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Annie: Hi friends! Welcome to another episode of That Sounds Fun. I'm your host Annie F. Downs. I'm so happy to be here with you today. We have got a great show in store. It's day seven of the 2021 Christmas party.

We've been partying for a whole week, you guys, over halfway through the 12 days in a row of Christmas episodes. Just imagine we're all like mingling around a lovely holiday get-together, taking in the beautiful decor, some great snacks, pausing to have a chat with new friends and there. If you have missed the first six episodes of this little party, be sure to go back. Just binge them. They are all there for you and they're all so fun.

The soundtrack of our party is *Little Drummer Boy* from our friends for KING & COUNTRY. It's from their album *A Drummer Boy Christmas*. It's so good, y'all. Be sure to check it out.

And before we dive into today's conversation, I want to take a moment to share about one of our incredible partners, stamps.com. If you're looking for ways to skip the trip to the post office and dodge all that hectic holiday shopping traffic, why not save time and money with Stamps.com?

Stamps.com lets you compare rates, print labels, and access exclusive discounts on UPS and USPS services all year long. Y'all it just makes sense. Especially if your business sends more mail and packages during the holidays, it is the right choice. We send a good bit of mail around here and are always looking for ways to save time and money.

So stamps.com was a no-brainer for us. Whether you're selling online or running an office is a side hustle, stamps.com can save you so much time, money, and stress during the holidays. You can access all the post office and UPS shipping services you need all without taking the trip. And with stamps.com you get discounts you can't find anywhere else. Like up to 40% off USPS rates and 76% off UPS.

Going to the post office instead of using stamps.com it's kind of like taking the stairs instead of the elevator. Just going up a couple of floors? Okay, take the stairs. But if you're doing 30 flights a day the elevator sounds good. If you spend more than a few minutes a week dealing with mail and shipping, stamps.com is a lifesaver.

Save time and money this holiday season was stamps.com. Sign up with the promo code THATSOUNDSFUN for a special offer that includes a four-week trial, free postage, and a digital scale. No long-term commitments or contracts. Just go to stamps.com, click the microphone at the top of the page and enter code THATSOUNDSFUN.

Intro: It's a special moment in our Christmas party where I've invited everyone who works with us at Downs Books, at the That Sounds Fun network, and at KCH Entertainment, which is our management team to join me on the pod to talk about what they want for Christmas.

I say this a lot and I mean it very genuinely. The team I am surrounded with is so much better than I deserve. And let me tell you how we know that's true. Do you remember when I used to do this job by myself? Yeah, it didn't look like this.

We didn't have this kind of impact. We didn't have this kind of reach. We didn't make this beautiful of stuff that we make and create now. And I am 100% convinced is because God has handed us a team that is extraordinary. They are extraordinary.

And when I list, you'll know right now I'm listing every night 10 things I'm grateful for. And every day someone on this team ends up on that list. I just love them. I'm so, so thankful. I love coming to work. It's not just because our office is decorated beautifully, though it is, and it's not just because I love what I do, though I do. So much of why I love coming to work as who I get to be at work with every day.

And so y'all ask us a lot about meeting the team: Who's on the team? What does everyone do? You want to know all those things. So today is the day. If you want to see a picture of our team, it's on my Instagram today. So you can go look and match faces with names. But you heard a lot of them at Christmas last year. You heard a lot of them on EnneaSummer2021. But we've got some new friends and we've got some new teammates, and we've got some new answers.

So I thought it'd be fun to give you a little inside baseball about the people I get to hang out with and work with every day. So here's what everybody on our team wants for Christmas.

[00:04:08] <music>

Annie: Hi Ash.

Ashley: Hey.

Annie: Welcome back.

Ashley: Thank you.

Annie: For all of our friends who may be meeting you for the first time, will you tell us who you are and what company you work for and what you do?

Ashley: Sure. Hi friends. It's nice to meet you if we haven't met before. I'm Ashley. I work for Downs Books as the CEO which stands for Chief Operating Officer. And sometimes people call me staff boss.

Annie: I was hoping you were going to say that. You're technically the staff boss.

Ashley: I feel slightly uncomfortable with that title. But you know, I'm moving into it.

Annie: I got yelled at one time on the internet because people were concerned that I was calling you staff boss and you didn't like it and I was doing it anyway. I'm sorry. Would you like us to stop doing that?

Ashley: Oh, no. I just would like everybody to know that sometimes imposter syndrome is real and that it's good to take up the space that you've been invited to take up.

Annie: Yes. You have been invited to take up a lot of space here.

Ashley: Well, it's the both end, you teach us about. And so there I am.

Annie: And you also are on tour with us.

Ashley: I am.

Annie: February and March. I can't wait.

Ashley: Oh, no, come soon.

Annie: Right.

Ashley: We jokingly referred to me as Annie's emotional support pet on here.

Annie: It's terrible. We did that to our staff boss.

Ashley: No, no, it feels like a position of real purpose.

Annie: It truly is.

Ashley: I delight in it.

Annie: I have this memory of us walking... We were outside exercising in Dallas in a neighborhood, and we were doing the loop at two different paces. And every time I passed you, I was crying.

Ashley: Yeah. Yeah. Well, it happens.

Annie: Oh, Lord. And yet I have these rose-colored glasses. It was not because of tour, just for people to know. It was not because of best tour, it was because of me. Ash, what's your Enneagram number?

Ashley: I'm Enneagram two?

Annie: Yes, people can go back and listen to you on EnneaSummer2021 on the twos show.

Ashley: It's true.

Annie: And what would you like for Christmas?

Ashley: I have a hard time deciding what I'd like for Christmas. I made a little spreadsheet for my mom and mother-in-law and aunts who are always asking mainly what would my kids like for Christmas? But I tried to add a couple of things that I would like as they have come to me. So things like... Am I allowed to talk about one of the podcast sponsors?

Annie: Yeah, of course.

Ashley: So I sampled the Olive & June's Mani and I really enjoyed it. So I went ahead and put that on my Christmas list as like.. besides that it really does what it says and your nails look great for a long time, it helps me sit still for an amount of time on the weekend. Because I've gotten in a little rhythm of I'm going to paint my nails every weekend. And it helps me sit still in a way that my hands are occupied. And it's just for me.

Annie: Great.

Ashley: I don't take that time super well without a good catalyst for it. So that feels good.

Annie: Yeah, that's a great answer. You should give your in-laws, etc, the people the code-

Ashley: Oh, I did.

