Should we be? Should I be wary of this person? Like we have a lot of

the same members. But I think what we do is very different. So you know, as the founder of the bra, and I love the fact that the bra stands for business relation Alliance, but you've done an extraordinary job of taking bra and running with it. You've got core sets. You see that?and then you've got what did you bra Maduro? Is that what you say? Maduro Maduro? What are the other good puns that we have?

Carrie Murray

We also also have.... So our annual conference conference, it's called busting up.

Emily Merrell

bra fittings?

Carrie Murray

Yes, the fitting room. So the fitting room is the bra orientation. And you know, when I first started and I don't know, if you did, when you first started your community, I had levels of membership. You do now and so that like if you are an entrepreneur or had it together, and you were like, I just want to be a part of a great community, I don't need a lot that much support your membership was strapless. But if you are like a new entrepreneur, and you were just starting out, well then you have to have a training bra. And then someone who was right in the middle was just a Demi cup, because you don't need that much support. You just need a little lift. But eventually I had to eventually I had to go away with it because it was just getting too hard to manage all the different levels and different perks on each level. And so I just made one membership called the Alliance. And it just you know, we just dive deep in the cleavage of your business and push you up.

Emily Merrell

Oh my gosh, I love it. I was gonna say yeah, oh God, there's so many good ones. shit, I was gonna say you're nipping out there. I love a good pun. And I love a good like play on fun. And just keeping it going and keeping it going. So well done you. But so you know, backing up a little bit. You are the founder of bra, bra as I want to say it's relatively new, but I guess we're in 2021. So what is new? And what does that mean? But before you founded BRA, you were had nothing to do with the like entrepreneurial female space. You were you were the founder of a school. So can you tell us a little bit about your journey from getting pushed up to BRA?

Carrie Murray

Absolutely. So I was a public school teacher for 14 years, became a principal did all all my teaching in public school and the principal, I realized that there was a marginal relations whose needs weren't being met. I also had a partner who was like, I can be a teacher for these kids. So I was like, let's just be create our own school. And so we took the leap into entrepreneurship having no clue what to do. We knew nothing about branding, marketing, but I could write curriculum. I could, you know, create a lesson plan. I could teach teachers and I can meet the needs of these kids. So after our first year of the school, I quickly realized Oh, I need some help. I don't know how to create an email funnel and I went to networking groups. But every time I went to one, it was all old white men. And they were just like, Hey, here's my card. What's your name? What did that and it was so salesy, and I was like, where all the women at? So it just got frustrating. And I would talk to my friends who were also entrepreneurs and be like, Where are you ladies hanging out. And they're like, oh, we're in Facebook groups. So that's

when I was like, Well, I'm gonna, I'm gonna put something together and I put a dinner party together with like, six of us. And then they just started networking with each other. And then they kept bugging me to have another dinner party and bring more people to that. And then the next thing I knew, I had, like 20 women in my yard, and I thought, well, there's something here, especially because they all started hiring each other. The interior designer was now working with the architect and the photographer was now working with the event coordinator. And I thought that was really special. So at that same time, the school was now I couldn't manage it, I was in the red, I was like, 60 grand in debt. And these families were so appreciative, and so loving, but it was on paper, not profitable. So I had it acquired by another private school. So they were taken care of, I sold everything that wasn't nailed down and invested that money into building bra. And bra just came from, I just wanted something that we all had in common. Whether you wear a bra or not, at some point in a woman's life, they had an experience, whether it's positive or negative, with a bra, and I just thought, I'm gonna unify us all with this. And it just kind of grew from there. 20 members to and that was 2015 16. So here we are five years later, and I'm close to a little over 300 members, nationwide.

Emily Merrell

That's amazing. And and you started your you started bra, you said as a dinner party. And then in your backyard, your house was definitely the first venue. But when you started the dinner party to do give it a name. Did you think it had the legs to be something bigger? Or at that point? Were you just so eager to bring these amazing humans that you knew into one? one room?

Carrie Murray

Yeah, it was definitely the latter. I just was so desperate for community. Having no idea that so many other women were too, so I just kept having dinner parties. And it really wasn't too like the fifth or sixth one. When there were more people there that I didn't know, then my friends that I was like, Oh, I need a brand....I think I need a website. That's how I never thought if you would have asked 12 year old Carrie what she wanted to be when she grew up, it would I would have never said I'm going to be the founder of a community for female entrepreneurs.

