

[00:00:00] <Music>

**Annie:** Hey friends, welcome to another episode of That Sounds Fun. Happy Saturday. I'm your host Annie F. Downs. I'm so happy to be with you on the weekend. We've got a great show in store. It's day three of our 2021 Christmas Party, where we have 12 shows in a row, 12 amazing guests coming at you.

Imagine that we're all mingling around at a lovely holiday soiree taking in that beautiful decor, and pausing to have a chat with some new friends here and there. If you missed the first two episodes, you got to go back. The first one is Deck the Hallmark guys, and we are loving seeing all the movies that you've created with our make-your-own Hallmark movie card. And yesterday was Porsha Williams from Real Housewives of Atlanta, amazing, amazing conversation.

The music you're hearing in the background is from for King and Country. It's their version of "Little Drummer Boy" from the album A Drummer Boy Christmas. Be sure to check that out. And just a reminder to follow the link in the show notes, if you have any questions you'd like to ask Santa for our Santa Q&A episode.

Before we dive in, I want to take a moment to share about one of our incredible partners, Thistle Farms. I've told you more than a few times about Thistle Farms because I love them and stick around for tomorrow, because Becca Stevens will be joining us from Thistle Farms. I've told you about their candles how they light the way home for the next woman survivor of trafficking, prostitution and addiction.

Well, today I want to tell you about some of the lives changed by that candle. Thistle Farm shared a story with me about a woman who has been trafficked for three years like I can't imagine it's literally unimaginable. And when she first learned about Thistle Farms ritual of a candle lighting, she said that candle was lit before my trauma even happened. Before I knew I would need to heal from something someone knew that a place needed to be created for me. Y'all my gracious!

This holiday, friends, I encourage you to visit [thistlefarms.org](http://thistlefarms.org) when looking for gifts for your friends or family. There's really nothing sweeter than giving a gift that a recipient will love and that helps to lift up the woman who made it. And just for our friends here Thistle Farms is offering a discount when you use the code THATSOUNDSFUN at checkout for 15% off your purchase on [thistle farms.org](http://thistlefarms.org).

Today on the show I get to talk with my friend Keatyn Swift Wright aka Keatyn Klaus. She's Nashville-based holiday decorator to the stars. She's been bringing her cozy and sentimental design aesthetic to homes all over. Delighting her clients by selling their homes for the holidays since 2017. She's here to share her decorating tips and tricks with us. It is a bougie conversation and I am here for it. So let's meander over to the entryway Christmas tree and chat with my friend Keatyn Klaus.

**[00:02:46]** <Music>

**Annie:** Okay, Keatyn, we're jumping right in where we just started. You're telling me that you have clients who start thinking about and ordering for their Christmas decor in April?

**Keatyn:** April.

**Annie:** What?

**Keatyn:** Well, mainly because on Instagram, obviously, this is the time of year people reach out, they say "Go follow Keatyn." And then they all come to me and then they're like, "Can I hire you now?" And I'm like, "No." Because there's just not enough time to adequately design, and then order, and receive.

**Annie:** Right.

**Keatyn:** So I always do a really big push in January and say if you're really interested, then you need to reach out to me in the spring, and luckily, that's what a lot of people do.

**Annie:** And people do.

**Keatyn:** Yeah.

**Annie:** Oh my gosh. Okay, so even speaking of this year, I mean, everybody's talking about the delay in ordering things.

**Keatyn:** Oh, yeah.

**Annie:** Are you experiencing that with some of your decor or was it already handled? I mean it's not even a handling thing, like What Sounds Fun to You the book, we couldn't get as many as we needed the first week.

**Keatyn:** I can't even imagine.

**Annie:** Yeah.

**Keatyn:** Well, it kind of goes back in like, I'm sure you feel the same way. I get so nervous, I'm like, if I say this date, then people are going to hold you to that and that stresses me out.

**Annie:** Yes.

**Keatyn:** So I basically just enter all my contracts, but hey, I have no control over the shipping.

**Annie:** Yeah, very smart.

**Annie:** I'm going to do everything I can and luckily, fingers crossed, everything arrived last week that I ordered in June.