Annie: ...so that they can get a discount.

Ashley: Yeah.

Annie: Okay, great. That's a great answer. Enneagram twos need gifts that let them focus on themselves for a minute. Noted. Okay, great. That was super cool.

[00:07:40] <music>

Annie: Okay. Cate, welcome to That Sounds Fun podcast.

Cate: Thank you.

Annie: Let's start by... will you tell everybody which companies you work for here and what you do?

Cate: Yes. I work for Downs Books and also KCH as well. I just do-

Annie: And That Sounds Fun Network.

Cate: And That Sounds Fun Network.

Annie: You work for literally everybody.

Cate: Yes, that's right. And I do graphic design.

Annie: I mean, every beautiful thing we show the world you have had your hands on.

Cate: Oh, that's so sweet.

Annie: It's very true. All of them.

Cate: I don't know about everything.

Annie: I mean, very close to everything.

Cate: But most of them.

Annie: Very close to everything.

Annie: You do the greatest work. We're so thankful you're on the team. Next question is, what's your Enneagram number you identify with?

Cate: Seven.

Annie: Yeah, girl. And you were actually on the first EnneaSummer shows we ever did, right? You and Drew?

Cate: Yes, that's right. It was so fun.

Annie: 2018?

Cate: Yeah, that sounds right.

Annie: Yeah, I think that's right. Gosh, you're such a good seven.

Cate: I mean, time for redo.

Annie: Right, right. Re-up, we need another seven conversation. So the question we're asking everyone is tell me what you want for Christmas.

Cate: Okay. So I think that I actually said this in the podcast way back in the day but it still rings true today as well. I get a day for myself like to fill it with all of the fun things that I like to do. And usually, it's like an overnight thing like 24 hours.

Annie: What's the dream place? Where are you going?

Cate: I'll just like bop around friends. I'll probably come see you.

Annie: Oh, you know, you just want a day to do whatever you want in our town?

Cate: Yes. Yeah. Yeah. It's like I can go eat wherever I want, I can go see whoever I want go spend the night with a friend.

Annie: I mean, but you have three children. Are you really able mentally to check out that much? No way.

Cate: Yeah.

Annie: Really?

Cate: I have full faith in my husband. He is very good at being a dad.

Annie: Oh, yes. John's amazing. He's very reliable. I just mean like I'm surprised your brain... You're just so attentive to things. Like you just started thinking about your kids all the time in the best ways.

Cate: Oh, that's super sweet. Well, no, I'm definitely able to check out.

Annie: "No, Annie, I'm going to check out." What else are you really asking for this year? Do you have things you want to or are you asking John for like a day pass?

Cate: Yeah, it's a day pass. That's what I'm asking for, for real.

Annie: Oh my gosh, that's great. I feel like he could do that.

Cate: Yeah, he could do that. He said yes.

Annie: Oh, great. It's already sorted. Y'all's Christmas is done.

Cate: I already have a present.

Annie: And he's a three? No, he's a six.

Cate: He's a six. So far, he says that he wants the same thing but I'm not sure if that's real or not.

Annie: Also a day pass. That is all you're going to give to each other for Christmas is you have a whole day to do whatever you want. Go to a movie, go to lunch, go to dinner, go drive around.

Cate: Doesn't that sound fun?

Annie: Yes. And also if you need to take a nap anywhere, you and John are both welcome to come to my house.

Cate: Oh, perfect.

Annie: If you need a place to nap. Because you don't have to go home to nap.

Cate: I'm going to come on your porch. That's a fun... that's a good place.

Annie: You're very welcome on the porch.

Cate: Yeah, I love that.

Annie: Okay, those are very good answers. Well done. I'm very interested to hear your thoughts on Christmas. So well done you.

Cate: Oh, thank you.

[00:11:11] <music>

Annie: All right, Brian, first-ever podcast?

Brian: First ever.

Annie: Wow.

Brian: First time, long time.

Annie: First time call, longtime listener?

Brian: Absolutely.

Annie: Okay, will you introduce yourself? Tell us what company you work for and what you do?

Brian: Okay. Well, my name is Brian Harper. K is my middle name is for Keith. BKH is how I identify myself-

Annie: Sure.

Brian: ...with the initials. But honestly, I have the opportunity to work with people like yourself and other podcasts hosts that want to change lives. The past six years I've been in the podcast business. I love it because I am all in. I mean, I put down

streaming. I rather have podcast on 24/7. Obviously, I do that because I learn so much from people sharing their stories in where they been. So that I love.

And I have the opportunity to bring certain brands that makes sense for these different hosts, and how they can make their lives easier with specific partners, and how those partners that are on the host show, how they bring value to the listeners. That's pretty much bring the circle around. That's what I do. And I've been fortunate to be here going on for months with you, Annie.

I really enjoy leading the Friday 4 p.m. lay on the back. It's a quick Weekend Review for us. Just having the opportunity just to breathe deep and say, You know what? Thank you. Yeah, thank you. It was a great week.

Annie: I do like that you do lead that for us and get us into our four on the floor where we're laying there just breathe in for a minute. Friday afternoon. So I hope I get to do it this week. We should be back from-

Brian: Yes, we should.

Annie: ...in time.

Brian: Absolutely.

Annie: Brian, do you know your Enneagram number?

Brian: No. I have a rough idea because I took the disc and I'm a high D and nothing else is that -2. Since you know this better than I do, where do you have me yet? Look, without me taking it, where do you see me at?

Annie: I mean, it's a terrible practice to get someone else's Enneagram number-

Brian: But?

Annie: But I would imagine you identify pretty closely with one of the more aggressive stances. A three, a seven or an eight. Based on your work ethic, I think it's a three or an eight. And based on your directness and your kindness and how much you care about the experience of the advertising partners and the host, I lean toward a three.

Brian: I love it. Because I don't know if eight or seven was going to be good or not. But I like three because you're closer to one.

Annie: That's how many kids you got.

Brian: And that's how many kids... Annie, you're too good. Yes, I have three beautiful children that God has graced them with me. My oldest one is 22 in Montana, going to University of Montana being a welder. Shout out to him. Then my two beautiful daughters, Kathleen and Camille. They are in 11th grade and 9th grade and they're just full of life. They love hanging out with dad in black F-150 driving around town, listening to music.

Annie: You're a very good dad.

Brian: I appreciate it. I try.