Emily Merrell

What what? What would she have said,

Carrie Murray

Oh, I'm going to be an astronaut.

Emily Merrell

An astronaut. Okay, not an actress?

Carrie Murray

I would have been an astronaut first.

Emily Merrell

Okay, and how close are we to becoming an astronaut now?

Carrie Murray

Well, there's there's this thing you have to do called math and a lot of math in order to be survive in space. It's also ironic that it's called space and there's like no space when you're. Oh, claustrophobia.

Emily Merrell

Yeah, yeah. Oh, my gosh, yeah. When you're on your way to space yet some sounds terrible. That's, that's on the bottom of my priority list. I'm happy that Carrie switched gears and found bronze instead. So you know, BRA was created. You said in 2015 2016. In Los Angeles, you were hosting these incredible conferences. And then the pandemic happens March 23. Was it was that only last year? What What happened then? Like, were you were you fearful for your business? Or were you?

Carrie Murray

Yeah, a little bit of both, you know, because there was so much unknown happening. I mean, when we first went in, we were like, oh, two weeks, we'll be back. Everything will be fine. Wow. But the because primarily, there was I'd say about 50% of what bra does is already online. And the other 50 I'd say was in person in LA events. And actually the day before the shutdown was our last event. And it's our biggest fundraising event of the year women on the rise. Where we honor women in our network. We recognize them and their achievements, but we also partner with a nonprofit and get money funneled to them. So that was March 12. And we got shut down March 13. So moving forward, I think in April of 2020, I was like, nobody wants this. I was crying. I was like, Who's gonna show up? What am I doing with my life? I don't want to home school. And I swear, every person that taught that like your teacher will be great. I'm like, this is not what I want to do. I love teaching, but I dusted myself off. I caught back up phone to friend and they're like, No, we need community now more than ever. You are not going to give this up. So I just converted everything online. And to my surprise Everyone showed up, I was thrilled and excited because I'm sure you felt the same way, like, nobody's gonna want to do this anymore. Everybody's holding on to their cash. But instead, this is where they wanted to spend it. They want their community, they wanted engagement. They don't want your typical zoom call, right. And similar to your events, they're engaging, they're either thought put behind them, it's not just like we throw up an agenda and just start talking. Like there's serious thought that goes through it. And so I just kept going full steam ahead.

Emily Merrell

And it's been an amazing, it's been really fun. I think one of the biggest mistakes I made as an entrepreneur when I was building, my network was like, Well, I do want to network at other organizations, but I'll like pop in network. So I wasn't really building site. I wasn't building parallel communities. At the same time I was in my own community, I was a part of everything, but like more surface level. And last year, I think digitally really allowed me at least who is hosting an event today to still also dig into other communities and be part of something where I'm not the leader. And it also is a nice feeling, when you are leading things to like sit back, relax, and be like, I'm not in charge right now and I am being taken care of. And what I really admired about watching bra first and foremost, I think the way that you onboard people is just so phenomenal. And it's really inspired me I'm like, I need to go back to the drawing board. Carrie has got it figured out. And second, I love that you have that fundraising portion to your your mission, as well as the fact that like all the ones where the members have to buy tickets to it usually have like a giveback component. Yeah, and it's to, to something that's

really making a difference in this world. And to top it off, you always do something that's really out of the box. Clever. So thus far, you know, the two big events that I've gone to from from you, virtually, that had to give back component one was bingo drive, bingo. Oh, yeah. Which was so fun. I was like, it's 430. I'm drinking a cocktail. And there's this phenomenal drug been teaching me funny bingo shapes. And then the second one you did was this holiday one on trivia and what I liked about it, it was passive. We're all engaging, but like, our thesis weren't there. And then we were able to go to more of the Hangout afterwards. So how do you maintain this creativity? And did you have these connections, and were with all of finding these people pre pandemic? Or is this all just in the past year, you discovered these individuals?