**Annie:** Oh, my gosh! Do you have a storage unit? Where do you put it all? You have to, yeah.

**Keatyn:** I do. I have four units that

**Annie:** Oh, you have four units, I love your life so much. I can't wait for people to hear about all of this. We're jumping in the middle but we're about to back up to the beginning. You have four storage units full of Christmas decorations?

**Keatyn:** Yeah.

**Annie:** Oh, my gosh!

**Keatyn:** Yeah. It keeps growing.

**Annie:** So when do you start actually showing up in people's homes?

**Keatyn:** Gosh, it depends on the client. But I would say, so we do October is become a big thing.

**Annie:** Okay, so you start with Halloween?

**Keatyn:** Yes.

**Annie:** Okay.

**Keatyn:** So when I first started the company, it was solely Christmas.

**Annie:** I thought it was solely Christmas, no.

**Keatyn:** And it was just Keaton Claus then, that was in 2017. And then in '18 I dropped a holiday company under it.

**Annie:** Okay.

**Keatyn:** So that kind of broadened across all spectrums and then October hit and people were like, "Can you do the front porches?" And we did. So I've been doing October all month and then into November I have about one week, first week of November, where I don't decorate, but I'm making sure everything has, check it twice type of thing. And then we start decorating the second week in November.

**Annie:** Oh, my gracious.

**Keatyn:** And it goes through, I am actually full capacity through December 16th.

**Annie:** Oh my gosh, there are people who are going to wait and get things on December 16th?

**Keatyn:** Yeah.

**Annie:** Oh, my gosh! You do insides and outsides?

**Keatyn:** I have a really good vendor that does exterior lighting.

**Annie:** Yeah.

**Keatyn:** Because of the liability.

**Annie:** Yeah, certainly.

**Keatyn:** Not my thing.

**Annie:** No, no.

**Keatyn:** So I try to stick to interior, but if it's like live garland will, obviously hang that outside.

**Annie:** Okay, back us all the way up. Were you like the kid who loved Christmas?

**Keatyn:** I was. But I will tell you I'd never, I feel like a lot of people say this, one, I never wanted to be an entrepreneur.

**Annie:** Uh-huh.

**Keatyn:** Ever.

**Annie:** Right. Well, people don't know what we're signing up for when you sign up for this.

**Keatyn:** Never. I personally I love a good paycheck that I know is coming.

**Annie:** I love a good paycheck if someone else signs, I did not know how much I love that.

**Keatyn:** So truly, that was never in the jigsaw puzzle.

**Annie:** Right.

**Keatyn:** But I always loved Christmas. I was a December baby, December 11th. And then I worked for a photographer forever while I was in Kentucky and we did her set designs and things. So if I go like look at the life map if I stand above and look at it.

**Annie:** Mh-hmm.

**Keatyn:** Then I can see how God got me to this.

**Annie:** Certainly.

**Keatyn:** For sure, it's definitely His plan, I'm just living it.

**Annie:** Yeah. Tell me why it feels, well, let me start by saying I totally agree with you. I think you're doing a thing that God puts you on the planet to do.

**Keatyn:** Thank you.

**Annie:** Why is it a gospel work to decorate people's homes?

**Keatyn:** Okay, I think a lot of people don't get joy from it, whatsoever.

**Annie:** Yeah.

**Keatyn:** And that's fine, that's why God created me. I am a Two on the Enneagram.

**Annie:** Okay.

**Keatyn:** So I know-

**Annie:** What's Nick's? What's your husband's?

**Keatyn:** He is a Two Wing Six-

**Annie:** You got to wing him beside you. So the three one or three? Okay. The two was okay. Yeah, yes. That seems very true. Yes.

**Keatyn:** He's a Two though, which is funny so we're both helpers.

**Annie:** Yeah, both Twos.

**Keatyn:** Yeah.

**Annie:** How happy your home must be, no problems at all.

**Keatyn:** Yeah, it's like who's going to really help, because we think all right, always right, right?

**Annie:** Yeah, yeah.

**Keatyn:** And then you add our last name being Wright-

**Annie:** Oh, that's right.

**Keatyn:** So, I'm a two on the Enneagram which, again, becoming an entrepreneur, to me, that is not a very Two thing to do.