Annie: The stories I hear I'm always very impressed. What do you want for Christmas? What's your Christmas gift of desire this year?

Brian: Well, Annie, it's a great question.

Annie: Thank you.

Brian: And I appreciate you bringing that to the table. Because, you know, I look at this part as like, am I going to be selfish or am I going to be unselfish, or am I going to be selfless?

Annie: Sure.

Brian: So selfishly, I would love to see all my kids together. But I know my son's in Montana working and my girls I have them. So that's an easy one to have because they're right here. But if I was to ask something for Christmas, you know, I truly believe that we're all blessed. And I know I'm a blessed person because you know, not knowing my whole history, we're lucky.

I do feel blessed and I feel gratitude at the opportunity to be here, right here right now. And that is something that I take for granted and I don't need to. I shouldn't. I don't want to. I need to have more gratitude and humility as I walk through life.

And that's something I've been striving for for the past many years. So for my Christmas is me to be more aware of myself, my family, and the people around me and how I could be of service. Because I don't really need anything.

But on a selfish thing, I'd love to be elk hunting out west next September. That's my selfish... And it's not cheap. So I'm going to be saving a lot. But that is my ultimate goal is to get out west and do some elk hunting with my bow. But like I shared, just being around family and with my kids, and just hearing stories. I just love listening to people share their story.

[00:16:52] <music>

Annie: Craig, You are the prince. Welcome to That Sounds Fun podcast.

Craig: It's so good to be here. I'm so thankful.

Annie: Listen, did you see a couple of weeks ago how people were very concerned when we hired Johnny.

Craig: Oh, my goodness! My fans out there, I appreciate you all for taking care of. We're all on great terms. Everything's fine.

Annie: He is not going anywhere, you guys. He's not going anywhere. In fact, he doesn't even come to work when we want him to. Craig! What happened today, Craig?

Craig: It's just dark. It was a mistake just doing virtual stuff today I guess. Just wanted to do this virtual thing. Experience it for the first time ever.

Annie: Yeah, this little photoshoot this morning that didn't happen, I mean, we're fine. We're all fine.

Craig: We're learning. It's all good.

Annie: We're fine. We're fine. Craig, for our friends listening who don't already know you as the prince of Downs Books, will you describe what is your job here now?

Craig: What is my job here? My job is all things visual. No things audio.

Annie: That's right.

Craig: All video and photo things. Just whenever Annie needs to look good in a photoshoot or things like that in house, I'm your guy. I'm the prince. That's what I do.

Annie: That's right. You handle all the things. Any video they see, any pictures, all you, man.

Craig: any tables that need to be built, sometimes that's... I don't know. I'm taking that over professional too?

Annie: No, man. No, man. You're still our carpenter. You're still our carpenter. What is your Enneagram type, Craig?

Craig: I am Enneagram seven.

Annie: Yes, you are. Yes, we are. And we have a lot of sevens and threes around here and twos. We're noticing today as we're going through this episode. And they can hear you if they go back and listen to EnneaSummer2021. You are on episode about being a seven. So it's a great one.

Annie: The question we're asking today is what do you want for Christmas, Craig?

Craig: I've been thinking about this all day of what I want.

Annie: Oh, great.

Craig: Can it be multiple? Because for me the seven is like I want an experience present but then a physical present. So I'm just going to jump into the first experience present. I am a big Dave & Buster's fan. That could be polarizing.

Annie: You are?

Craig: I have been since I was like six years old going to Chucky Cheese, but it's everything on a more grandiose scale. So if I could just go and just go it just all of its play money and just go to town playing Dave & Buster's for as long as I want.

Annie: I cannot believe we didn't already know this about you. You love Dave & Buster's.

Craig: I haven't been in probably like a year, which makes me sad. So if I could go back to Dave & Buster's and just keep all out, that would be so fun.

Annie: Okay, okay. Dave & Buster's.

Craig: So that's the experience one. So if I could do that, that'd be great. For something a physical gift that I could open with my paws, like you said, just right now I just

want sweatpants. I think I just don't have any good sweatpants and I've been staying in my house. I'm currently at my house. No sweatpants. I need good sweatpants. So mom, if you're listening, or Santa... Santa, if you're listening I want good sweatpants.

Annie: Or fiancé. You've got yourself a fiancé.

Craig: She was my gift already. She's done enough. She exists which is enough for me right now.

Annie: Oh, she does exist. She's just the best. I mean, this is your last Christmas not married.

Craig: I know. I'm experiencing this. It turns out Christmas is a very romantic holiday. I had no idea. I am for the first time realizing this is very lovely to have a fiance for Christmas.

Annie: Craig, true or false? Every day in your life is more romantic than you realized?

Craig: Absolutely true!

Annie: I knew it.

Craig: It's so great. I love it.

Annie: It's so great.

Craig: It's fantastic.

Annie: That's exactly right. Okay, good job, buddy. That was great.

Craig: Thanks so much. This is fun. This is wonderful to be on this side.

Annie: I should ask you, is there anything we didn't talk about that you want to talk about?

Craig: Oh, you know what? Nothing. Are people asking you this question? Because that's always the important part.

Annie: Yes, yes. I did say I would like a toaster oven that's also an air fryer.

Craig: Oh. Does that exist or are you making this up?

Annie: No, it exists. It exists.

Craig: Okay.

Annie: And I would like it because for the one time a week I cook in my house, I'd like it to all happen in one machine.

Craig: That feels fast. If the one time I have to do it, I want it to be done as quickly as possible.

Annie: That's exactly. I mean, is there a truer Annie sentence than what you just said?

Craig: Not at all.

[00:21:17] <music>

Sponsor: Hey friends! Just interrupting this conversation real quick to share about another one of our incredible partners, [Mercy Project](#). We all know that human trafficking is a serious problem both domestically and abroad. But not all trafficking is the same.

You've heard me talk about this, but in Ghana, a country that actually one of my family members used to live in, I've visited, I absolutely love it. It's a beautiful place, but thousands of children are trapped in labor trafficking in the fishing trade for 12 Long hours a day.

These families in unimaginably difficult situations have sold their child to a fisherman hoping that the child will be able to live another day. You guys, that's unreal. And sadly, many of the fishermen were once trafficked as children themselves.

Our partner, Mercy Project, has taken a creative approach to addressing the issue of child trafficking. And the results they are seeing are amazing. What they do is form village partnerships with the fishermen to literally teach a better way to fish that makes them more money and replaces the need for child labor. This allows children to be voluntarily released and reunited with their families.