Carrie Murray

Well, I had gone to drag queen, bingo at hamburger Mary's back when we were out. And that's a drag club in LA. And they have a fantastic bottomless Mimosa branch. By the way, once they open, we're going you're going to come to LA, we're gonna let and that's how I found out about that. And I'm telling you, everyone, the bottom line is emails. If you think your email is not being read or not being heard, that drag queen bingo hamburger Mary's have been I've been on their email list for years. And I finally opened it. And they said, virtual drag queen Bingo. And I was like I'm in. The same is true for two bit circus who hosted the trivia night, my son's eighth birthday was there two years ago, and I'm just in their email funnel. And I finally read an email that was just like, have your holiday party done virtually. And I was like, Yes. So it's kind of like, I just don't unsubscribe from all these fun places I want to and I want to see how they have converted online. And there's some really innovative things that have been happening. And that I want to bring to the community and the fact that I get to partner with a nonprofit. And if you say that, here's a pro tip, if you tell these big companies, hey, this is this fundraiser, it's for this, they'll give you a little discount, they'll knock down the price, and everything. I've never paid full price for anything, because I'd rather give the money to the nonprofit. And it just looks good for every brand involved. But that's how it's just honestly reading my emails, and just going to all these places that were once in person and just supporting them to build an online platform. Because I have a community that's looking for fun. It's just that's honestly emails, everybody, keep writing them.

Emily Merrell

Keep writing. And so it feels like I love I love that lesson too, because it sometimes feels like your email falls on deaf ears. And you're like, no one's paying attention to me. And so then I'm sure when they get that notification from you, that probably meant a lot to them as a business owner, but also, you know, you created such an remarkable space for these 100 plus individuals who showed up for that event. And now they're going to think about that for their friend's 50th birthday party, and so on and so forth. So there's definitely a component

Carrie Murray

and they're small businesses, right? So if I'm in a network supporting small businesses, it's nice to then hire them or work with them for events and both hamburger Mary's and two bit circus are la based. But what's also kind of cool about a digital platform is I don't have to only work with people In LA so now I'm looking everywhere. Like well, out there,

Emily Merrell

the big quiz guy, he's a good, he's a good online pivot, you should definitely check him out.

Carrie Murray

Oh, good to know.

Emily Merrell

Yeah, another trivia but to get circuits I was blown away by like the professionalism and like the technology, which is probably rudimentary like coding that I have no idea how to do that right. So Carrie, you also the nonprofit's that you pick How do you align yourself with these nonprofits? And how do you decide when to do a fundraiser for them?

Carrie Murray

Love that. So if you are a female founder of a nonprofit, there is a nonprofit part in our membership. So you are featured in the directory as a nonprofit. So typically, because we want to work with women within the network First, I'll seek them out first and be like, where are you at? How can we support you and so for jingle mingle, the nonprofit we partnered with was everyday action. And they are a local brand new nonprofit, but also female founded from members. So that's one way as I look within the network first, and if there isn't an alignment that's happening, like for drag queen, bingo, it was right around election time, it was right around the Georgia runoff. So I was like, let's partner with fair fight, which is Stacey Abrams, nonprofit, and give them a little support from this community. It wasn't 1000s of 1000s of dollars, but just a little bit makes all the difference. Even in large nonprofits or smaller ones, it could be the difference of keeping their doors open, or getting gas for their volunteers, you know, it's really just advantageous for us to just find what's happening currently, and how we can just make an impact, like, we did a network out where we worked out and we networked, and it was at the same time as the California fires. So we partnered with the Red Cross and the LA County Fire Department. It was just happening at that time. I think that's also what gets people to show up. They're like, Oh, I can make an impact in my community now and what's happening now. Now bigger, you know, nonprofits like we've worked with dress for success, which is a huge global nonprofit that has huge, huge partners like Macy's and Chevrolet, and I started with them, but at first and they were appreciative and lovely. But my \$1,000 contribution to someone who's got huge supporters is not a small little drop and a big well, where that \$1,000 towards us, smaller local nonprofit, it's, the impact is just greater. So that's why I try to seek out first off female founded. If they're in broad, then if they're not, I've tried to find out what's happening currently in our current bot, you know, time current events. Yeah, find a partner that way.

Emily Merrell

2020 was filled with lots of good current events to partner with, to choose from, to choose them, not dogs this year. Luckily, dogs are taking care of puppy shelters were empty. Yeah, but you think it is interesting. I like the aspect to where you have an educational component to it, where you're able to talk more about the issue, or you have a speaker who talks about it. I mean, my husband is more of a political person in our family. And I'm like, Can you give me like a shortened version of what's happening in the world? Because every time I go, you turn on the news, and I get sucked in and I lose my half my day. So can you just give me a synopsis that I appreciate seeing? I remember the drag queen, bingo. I believe that that woman was like on the front line, so to speak. And so hearing from

someone versus like having it reported about is really impactful. And I think it's, it's cool to see that discussion.