**Annie:** Yeah.

**Keatyn:** Because you're the helper, but I think God just kind of twisted it and I created a company where I am the help.

**Annie:** Yeah.

**Keatyn:** And so that was the only way for me to do it.

**Annie:** Yeah, that's wild. So you're just living into how God made you?

**Keatyn:** 100% I was supposed to be a servant.

**Annie:** Yeah.

**Keatyn:** Yeah.

**Annie:** Wow.

**Keatyn:** There's no way to slice it because every career that I look back on, I was always the servant doing things and that's fine. That's just where I find my joy.

**Annie:** What's your favorite part of it? Is it the actual decorating? Is it the designing? Is it the being in people's homes? What do you love the most about it? I was about to assume, I started by saying, "I bet you really love it." I'm like, "Well, I don't know." I want you to tell me what love?

**Keatyn:** I do love when I get to the end of a project and then I go back to the next year and I see how fluid it is. That gives me a lot of joy because I think it takes a special mind to be like start to finish this will calculate itself a certain way.

**Annie:** Yeah.

**Keatyn:** Instead of like I know from start to finish how to decorate a tree, with my eyes closed.

**Annie:** Right.

**Keatyn:** But I don't know, that's a twisted question, the twist went into that I guess. I don't know. I don't know.

**Annie:** I like it. While we're here, I feel a lot of pressure to have a Christmas tree-

**Keatyn:** Don't we all even myself.

**Annie:** Yes, thank you. So a lot of pressure to have a Christmas tree that is full of the same color ornament?

**Keatyn:** No, ma'am.

**Annie:** And yet I have all my ornaments collected and I love them.

**Keatyn:** Yes.

**Annie:** So what do we need to do? How do we decorate a tree? Is there a right way?

**Keatyn:** I believe there is.

**Annie:** Okay.

**Keatyn:** And it's really simple.

**Annie:** Okay.

**Keatyn:** People make it a lot harder.

**Annie:** Yeah.

**Keatyn:** I'm sure you have a certain, is your house pretty neutral?

**Annie:** Yes.

**Keatyn:** Okay.

**Annie:** Grays, and whites, and like-

**Keatyn:** I would actually recommend that you have some kind of pop of color on your tree.

**Annie:** Okay.

**Keatyn:** Because you're not going to notice it right. So you can start with that base color that your neutral palette stands on. So maybe have really large circular ornaments that are white or grays.

**Annie:** Okay.

**Keatyn:** And then on the tips of the limbs is where you would hang all of your oddments.

**Annie:** Where do you put the white and gray ones? Would you tuck them in a little bit more?

**Keatyn:** You tuck them in. But when you're standing back and you like, I always say squint your eyes and see where the lights aren't, that's where you put those large ornaments.

**Annie:** Oh, when you kind of tuck them in?

**Keatyn:** Mh-hmm.

**Annie:** And then you hang the ones that matter to you out on the edge.

**Keatyn:** Yes.

**Annie:** Okay. Ribbon? Are we a ribbon person?

**Keatyn:** I love a good ribbon. I have a couple of clients that like me to do it around the tree like wrap the tree. That is actually, even for myself, the hardest thing to do because no branch is exactly the same. So I like to weave in and out like you would see, and I actually start from the top and go down.

**Annie:** Okay, start at the top and go down. Trees that are live or fake? Do you care?

**Keatyn:** I don't care. I mean, I love the smell of vines but I also hate spiders and they are all in those.

**Annie:** That's right. That's right.

**Keatyn:** It's true.

**Annie:** And my fake one already has the lights on it.

**Keatyn:** Yes.

**Annie:** It's just done.

**Keatyn:** But, this is a trick that I will tell you.



**Annie:** Oh, great that's why you're here.

**Keatyn:** Never buy pre-lit because they're-

**Annie:** Oops-Daisy!

**Keatyn:** ...they're going to die.

**Annie:** Yeah.

**Keatyn:** Like it's just inevitable. So if I can convince my clients to let me just buy unlit trees and then let me wrap the meteor that's what I prefer.