Over the last decade, more than 200 kids have gone home to live with their families. And y'all we have a chance to help. This is a small but mighty nonprofit that's creating generational transformation in Ghana.

There are currently 50 formerly trafficked children needing a sponsor. Y'all are chipping away at that, which is amazing. But for \$45 a month you can empower a formerly trafficked child to receive education and experience freedom.

And this month Mercy Project will randomly select one new child sponsor to travel to Ghana with their team in 2020, all expenses paid. You get to meet your sponsor child and their family, see the project firsthand and experience the beauty of Ghana.

Let's help all 50 of these kids start 2022 with new hope. Simply text THATSOUNDSFUN to 74121 to help today. Imagine how much this gift will transform communities for good. Text THATSOUNDSFUN to 74121 or visit [Mercyproject.net/thatsoundsfun](https://mercyproject.net/thatsoundsfun).

[00:23:20] <music>

Annie: All right, we are with our Enneagram Threes, Justin and Emma. Merry Christmas, friends. Tell me what your favorite Christmas song is.

Justin: So my favorite Christmas song is *This Christmas* by Donny Hathaway. So Christmas songs is like a couple of different categories of Christmas song. There are super reverent Christmas songs where you're like thinking of the Lord and giving Him honor. And then there's like fun Christmas songs, right?

So I'm a three-wing two and that emotion comes out around Christmas is like the Christmas time. So this Christmas like I'm hanging some mistletoe but get to know you better. My wing two is like, "All right, Babe, come home." Merry Christmas to you, babe. So yeah, I love that song. It's something you can groove to. It's not that many Christmas songs you could groove to. I love groove and so it's like yeah, let's vibe, let's groove, let's chill. It's Christmas.

Annie: Excellent answer.

Emma: And my favorite Christmas song is *We Need A Little Christmas*. But it's by Glee. I think there's another... the real artist.

Annie: The Glee version.

Emma: The Glee version. It's super upbeat. And I every year have a tradition of taking my niece and nephews on a parade around the house and the adults will just be sitting there with drinks or appetizers. And we're like, "and we need a little Christmas" and

we're stomping and marching right this very minute, candles in the window and we all have all these little... you know, the kids just like in a... when you're in the kids [church?]], you know you have the motions that go with it and the kids love it. And they're usually with Santa hat hats on. So I lead the parade for *Need A little Christmas*. So y'all can start that tradition in your home. You're welcome.

Mike: My name is Mike Donehey. My current album is entitled *Flourish*. And my favorite Christmas song is *O Holy Night*, which is the Star-Spangled Banner of Christmas.

Annie: And now back to meet some more of the team.

[00:25:03] <music>

Annie: Emma, welcome back to that sounds fun.

Emma: Thank you. Glad to be here.

Annie: Will you start by telling everyone what you do here, how you've made all my dreams come true, etc.? What is your job?

Emma: My name is Emma Yarborough. I'm on Annie's management team. Been working here about a year and a half, which is crazy.

Annie: Wow. I know.

Emma: And...

Annie: You're kind of my day-to-day person. Like you kind of handle all the details when we make a plan for tour, when we make a plan for an event when we are planning-

Emma: Selling merchandise, touring.

Annie: You are unbelievable at handling all the details. It is shocking. I mean, I knew it when you worked for friends of mine. But I did not know. I thought I knew but I did not know until you're here. It's amazing.

Emma: That's very sweet. I'm just smiling over here, by the way, when you're saying that. I'm not just like-

Annie: You're fine. What's your Enneagram number?

Emma: I'm a three.

Annie: Yes, people can go back and listen to you on the Enneagram Three episode from EnneaSummer2021. And what would you like for Christmas?

Emma: So I asked for a new ABLE backpack.

Annie: Oh, did you?

Emma: Yes. I've had this same backpack for three years. I think it's called the Marli. But you and I had it originally, way before I started working here. I was going on my first big tour... I forget how it came up. But maybe I saw yours when we used to go out on coffee dates or whatever, and you're like, "Come with me. We're going to go, we're going to pick out one for your first-ever tour." And I just remember it was like coming of... I don't know, just awesome.

So mine is like the most... I think you got a new one recently. Mine is so messed up. But actually the leather has done really well. I've gotten navy blue jeans stains on and all of that. So I sent my husband's parents the coupon code. And I was like, "Buy it during this time, you get 25% off. You're welcome."

Annie: "Here's what I would like. Here's how you buy it." That's awesome.

Emma: We're going to be official channels. I'm not just emailing my friends at ABLE.

Annie: That's right. It's your second married Christmas. Correct?

Emma: Yes.

Annie: Because you got married summer of '20. Man, that is... What are you and Eli... do y'all do gifts?

Emma: So we did last year just because I'm a gift person and I like to open things. But I ended up just buying myself stuff and basically wrapping it. He did surprise me last year with one thing, but it was more of me telling him, "Hey, I kind of want to be surprised by one thing." I've heard for most married couples after the first couple years you're not doing that. So this year we're actually going on a trip to Mexico. And that's going to be our gift to each other.

Annie: Brilliant.

Emma: We're just going to do that.

Annie: When are y'all going?

Emma: We're going like 16th. We're going right before Christmas.

Annie: Oh, that's awesome. We have flight credit from a couple canceled honeymoon. Couple canceled honeymoons that expires in December. And I have some vacation days left. So I'm like, "Okay, after all of these big merge pushes, we're going to go and enjoy."

Annie: Brilliant. I love it.

[00:28:00] <music>

Annie: Fallon, hi.

Fallon: Hi, Annie F. Downs

Annie: Welcome back.

Fallon: Thanks.

Annie: This is a big intro to the whole team. For friends who didn't meet you last year on EnneaSummer, will you kind of tell us who you are and which company you work for and what you do?

Fallon: Yes. So my name is Fallon Klug. I work for the That Sounds Fun Network. And I'm the director of operations. And I love it so much. I just celebrated my one year.

Annie: Yeah, that's right.

Fallon: Thanks for keeping me.

Annie: Oh, thank you for saying it. It's the real juice.

Fallon: Of course. Of course.

Annie: Is your life easier now that Mandy is on your team?

Fallon: Yes. Oh my gosh, all the praise hands for Mandy.

Annie: I know. She's the best.