Carrie Murray

It's so true, because first person testimonials, they resonate more with you, you actually listen more. You're more engaged with what's happening, and you're more likely to act after the fact. Then you're right. If Anderson Cooper is telling us it's really crappy, what's happening at the Capitol, but if we had, yeah, like, are you sure Andy? But it is it just creates a stronger connection to what's happening in the world, but also the people you're zooming with, you know?

Emily Merrell

Yeah. And so I also, I love, I love that you've married all these different components together. So as we know, networking is like one of the more dirtier words that are out there. Do you have any favorite tips that you like to share either people that you meet, and who will tell you when you tell them that you run a networking organization and look at you like you tell them that you like murder puppies, or with disgust because they find sometimes when I tell people what I do, they're like, Oh, I hate networking, or like, they look at me with dread. Like I'm gonna sell them on something and have all this all that white, white male, scary. Fear comes straight back to them. So are there any favorite networking tips that you like to share?

Carrie Murray

Definitely, I think whether it's in person or online, and I just did this during I was on clubhouse. So I have a great advice for if you're networking on clubhouse, which is hard because all you can do is talk is for me follow through. So if you're at an in person event or on a zoom, and you're like, DM me this or here's my email or you're on clubhouse, and they're just like, yeah, follow me here or send me a DM. actually do it. I found that when someone says they're going to follow through, and they do I immediately want to respond to them. I'm immediately engaged like, yes, I'm so glad you actually did what you said you were going to do. Now I know life gets in the way things get busy. And we're going through our wallet or like, Oh, yeah, here's her business card, whatever happened, but she's not reaching out to me, either. I feel like, you know, just following through that one little dm that one little follow actually has a bigger impact when you're meeting someone for the first time. I think the other thing with networking is, I know for you as well, with six degrees it is we look at each other as community first before clients. And I think putting that out there just like I'm looking for community members, I'm not looking for clients. So that already sets it a little bit different than like a more traditional networking group like a B and I, you know, where their structure is, there's only one person in this group that does what you do, and they have to hire you. I just I don't agree with that. Because, like, yeah, if I'm a photographer, you may shoot the most beautiful weddings, but you're not going to photograph my baby. Yeah, it's only one of you in this group. So I think that's really important when it comes to networking, community first clients next.

Emily Merrell

I love that. And I think the DM and the follow through is so true. It also shows you how lower expectations are of people. And like a Hello, we set our bar for humans. So really standing out from the rest of the crowd is so important and so easy to do without much of a lift on your part. So true. Like we

do both have communities. So it's super easy for us to kind of give a freebie away and you know, make people feel special and invite them to join us. What do you recommend for people who are the photographer? And their bread and butter? Is the only thing that they do they only have they only have their shoes? Do you have any tips or tricks for

Carrie Murray

for them for networking? Well, the first thing is I don't think they should give anything away for trade or for free. I think it's well. There's a caveat to that. So trade, I think it's tricky. If you don't put \$1 amount next to it. So I'm going to do your branding shoot, this is going to cost three grand. Okay, cool. I'll get your new handbag, which is \$200. Well, that's not an easy trade. So I, I just feel like if you give anything away for free, they're going to keep coming back to you For more free shit. So creating a trade has to I think it should be on paper, even if it's an email really laid out what's your asks and what you're giving. So there's no one feels slighted? I don't think you should give discounts. I mean, I get if you want to incentivize people, but when people join brah? That's a question I get a lot. It's like, do I give other members discounts? And I'm like that is your discretion. But the price is the price. So you charge what you're worth? And if anybody comes back and says, Well, can I get a little discount? Because I'm in broad? That's very unbraid? Like, I don't? Yes, yeah. I mean, I don't go into nordstroms. And be like, I know those shoes are \$90. But I have 75. Can I just give you 75. No, the price is the price, I pay the \$90.

Emily Merrell

Although I will say from working in retail to Fun fact here. If you Google where the where the shoes are priced on Zappos or something else and you hold that price up, they will honor that lower price.

Carrie Murray

Fun fact, I did not know that

Emily Merrell

You can negotiate more than you think you can. Which is so annoying when you're on the other side of it on on one of those things. But the customer's always right in those those stores for the most part. So

Carrie Murray

Oh, I didn't know that. I didn't know you could. Like if you went in and price matched it. You had to show the price and some stores will honor that price.