**Annie:** Oh, okay.

**Keatyn:** I have a lot that won't let me, I want-

**Annie:** Unlit purchase and just wrap new lights on it.

**Keatyn:** Yes.

**Annie:** I do add more lights, is that okay?

**Keatyn:** Yeah.

**Annie:** I just like it to be very twinkling.

**Keatyn:** I love the big lights.

**Annie:** Yes. Oh, you like the real big ones?

**Keatyn:** Oh, I love the big lights, but also just as many lights as you can get.

**Annie:** Okay.

**Keatyn:** I think the strands that I buy when I do light them they're 500 on a strand and I can link seven together. Because you know there's a rule you have to have, it'll blow them all if you keep lighting.

**Annie:** Oh, really? So there's a limit to how many you can plug.

**Keatyn:** Yeah, they'll eventually burn.

**Annie:** Oh, I didn't know that. See there's a rule, so seven is the most strands of lights-

**Keatyn:** Depends on the box, but it'll say on the box strand how many you can link of that specific brand.

**Annie:** Keatyn, this is already worth the price of admission. Well done. Well done. I did not know there was a limit-

**Keatyn:** There is a limit.

**Annie:** ...of how many you could link.

**Keatyn:** And always get a surge protector.

**Annie:** Okay.

**Keatyn:** Because if you've got more lights on then it's going to bust if your power goes out.

**Annie:** Yeah, there's a world where that's happened in my house.

**Keatyn:** Is it?

**Annie:** Yeah, because I just plug it right into the wall and that's stupid. So I need to-

**Keatyn:** It's really inexpensive to buy surge protector.

**Annie:** Certainly. Yes, 100%. Trust me, it's not that I didn't have \$4 that day, I just was dumb, it was not my lack that day. Okay, so back us up again to how you started this? I mean, the first house you said I guess pay me to do this, how did you even start?

**Keatyn:** No, well, the funniest way to explain this as I saw a problem and a creative solution. And the truth is like everyone is so stressed out or on holiday. So I just was like how can I help that and here we are.

But the reality of how it started, I have a truly dear friend who is a professional model, and she asked me to decorate her house for the holidays. Because she was out of the country and coming back home, so she was not here, had nothing here in Nashville.

**Annie:** And just you know you are such a good decorator, please settle this.

**Keatyn:** Yeah. Well, she also loves, she's Danish, so she loves Christmas and knows how much I did, we're friends. So I was like, "You know what, okay, I will." And then the second she posted on Instagram it lit like wildfire. I actually have to hold her responsible for helping with the name because Klaus, K-L-A-U-S is Danish for Santa Claus. It's how they spell Claus.

**Annie:** Oh, it's how they spell Klaus for Santa Claus. Brilliant.

**Keatyn:** Yeah.

**Annie:** And so then people just started following you and suddenly-

**Keatyn:** People started like what? I need this. Because, and, you know Nick, the irony of that, my husband's name is Nick, I think he thought I was crazy.

**Annie:** Yeah.

**Keatyn:** When I said, "I think this is a thing." He's like, "No, no, I don't think it is, there's not enough, no." And I'm like, "Yeah, I think there is." And then it just has grown to strengths that I'd never imagined.

**Annie:** I mean, most houses you're doing multiple trees, in multiple rooms?

**Keatyn:** Multiple trees. And I now we're at two days. So like, that's the best part about the business, that, again, is totally God's plan. Because if you'd have told me, in 2017, I could have done this for a living I would have personally laughed in your face.

**Annie:** Yeah.

**Keatyn:** But it's reoccurring clients every year, that they're like, "I can't live without this service."

**Annie:** Yeah.

**Keatyn:** They see how much joy they get to have during the season by simply just taking that one thing off their plate.