Annie: She's amazing. We are very, very lucky. Okay, so that's what you do for the network? What's your Enneagram number?

Fallon: The one.

Annie: You're a one. Everybody can go back to EnneaSummer2021 and hear you and our friend Brad talk about being ones.

Fallon: It was fun.

Annie: What I'd love to know is what do you want for Christmas? What are you asking for?

Fallon: I'm going to let you down. My move to the seven and health is going to not happen right now because this is so boring, Annie.

Annie: Oh, great.

Fallon: For the past probably decade of my life, all I asked for is money.

Annie: Why?

Fallon: A couple of reasons. Well, should say-

Annie: I also already give you money. I pay you to work here. So why are you asking everybody else for money when someone is paying you for your job?

Fallon: Okay, so this is the thing. When someone asked me, "What do you want for Christmas?" it's not like I have one thing in mind. It's like I have 10 little things in mind. And a lot of those things are like clothing. And so it's easier for me to just ask for money, go to the site and be like-

Annie: You understand this is what all ones say.

Fallon: Really?

Annie: Yes. Ones always ask for money because they don't want you to buy them the wrong thing.

Fallon: Sorry, mom. Well, you know what, if I tell her I'd like the sweater from Madewell in a month, there's probably a sweater that I want more and then you know, I have the money to actually get the thing that I want.

Annie: So you just want doll hairs-

Fallon: I just want doll hairs.

Annie: ...load you up with money?

Fallon: Yeah.

Fallon: So what my parents have learned and now do for most of us kids is they'll give us one gift and then money.

Annie: Got it.

Fallon: And then the other thing I was going to say is I either... This is so funny. I either have a list of 10 small things, or I have one huge thing that... I'm not going to ask you for a home.

Annie: I was going to say your house. Yeah.

Fallon: The other thing, you'll really appreciate this, I really want to get Invisalign.

Annie: Yes, welcome to the club.

Fallon: But I don't ask my parents to cough up, whatever, \$50,000 for Invisalign.

Annie: Oh boy, you're very good at this. You're very good at guessing what things cost. FYI everyone, if you get charged \$50,000 for Invisalign, I'll help you figure it out for 40. It is significantly less.

Fallon: Is it like five?

Annie: Yes, I think it's in that range.

Fallon: Okay. So yeah, I don't want to ask my parents for like, \$5,000 for Christmas presents. So it's easier to say, "Hey, do you want to give money toward this thing that I might get?" And I haven't decided if I'm actually going to do it. So there's like

a reserve of like all this money could go to Invisalign. But if I change my mind, it's still useful for that sweater."

Annie: Really well done. Thank you. Thank you for your answer.

Fallon: Ain't that boring?

Annie: No, that is so good. Well done you.

Fallon: I should have said a pony or something. Is rumor true that you may have podcasts coming on the network next year?

Fallon: Oh, my gosh, Annie, you just speak peak.

Annie: We're just giving a little sneak peek.

Fallon: A little snack peek?

Annie: A little snack peek of the sneak peek.

Fallon: Okay.

Annie: Let's stay tuned to the next year and see what happens in '22.

Fallon: Okay, great. All right.

Annie: See you!

Fallon: Okay, bye.

[00:31:26] <music>

Annie: Haley, why did you say you feel like your mother?

Fallon: My mom is in radio and she's on air.

Annie: What?

Haley: Yeah.

Annie: You've ever told us that?

Haley: I know.

Annie: What does she do?

Haley: She's on air for a country station in Illinois.

Annie: Your mom is a country DJ.

Haley: Yes.

Annie: How have you never told us this?

Haley: I don't know.

Annie: That is very cool.

Haley: Next year it's her 30th anniversary.

Annie: Oh, my gosh.

Haley: Yeah. This is wild information.

Haley: Yeah.

Annie: Okay, introduce yourself. Tell us which company you work for and what you do.

Haley: I am Haley. I work for KCH. So I work for Kelly, your manager. I'm her assistant.

Annie: Yes. You are excellent at what you do.

Haley: Oh, thank you.

Annie: It is absolutely incredible. The other exciting thing you just-

Haley: Got engaged.

Annie: Yeah, got engaged. The same day as our prince Craig.

Haley: Yes.

Annie: It was such a fun Monday at work when no one knew both of y'all had gotten engaged over the weekend.

Haley: It was so great. I'm glad I got to surprise everyone.

Annie: You didn't have any control over it? He did.

Haley: Yeah.

Annie: Craig, did but you did not. What is your Enneagram number.

Haley: I am a two.

Annie: Yes. And what would you like for Christmas? What are you asking for for Christmas?

Haley: I am asking... We started our registry already so we can get some of that stuff for Christmas.

Annie: Very smart. Because you're getting married till the fall next year.

Haley: Correct. Yes, yes. So just all the basic things you need. We actually got gifts from his family this weekend from the registry. So we got a charcuterie board. So we can take it when we do like picnics or go to wineries and stuff.

Annie: Yes.

Haley: So yeah.

Annie: All the wedding new things.

Haley: Yes.

Annie: When you are doing your registry, are you doing that across all the stores?

Haley: I don't even know if they do that anymore.

Annie: What? I've waited a long time and I don't even get to take one of those little machines around Target and register?

Haley: I don't know if they do that. I think a lot of them do online now.

Annie: What?

Haley: Yeah. Not as fun.

Annie: Haley, I should've gotten married in my 20s. I should have gotten married in my 20s. Okay, is there anything else we need to know about you?

Haley: Oh, I love baseball.

Annie: You do love baseball. We love baseball. It's great.

Haley: Yes.

Annie: Well, well done. Thanks for doing this.

Haley: Thank you.

Annie: Merry Christmas to you.

Haley: Thank you.

[00:33:34] <music>

Annie: Heather, welcome to That Sounds Fun.

Heather: Thank you for having me. This is so exciting.

Annie: Have you never been on the show before?

Heather: No, I can't believe. I don't think I have.

Annie: That is really surprising to me. Will you tell everybody what your job is with the That Sounds Fun Network, what you do and how long you've been with us?

Heather: So I've been with the network since 2020 right as COVID started, because why the heck not do we start a podcast network during that time? I'm the head of advertising.

Annie: But you've worked for us since before the network existed?

Heather: Yes. Actually, I came on before we started the network, which was I think two months beforehand.

Annie: Yeah, yes. You handle all the things with all the shows and all the people.