Emily Merrell

Exactly. You know how online don't have any way. So it's a little different stripe. But yeah, it's it was frustrating. We'd have like an online sale happening. And then in store, it wasn't happening. And they'd be like, but it's 15% off online. Like, oh my god. You have a black card like you're fine. So, I love it. I completely agree. And I think like people need to realize that their products are luxuries. And if they are to strategically give something away for free, it's knowing that they're going to get a very large payout down the line. And a perfect example of that is my photographer for my wedding and she was introduced to a friend and I made a suggestion about I want to do a shoot for my mom for her birthday. She comped it for me. I then hired her for every single event after that. I hired her for my wedding which

was big ticket price. And I've recommended her every engagement shoot. So she knew the value of doing something strategic for free for me putting the deposits in my bank, where then I was able to then make sure that she was paid out generously. So I completely agree with you.

Carrie Murray

Yeah. And generosity and showing that gratitude for something really well done. Giving a great testimonial man, does that make you not only the person feel good, but they remember you. They remember you as their ally. They remember you as like, Oh, this person's going to leave and talk still talk about me because still honestly, the best referral is more word of mouth. It's still not a number one.

Emily Merrell

And I love the testimonial that happens without asking for testimonial. Like, someone just writes review a Google review for you and you're like, I adore you. You are my favorite human. Well, I want to switch gears with you because we have a lot to cover. You too have an amazing podcast I've had the honor of being on it is so fun. It's called get carried away with Carrie Murray I don't think I've laughed so hard on a podcast that I've been a guest on for a while, so highly recommend that. But one of the things that I love about you is all the things that you're like an onion to me, every time I talk to you, I feel like we're able to peel away something new. And the recent thing I was able to peel away from you was I was on your LinkedIn. And you had a post. I think it was at home Polish or apartment therapy or dwell

Carrie Murray

apartment therapy. Yeah, apartment therapy.

Emily Merrell

It was like how these Hocus Pocus stars celebrate Halloween, and I'm like, That's weird. Why is Carrie in this? She had Hocus Pocus like totally didn't seek remember her and Hocus Pocus, but she might have been child actor. So click through. Then I keep scrolling down. And I realize your husband was in Hocus Pocus. And I I swear to God, I think I've found girls so hard. I think I blushed. I ran into my husband's my husband's office, aka my bedroom. I was like, Oh my god, You'll never believe he's like, I don't understand why you're so excited. That was your childhood crush when you were six, seven. So you married him. That's cool. Yeah. I mean, we had another conversation that if you hadn't married your husband, you would have married Leonardo DiCaprio. Who was truly the person that I thought was meant to be with me and like I still, I still am curious what my body will do. If I see him or meet him, like I'm really not sure. I'm going to text you after this call a sketch that I painted of him. When I was 10 years old with a swan around his neck. No. I was like so grossly obsessed. It was taught me all about my sexuality at 10 years old by like Caprio. Right. So, let's talk about degrees of separation. I feel like this game is now that I know that I'm two degrees separated from like my childhood crush at Hocus Pocus. I'm to two degrees to Leonardo as well.

Carrie Murray

Yes, yeah. I'm gonna say Well, I'll tell you the quick story. So and I've actually seen him in person. And there's this restaurant here in LA called Firefly and they have unisex bathrooms. So the men and women have their own sides. But think where you wash your hands is communal. And I come out and he's there washing his hands. And I've never been starstruck and I was just like, ah, and he's tall and

he's gorgeous. And he's got all this beard and he hadn't had covering eyes. So I have seen him and I froze and fear.

Emily Merrell

Yeah, and he was just like humans, that's Wow.

Carrie Murray

But when my husband was starting out acting, he and Leonardo DiCaprio had the same agent. So they were there looks not identical, but similar. tall. They have blue eyes, they have blonde hair, they're white. And so that when you go on auditions, you all look the same. And so they were went on all these auditions, they did commercials together. But they were in the final two for the movie for this boy's life with Robert De Niro. And my husband I think was like 13 at the time, and Leo was like 15 Well, they obviously they hired a leader, Leonardo DiCaprio with Robert De Niro. And my husband is in that movie. He's just a smaller character with a very young Tobey Maguire too. And I always say when he tells me the story, that if he would have gotten the job with dinero, Leo would have taken Shawn's path and gone down that you know, did the Hocus Pocus and then did you know NCIS and I would be married to DiCaprio right now. I would be Carrie DiCaprio, which kind of has a nice ring to it.