**Annie:** Off their plate, right.

**Keatyn:** Yeah.

**Annie:** So for all of our friends listening we'll link to you and stuff, but remember April-

**Keatyn:** April, yes, don't call me this year, please.

**Annie:** That's right. That's right. And, but, you're only in Nashville right?

**Keatyn:** I am right now. Honestly, the pandemic shifted some things.

**Annie:** Yeah.

**Keatyn:** We were en route to doing some, Austin is a big, people are really pushing me to do that and I have quite a few that I just stay in contact with. They're like, "The second, you'll pull the trigger." So that's definitely going to be in the works. I'm just-

**Annie:** How many elves do you have working for you this Christmas? How many people are helping you?

**Keatyn:** I have five this year.

**Keatyn:** Oh my gosh! And y'all do two installs a day?

**Keatyn:** Pretty much.

**Annie:** Oh, my gosh!

**Keatyn:** It sounds around the clock.

**Annie:** So there's a family who you're helping them decorate this year.

**Keatyn:** Mh-hmm.

**Annie:** You do all their stuff and then do you take that stuff back to your storage unit? Is it yours?

**Keatyn:** They can pay a fee for that I re-store it. The majority of my clients have storage spaces.

**Annie:** Got it.

**Keatyn:** So we typically just store on site, which is nice.

**Annie:** Okay. So you get there and you go, "Give me the key to your storage unit." Y'all go get everything from the storage unit or wherever it is, upstairs, downstairs, down the street.

**Keatyn:** Yep.

**Annie:** You bring it in and you just decorate it?

**Keatyn:** They do not touch a thing it's very white glove. And it can start, like I said, some of them just-

**Annie:** This is a wild job you have.

**Keatyn:** ...some of them just want to use the decor that they already have, which is fine.

**Annie:** They just want someone else to do it, because they don't have time, they're on the road or something.

**Keatyn:** Yeah. And that's called "Your Decor Our Design" that's on our website, Service tab. But a lot, I mean the majority of my clients, I have weaned through all of their things in April. And then we start from scratch and design, and order, and bring it all, install, and then by the next year it's just so-

**Annie:** Brand new clients, you go in and look at everything they have and you say, "We got to get rid of this, this, and this. This is old, this is working blah, blah."

**Keatyn:** Yeah.

**Annie:** "Now, let's dream up what your house could look like."

**Keatyn:** Yeah.

**Annie:** I bet when people move they call you a lot-

**Keatyn:** Absolutely.

**Annie:** ...because it's a new location?

**Keatyn:** Mh-hmm.

**Annie:** Right. And they're like I don't know where the tree goes here?

**Keatyn:** Yeah, yeah.

**[00:16:43]** <Music>

**Annie:** Hey friends, just interrupting this conversation real quick to share about another one of our incredible partners, Mercy Project. Most of us know that human trafficking is a big problem around the world but not all trafficking is the same.

We mentioned a more localized version earlier, but in Ghana, Africa, for example, thousands of children are trapped in labor trafficking in the fishing trade for 12 long hours a day. These children come from poor families who, in financial desperation, have sold their child to a fisherman in hopes the child could live another day. Sadly, many of the fishermen were once trafficked children themselves.

11 years ago, our partner Mercy Project started addressing the issue of child trafficking in creative ways and it's working. They formed 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 the children to be voluntarily released and reunited with their families.

Over the last decade, more than 200 children have gone home to live with their families. This is a small but mighty nonprofit that is creating generational transformation in Ghana.

But that's where they need our help. There are currently 50 formerly trafficked children needing a sponsor. 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 a new child sponsor to travel to Ghana with their team in 2022, all expenses paid. Meet your sponsor child and their family. See the project firsthand, and experience the beauty of Ghana.

I've been there. I absolutely love Ghana, it is amazing. The food is delicious. The people are so kind, it will be an awesome trip. So let's help all 50 of these kids get started in 2022 with hope. Simply text That Sounds Fun to 74121 to help today.

Imagine how much this gift will transform communities for good. Text That Sounds Fun to 74121 or visit [mercyproject.net/thatsoundsfun](https://mercyproject.net/thatsoundsfun).

**[00:18:46]** <Music>

**Annie:** All right, I am here with our EnneaSummer 2021 Fours Corey and Blair. Corey, we're going to start with you because of what you just said to Blair and I.