Heather: All the fun brands. They're really cool relationships that we get to partner with.

Annie: We're so lucky. I absolutely love it. Okay, what is your Enneagram number that you identify with?

Heather: I am a three. A three four is actually how I like to phrase it because I really wing hard into that four somedays.

Annie: Yes, you do. Which I love. We love that about you. Okay, what do you ask him for for Christmas? You're a new mom, brand new baby.

Heather: Yes. Which actually goes into what I need for Christmas is some sort of fancy espresso machine. Give me all the coffee because I am running on very little sleep these days.

Annie: How old is your son?

Heather: He's seven weeks today.

Annie: I mean tiny. He's so cute.

Heather: He's precious. I can't believe how fast he's growing up. Gosh, I can't keep up.

Annie: I mean, are you excited about the holidays with the kid?

Heather: Oh, I'm so pumped. The fact that I got to have him before all the major holidays, that's like super special for me. I think that's the going into my four side where it's like, this is such a something to be very sentimental with. I get to dress him up and all the fun outfits. And then you get to make memories with him.

Annie: Yeah, that's awesome. Well, I'm really thankful that you're on our team and grateful for what you do.

Heather: I'm grateful for you guys, too.

Annie: I just love you. Heather. I mean, people hear me say this all the time. But like you, Ashley, Fallon, Emma, Kelly are all people that I was like, "I mean, maybe someday I could get to work with you."

Heather: I mean, I remember when you and I used to work together at a different network. I mean, that was the dream. It was just waiting on God to line up the timeline.

Annie: I'm so thankful He did.

Heather: Me too.

[00:35:57] <music>

Sponsor: Hey friends! Just interrupting this conversation real quick to share about another one of our incredible partners, [Pretzels.com](https://www.pretzels.com). Y'all, we are huge fans of pretzels around here. Me, our team, we really feel like pretzels.com was made just for us.

They have an amazing collection of over 50 gourmet flavors you're going to love. And these make the perfect holiday gift too. We were sitting at lunch the other day just passing around the buffalo ranch, the jalapeno ranch, and the garlic ranch flavors. You guys, so much flavor. I loved how different people gravitated toward different flavors. You should have heard the oohs and ahhs about how nice that packaging is. These like dark browns and oranges with a sleek design perfect for gifting to dudes or your gal pals.

Pretzels.com bakes micro-batches of their 50+ gourmet flavors and it makes a huge difference. And listen to some of their flavors. Chipotle cheddar, brick oven pizza, we are ordering that immediately, Mediterranean style blueberry bourbon, yeah, we're trying that too. And with so many options to choose from, there's something for everyone you're buying for.

And if your family and friends have a sweet tooth, then check out [licorice.com](https://www.licorice.com) too. They have over 50 Premium gourmet licorice varieties from around the world, including licorice candy canes, finish red, Dutch rainbow sours, Pina Colada shorties, they go on and on.

Order these amazing holiday gifts for your family and friends from [Pretzels.com](https://www.pretzels.com) and check out [licorice.com](https://www.licorice.com) too. If you go right now, we have this awesome deal for you. You get 20% off your order, but only when you use the code THATSOUNDSFUN. Don't wait. Go to [pretzels.com](https://www.pretzels.com) today and use the code THATSOUNDSFUN for 20% off.

[00:37:37] <music>

Louie: Hi, I'm Louie Giglio. I'm the author of *Don't Give the Enemy a Seat at Your Table*. And my favorite Christmas song, I'm guessing is a lot of people's favorite Christmas song, it's called *O Holy Night*, because it contains potentially the greatest line ever written in a song. And the line goes like this: "And he appeared and the soul felt its worth." What an astonishingly powerful and poetic way of saying He gets glory and we find our worth.

Danielle: Hi, my name is Danielle Walker, I'm the author of *Food Saved Me*. And my current favorite Christmas song is *Have Yourself A Merry Little Christmas*. And it became that in 2020 because the lyrics they made me cry about people being together and loved ones from, I don't know... I was like looking at the lyrics and I'm like, "Oh, this is so true. And I wish it was happening this year." So I love that song.

Annie: And now back to finish up our conversation with the team.

[00:38:48] <music>

Annie: Johnny!

Johnny: Annie F. Downs!

Annie: Welcome to everything.

Johnny: All of it.

Annie: Well to the podcast, welcome to this new job, welcome to us being coworkers again.

Johnny: Love it.

Annie: I'm thrilled.

Johnny: We back.

Annie: We back. We have the same kind of jacket that we're going to get to wear on the same day

Johnny: We do.

Annie: ...which I appreciate.

Johnny: Green bummer day.

Annie: Oh, yeah. Will you introduce yourself and tell us the companies you work for and what you do.

Johnny: Yeah. So my name is Johnny. I work for both Downs Books and That Sounds Fun Network. So kind of get to play a part of a couple of different companies and be a part of what's going on there. So I'm a producer, so help produce That Sounds Fun and MiniBFF podcast and all sorts of fun stuff. So yeah.

Annie: Big job, dude.

Johnny: I love it. A lot going on but I love it.

Annie: Building some new studios?

Johnny: Yeah, working on some physical spaces and seeing how 2022 we can jump forward and get into some new stuff. So really excited about it.

Annie: Oh, man, we are so stoked you're here and I am really happy about it. What is your Enneagram type?

Johnny: So I'm a two wing three. Real unique.

Annie: Have you been amazed how many people here are three, sevens and twos?

Johnny: I am, yeah. So the first day I was here we kind of went through Enneagram. So everybody was like, Oh, so we're two, seven, threes. Copy that." We have one pop in here and I'm like, "Oh..."

Annie: Yeah, that's right.

Johnny: No, I love it. I think it speaks to the vibe of the company too.

Annie: Yeah, you're right.

Johnny: It lives that like heart, fun. I love it.

Annie: Yeah, I do too. What do you want for Christmas? You're Christmas guy.

Johnny: I love Christmas. So for me what I want for Christmas is I want everyone in the world to be okay with 12 months of Christmas.

Annie: Okay. It's a big ask-

Johnny: It's a big ask.

Annie: ...but we'll do our best.

Johnny: Honestly, no, not even that. I just want you to stop giving me a hard time for me decorating my house on November 1, because you're not at my house. Right? So you do your house? I'll do my house.

Annie: You're not just talking to me, you're talking to the world now?

Johnny: No, this isn't you. This is a collective view.

Annie: Yeah, got it.