Emily Merrell

It sounds really nice. I mean, your kids so what what names would you give your kids?

Carrie Murray

Oh, gosh, you know, that has to be like some kind of cool it like Rosanna or something like Isabella.

Emily Merrell

Yeah. Be like DiCaprio. Couldn't be like a Clooney though, where he is going to get married much later in life to someone wildly young. Which scares me when I'm like I babysat for those kids like that he is dating. Actually, they're like, younger than kids I babysat for it's bonkers. But anyways, we'll marry someone like 2122. And then she's gonna look fabulous. And they're gonna live in como.

Carrie Murray

Yeah, which will probably also be a civil rights attorney, she's gonna be really smart, really skinny, really beautiful big boobs, I'm gonna hate her. But I'm actually really gonna like her

Emily Merrell

to be her best friend. So. And that's how girls work. Finally, and I love that story. I think it's a perfect example that we're all connected to someone that we want to be connected with, we just have to search for those connections strategically. So when I come and visit you and I organize a dinner party at your house, and I maybe go through your husband's phone and ask his his direct friends to come up, that's fine. Don't worry about it. All right,

Carrie Murray

it's totally acceptable. We always joke that because he's an actor, you know. So we always say that, you know, he's the actor, but I'm the celebrity. Because he doesn't want to do like, you're not going to

see us at Soho house at you know, midnight on a Tuesday. We've never been someone to go to those parties or events or he just wants to be an actor and be home and plays video games.

Emily Merrell

That's it. stars, they're just like us. They're just a 16 year old boys.

Carrie Murray

Pretty much.

Emily Merrell

So you know, switching gears one more time. I love asking my guests. You know, we're Six Degrees Society. I like asking six best questions of you. So are you ready to hop on the hot seat of questions?

Carrie Murray

I am fired up.

Emily Merrell

Good music to go with it. So first and foremost, tell us an unknown fun fact about you. I know we've got so many good nuggets. We know you're an astronaut. We know you were a teacher. We know that you're married to Leo. I mean, Sean

Carrie Murray

I Well, speaking of degrees of separation, one Fun fact is by you, knowing me makes you four degrees away from the Queen of England.

Emily Merrell

Oh,

Carrie Murray

that's right.

Emily Merrell

I should I call you your lady or...

Carrie Murray

Duchess! Duchess Marie. Hello. And how that worked out is that my brother in law was in the show Suits. Patrick Adams, and he Megan Markel was in Suits. And so that's Patrick. Megan Megan's married Harry and his mother. were no grandmother is Queen Elizabeth. So there's one. There's a fun fact you are closer to the queen.

Emily Merrell

Okay, so very much So guys, everyone. Look at your degrees of separation. I'm now four degrees from the queen. So knowing me makes you five degrees from the queen. That's right. That's six degrees is obsolete. Like we need to be two degrees of separation. .

Carrie Murray

You know, they're moving to Montecito. That's in between where you are in San Francisco and me in LA. We'll just...

Emily Merrell

it makes sense to retreat at their house. Yeah. Yeah. Megan leading it. Okay. Well, we'll connect. I'll talk.

Carrie Murray

Yeah, we'll talk offline about that. It's

Emily Merrell

only a \$10,000 entry fee, blah, blah, blah. It's fine. So um, who would be a dream person for you to be connected with?

Carrie Murray

Oh, that's a great question. And

Emily Merrell

I know that four degrees to the queen, One degree to Leo, who's your dream person?.

Carrie Murray

I would love to know Jensen Cerro. I would just love to like pick her brain. Anytime. I've always listened to her books because she does the audio. And she's just hilarious. And I love her personality. I love the cadence and her voice. And I love everything she's saying. Because it's right. She has a new book coming out? I think. So. Yeah. So definitely her brainy brown brown. Yep. Would love to share a glass of wine with her. Um, let me and I you know, I love Oprah. But I don't know if Oprah would be my number one. I think she's she's like the queen, you know? Yeah, huge. But I don't know if we would have a lot in common. I think I would be too starstruck and wouldn't be able to like, actually be me.

Emily Merrell

I met Gail before and Gayle King, when I was I was when I worked in fashion. I was working, of course, like the welcome desk for the event. And she was so nice and so sassy. Like we had a rapport. I felt like we had chemistry between us truthfully. And then I saw her again at a restaurant. I was like, Mom, I kind of know her to go up to her. I don't know, I didn't feel it didn't feel right for me to be like to remember that. That one time you went to this one random event at Bank of America towers, but I should have because I think Gail I think Gail's Marburg gal than Oprah.