Johnny: Like if my Christmas tree is up, it doesn't hurt your feelings.

Annie: What is your wife giving you for Christmas?

Johnny: Oh, man. I don't know. I have a collector heart. I just love collecting things.

Annie: Oh, I didn't know that.

Johnny: So Nikes, Pokémon cards. Not go and spend a bunch of money. I love finding deals. Like searching eBay and find like old Nikes that I can clean up that look cool. So I'm hard to give gifts for because typically, that means I know what I like, and most people don't. So my wife, bless her heart, I am a gift-receiving love language person.

Annie: Oh, no.

Johnny: That was definitely like a fun thing in our relationship was she's not wired to like give gifts at all. She's so acts of service and time. So we've had like this really fun get to know each other. One thing I'm pumped about though, and I think it kind of blends the gap of that is I love cooking. I love spending time cooking. It helps calm

down anxiety and just all that kind of stuff. And I just realized this year that I don't have a pestle and mortar. I just squashed my herbs with a spoon like everybody else.

Annie: Oh amateur hour.

Johnny: And I'm like, "It's time to treat yourself."

Annie: Yes.

Johnny: So I ask for that. We'll see. But I think maybe her and I will get to spend some time in the kitchen, which she loves, and do it with a pestle and mortar and a gift which I love.

Annie: Brilliant. Well, done. Welcome to the team.

Johnny: I love it.

Annie: I'm so glad you're here.

Johnny: Happy to be here.

[00:42:07] <music>

Kelli: My name is Kelli Haywood. I am the owner of KCH Entertainment, which is an entertainment company. We manage Annie F. Downs and we also manage a couple of other folks. In addition to that, you and I in the middle of a pandemic started a company called That Sounds Fun Network together. So we are working hard to build that company together, which is a huge blessing and a gift. So that's me.

Annie: And you are my manager, you are my co-owner of a company. As we jokingly say a lot, up until today, you are the most committed relationship in my life.

Kelli: I love this relationship. So thanks.

Annie: Me too. Okay, what is your Enneagram type if you don't mind telling us?

Kelli: I am an Enneagram Three.

Annie: Yes, you are. Yes, you are. Our company is full of threes and sevens and twos.

Kelli: Yes, that is very true.

Annie: That's awesome.

Kelli: It's a special kind of energy in there.

Annie: That's right. That's right. Okay, Kelly, so what we're talking with everybody on the team about is what are your favorite kind of Christmas gifts? What are you asking for for Christmas? What is it you would like?

Kelli: Man, this is so hard. Gifts is just not one of my love languages. I really am like acts of service. So if I could ask for something, I would ask for my husband to clean the kitchen and load the dishwasher and unload it for like three weeks without me having to touch a dish. That sounds excellent.

Annie: Really? That would be the gift. I didn't realize you're an act of service person.

Kelli: Yes. It's weird. I know. As far as what I might ask for for Christmas, I really like any of the things that... like I love candles, I love bath salts. Something that I would maybe not by myself.

Annie: But the real win is getting things done for you.

Kelli: It really is 100%.

Annie: Great. Okay. Wow. That's amazing. I wonder if that's because with two young kids, three young companies it's a time problem.

Kelli: It is. It is. When I come home, I feel like the first thing I do is walk over to the kitchen. I'm like, "We gotta clean this up." I'm also very, very, very high like... I think I could have been a one in another lifetime, I'd really love my house to be clean and tidy and in order.

Annie: Brilliant. Okay, great answers. Well done. That's it.

[00:44:55] <music>

Annie: Lillian, welcome to That Sounds Fun.

Lillian: Thank you.

Annie: Welcome to Downs Books.

Lillian: Thank you.

Annie: How long have you been here?

Lillian: About a month and a half?

Annie: Yeah. I mean, about half of our staff is new within the last six months, which is kind of incredible.

Lillian: Yeah.

Annie: Will you tell everybody what you do?

Lillian: I am your assistant.

Annie: Yes, that is true. But I like your title better.

Lillian: Chief Annie officer.

Annie: That's right. Chief Annie officer. You aren't getting my dry cleaning.

Lillian: No, I don't.

Annie: But that's not the kind of assistant work you're doing. You really run Downs Books office. You kind of make sure we all get to the right places at the right time. You are in charge of getting everyone in the studio for this exact episode.

Lillian: Yeah, which consisted of me going down the hall and going, "Who's next?"

Annie: You did great though. You really did great.

Lillian: Thank you.

Annie: What do you think so far working here?

Lillian: I love it. It's great. It's honestly just pretty incredible. I feel like I get to work for a meaningful company and do some Kingdom work. And it's been really incredible.

Annie: It means a lot to me that you see your job as Kingdom work like I see your job as Kingdom work.

Lillian: Absolutely.

Annie: I think that's really awesome. What's your Enneagram type?

Lillian: One.

Annie: Oh, one. So we got one, two, threes, and sevens and that's it.

Lillian: Oh, wow.

Annie: There are no four or five to be seen in this house. Or an eight or nine, actually. Those four numbers are welcome in the future. We do have a six which you will hear from her.

Annie: Lillian. What are you asking for for Christmas?

Lillian: So I kind of have a longer list.

Annie: Oh, great.

Lillian: Because my birthday is like a week and a half before Christmas. So I always send my parents you know, like a huge birthday and Christmas wish list. This year I feel like a lot of it is just practical organizing stuff. I've asked for some racking for my garage. You know, super fun. And then just some cooking stuff as well. So some metal cooling racks and some cast iron skillet stuff. That to me is fun.

Annie: I'm surprised you need cooking things. You owned a bakery.

Lillian: Well, that's true. But I also bought my house last year. So there's a lot of things that are kind of... they're not a necessity. Like a cast-iron skillet, it's not a necessity, but it's something that I would like to have. So it's been on my list all year.

Annie: Okay, great. Good answers. Good job. Welcome to the podcast. First time ever, you did great. Right? You haven't been on here yet, have you?

Lillian: Oh, no.

Annie: Yeah, well, I'm sure we'll find plenty of reason to have you. I'm so glad you're on the team.

Lillian: Thank you.

Annie: You're a great part of what we do.

Lillian: Thanks.

[00:47:40] <music>

Annie: Mandy, Hi.

Mandy: Hi.

Annie: I bet people really haven't really gotten to you yet, huh?

Mandy: No, I'm very new.

Annie: Okay. Will you tell everyone which company you work for here and what you do?

Mandy: Yeah, I work for That Sounds Fun Network. I am the project manager. But I prefer the title air traffic controller.

Annie: Do you?

Mandy: So much better?

Annie: Oh, yeah.

Mandy: It's so fun.

Annie: It's what I picture you doing is you work between Heather, Brian, Fallon, Kelly, and I to make sure everybody has what they need, gets everything done that they need. You're not like going and getting our lunches. You're handling emails and contracts and that kind of thing.

Mandy: And ads and stats and all the fun stuff. All the behind the scenes stuff.

Annie: You've been here for three weeks?

Mandy: Three weeks, yeah.

Annie: What do you think?

Mandy: I love it.

Annie: Yeah.

Mandy: The office is adorable and everyone's so great.

Annie: It's really fun and we have a good time. What's your Enneagram number?

Mandy: I'm a two. Two wing three.

Annie: Yes. We have a lot of certain numbers and that is one that we have a lot of. One of the big things we're asking our staff is what do you want for Christmas? What's your ideal Christmas gifts?

Mandy: So if I could dream for a second, you know those car commercials where they bring out the car and there's that big red bow?

Annie: Yes.

Mandy: I am dreaming of a brand new Jeep Grand Cherokee with a big red bow.

Annie: What color?

Mandy: Probably white, with like all the black details.

Annie: Okay.

Mandy: Or black. Black or white. But if I'm being more realistic, I really want a weighted blanket. A cooling weighted blanket.

Annie: Oh, I didn't even know that was an option.

Mandy: Yeah. Game fancy.

Annie: A cooling weighted blanket.

Mandy: Cooling weighted blanket. And I'm moving so I got a brand new bedroom set. So being real adult, I'd love a new comforter and sheet set.

Annie: I mean, I'd like today's episode be brought to you by Brooklinen because they can get you all that. That's awesome. Those are great answers. Don't give us your address. What part of town is your new home?

Mandy: It's on the border of Bellevue and West Meade.

Annie: Okay.

Mandy: Over by the park.

Annie: That's not a far drive for work.

Mandy: No.

Annie: I feel real sad about commutes so I'm always like, "Are you okay? Can you make it?"

Mandy: Anything to not do 65 or 24.

Annie: Okay, great job. Well done.

Mandy: Thanks.

[00:49:51] <music>

Annie: Taylor Ann, welcome back to That Sounds Fun.

Taylor: Hello. Happy to be back.

Annie: Well, for our friends who haven't met you yet, will you tell everyone what you do at Downs Books?

Taylor: I get to be in charge of MiniBFF Book Club.

Annie: That's right. Book club-

Taylor: So all things kids.

Annie: ...launching What Sounds Fun To You.

Taylor: Oh, man.

Annie: Launching *100 Days to Brave* for kids in January?

Taylor: Yeah, let's go!

Annie: We're really doing it. We are really doing it. You're in charge of all things. I guess we could call you like the next gen person.

Taylor: Oh.

Annie: I don't know. MiniBFF.

Taylor: That sounds fancy.

Annie: Taylor, remind everyone what your Enneagram type is.

Taylor: I am a six.

Annie: You're a six. You are the only six on the staff.

Taylor: I'm the only one. We did that at the table and went through all of it and I was like, "I'm alone."

Annie: But we thank God for you, you keep us safe.

Taylor: I keep everyone safe.

Annie: That's right. And people can go back and listen, if they haven't heard you on EnneaSummer from 2021. You are the Enneagram Six on the show.

Taylor: Yes.

Annie: The question we're asking everybody on staff is what do you want for Christmas this year?

Taylor: Well, world peace. I'm just kidding. I'm just kidding.

Annie: Yes And?

Taylor: And I think I really would like my kitchen to be organized.

Annie: Oh, you just want someone to come organize your kitchen?

Taylor: Yeah. I just would like to have some control over my kitchen.

Annie: And currently it feels out of control?

Taylor: It feels out of control. Yeah.

Annie: Wow.

Taylor: There's just like one too many water bottles.

Annie: Have you told your husband this is what you would like for Christmas?

Taylor: I haven't. I haven't.

Annie: You probably should share the information.

Taylor: Well, here's the problem. Like I find one thing and I share it with everybody. And like one year I told everyone I wanted a robe and I walked out with three robes, which was fine. So we'll see.

Annie: Okay. Well, someone will get that handled for you I'm sure.

Taylor: Maybe. Maybe.

Annie: Well, thanks for doing this. Well done. It was easy, right? Is there anything you didn't say that you want to say?

Taylor: Merry Christmas, everyone. That's all I've got.

[00:52:05] <music>

Outro: Oh, you guys, aren't they the best? I just love our team so much as we feel like we've got all the right people in all the right seats pointing towards 2022. We are really excited about the work we get to do, the friends we get to make. Like you guys out on the road listening to the podcast, reading the books. We're really pumped. We are pumped. I just love this team so much.

If you need anything else from me, you know I'm embarrassingly easy to find. Especially right now, 12 days in a row. Annie F. Downs on Instagram, Twitter, Facebook. All the places you may need me, that's how you can find me.

And I think that's it for me today, friends. Go out or stay home and do something that sounds fun to you. I will do the same. Today what sounds fun to me is I didn't get to drink a cup of tea yet today. So I'm going to go make a cup of tea in the kitchen here at the office and catch up with everybody. These people, I just love them.

So y'all have a great day. We'll see you back here tomorrow for day eight of the 12 days of Christmas with everyone's favorite book expert, Anne Bogel. We'll see you guys then.

[00:53:11] <music>

Chris: Hey, this is Chris Caine, author of *How Did I Get Here?* And my favorite Christmas song is *Joy to the World*.

Jada: Hey, I'm Jada Edwards and I just wrote a study called *Galatians: Accepted & Free*. And my favorite Christmas song is *Mary Did you Know?*

Carlos: Hey guys, this is Carlos Whittaker with Human Hope Podcast and I want to tell you my favorite Christmas song. It is the *Little Drummer Boy* and I know like everyone else says it's *Little Drummer Boy* for them too. But the reason why, I'm just going to be honest, is because you get to say pa rum pum pum pum. Like what other time in your life can you say pa rum pum pum pum. And I just love saying pa rum pum pum pum. What else am I supposed to say?

Annie: That's exactly it.

Carlos: Is that it?

[00:54:01] <music>