Carrie Murray

I think so too. I think if she wasn't putting spaghetti in her mouth, you know or was in the middle of a deep conversation. You could have easily gone up to her. Yeah,

Emily Merrell

Totally. I love that. And then, you know, mine back in the day was Ellen. I wanted to be on the Ellen Show more than anything I wanted to make Ellen laugh and then Ellen kind of got cancelled. Okay, moving on. What show Are you watching right now that you can't stop talking about?

Carrie Murray

Oh, well, a couple I just finished seduced, which is on stars and that follows someone who left the Nexium cult.

Emily Merrell

So this is daughter India,

Carrie Murray

that India. Yeah, that's her name. So I listened to it on a podcast. And then I found the series. And every Monday I'm like, is it out? Is it out and now it's all out and everything but it's called seduce. It's crazy crazy to think how these smart elevated women and then gave 1000s and 1000s of dollars and were seduced into this cult and ended up branding themselves. It's frightening.

Emily Merrell

Did you watch the back?

Yes, yeah, I did so so that one I'm that's on one end of the spectrum, but what's really gooey and yummy and just delicious. is obviously Bridgeton Yeah, so watch that in two days. It's been a great aphrodisiac. Oh, it's definitely the I think the one thing I would love to have back is I love reality shows I love competition reality shows and not singing. I like survivor I like amazing grace I like like things that I would never do and watching people do it and then when at that millions of dollars I really miss those like I don't like Tiger King or any kind of like the voice or any or any dating show. I stand like the bachelor or anything like that. I just but I have a soft spot for The Real Housewives.

Emily Merrell

Not gonna lie. Okay, water spectrum. I just want started watching a documentary last night on Tiger Woods. And it's like behind the scenes of Tiger Woods, which made him Tiger Woods. He started playing golf, I think like one years old. And wow. It's incredible. I really am impressed. And they're bringing like his first girlfriend on and they're bringing the girl that he had an affair on. So if you want a reality kind of documentary thing....

Carrie Murray

That's good to know. Thank you. I'll put it on my list.

Emily Merrell

Next question. So what book are you reading? or want to be reading?

Carrie Murray

While I want to read Jensen cerros new book. What I'm reading now it's an audible. I never remember the titles of books. It's so bad. But I'm going to pull it up because it is not a business book. I try to rotate between them the invisible life of Eddie LaRue. Kind of like Time Traveler's Wife meets a little bit of like Hunger Games.

Emily Merrell

Ooh,

Carrie Murray

kinda like a mixture of that. Maybe not as dark as Hunger Games, but it's been good. It's been a it's like, I also listened to tons of podcasts. But that book I'm currently loving because it's such a so different than all the business books I listened to.

Emily Merrell

Yeah, seriously, like you actually look forward to reading them. Versus Yeah, I have to do something else. What is your favorite emoji that you use the most?

Carrie Murray

Probably the one where they're hugging. You know, it's a little hands.

Emily Merrell

That was her last guests favorite one too. So it's funny. Or it's in a row and then two hugs in a row. So I'm curious. Favourite meal? Like last meal.

Carrie Murray

Oh enchiladas with sour cream and a big pitcher of margaritas rice and beans.

Emily Merrell

You are my girl I knew I loved you. And then this is a two part question. And our last question, what is the movie of your life called and who would? Who would start as you?

Carrie Murray

this fabulous life would be the title. And probably my doppelganger Reese Witherspoon.

Emily Merrell

Oh my god. You're not Reese?. This is crazy. I though I was talking with Reese the whole time. I love it. Well, Carrie, thank you so much for being here for always just been a blast to talk to. How can our listeners find out more about brah? Maybe check out an event become a member? And check out your podcast.

Carrie Murray

Yeah, absolutely. So everything is on the website, broad dash network.com. Or you can just follow me on Instagram at bra underscore network because somebody already had the dash. And they're not

posting by the way. I've tried to take their handle. They refuse. But yeah, all the places. Send me a DM, tell me you listen to this podcast. And I'll slip in a little promo code to become a member.

Emily Merrell

Yay. I love that. Well Carrie, thank you so much for joining us. listeners. If you liked today's episode, please give us a review. Give it a like share it with friends. And Carrie I can't wait to see you at the next BRA event later.

Carrie Murray

Thank you so much for having me Emily. This was so fun.