**Corey:** I said, "What if you don't like Christmas music?"

**Annie:** Do you like it at all?

**Corey:** I mean-

**Annie:** ...first song and?

**Corey:** I'm pretty sure I tweeted about it last year of like, "Music, Christmas music." And then someone wrote back like, "Okay, screw you." But like, I "Oh Holy Night" is from a traditional standpoint. I think growing up hearing that and just the person singing it, but like John Lennon Happy Christmas, (War is Over). Really? I mean, it's all and I looked for something like oh, this is different. And I was like, "Okay, they're all the same."

**Blair:** Yeah. So, did you like them growing up? I'm wondering?

**Annie:** Yeah.

**Corey:** I mean, I think it was on. But how many times did your Jingle Bell Rock or whatever just like that? Every time you walked into a store and you're like, "I can't do this anymore?"

**Annie:** Fair? Very fair.

**Corey:** No one is going to listen to.

**Annie:** Now that's great. Blair, do you have a favorite Christmas song?

**Blair:** I have two.

**Annie:** Which works out great for us.

**Blair:** Yes, one for each of us. Okay, "Breath of Heaven".

**Annie:** By Amy Grant.

**Blair:** Amy Grant.

**Annie:** Why?

**Blair:** Just because it kind of brings me there and I feel it. And it's like, I feel the emotional connection. I know we talked about, like, when you're in church and you have that worship music and you feel that, and I feel that every time I hear that song, just kind of like, I can imagine.

**Annie:** Mh-hmm.

**Blair:** That night.

**Annie:** So what's your other one?

**Blair:** "All I Want for Christmas Is You" And very different, I love this with my kids. It's just upbeat and fun and we dance to it. And I point to them all the time when we say, "All I Want for Christmas Is You."

**Annie:** The Mariah version?

**Blair:** Yes. And then just like wanting them, like wanting to know them, and love them, and have all of them, and have that relationship is what that means to me.

**Bear:** Hi everybody, this is Bear from NEEDTOBREATHE, we got a brand new record out called *Into the Mystery* and my favorite Christmas song is probably Silent Night. And that's mainly because it was the easiest one to play when I was playing in church and all those hard chords are really tough.

**Annie:** And now back to our conversation with Keatyn.

**[00:21:10]** <Music>

**Keatyn:** I will say if the client says, he'll have the Your Decor, Our Design.' I'm always like a little stressed out when I get there because I haven't designed it.

**Annie:** Right.

**Keatyn:** And not that I care what it looks like ultimately, because I always say, "Your house your rules."

**Annie:** Yeah.

**Keatyn:** I'm like, "What if the lights don't work perfect?" Like I get it, I can fix or repair whatever our sources have done but anyway-

**Annie:** What's your favorite room to do in people's homes?

**Keatyn:** I would say the entry, probably.

**Annie:** Really?

**Keatyn:** Just because that's mainly the focal point, for most of my clients, is whoever's walking through the door.

**Annie:** Okay, so y'all do-

**Keatyn:** Yeah, those are the bigger trees that I do.

**Annie:** Yeah.

**Keatyn:** Yeah.

**Annie:** I just need to remind you that I have a condo. So when you are saying entry, I was thinking, "Oh, yeah that will look cute if I did something there." And then you said, "That's where the biggest tree is." I was like, "Not, that's not my story." That is not my story everybody, sorry. Keatyn, I just love what you do so much. Okay, so when you are, this year particularly, when we're talking about decorating.

**Keatyn:** Mh-hmm.

**Annie:** Is there colors that are like trendy? Do you get like an email that comes straight to-

**Keatyn:** From Santa?

**Annie:** ...Keatyn Klaus, that says, "Here's what the 2021 trendy Christmas decor is?"



**Keatyn:** I do not, but I do go to market every January.

**Annie:** Oh my gosh! In Atlanta or Dallas?

**Keatyn:** Mh-hmm. Atlanta.

**Annie:** Okay.

**Keatyn:** I live for it. You would think by the end of it I'd be like, "By December I'd be like never, no more ornaments." But no it's a dream.

**Annie:** And at the market they have all their Christmas stuff in January?

**Keatyn:** Yeah.

**Annie:** Wow. So that's wild to think about.

**Keatyn:** And then you can go back in the spring, but I typically just place all orders in January, just because I have been in the houses at that point. But I don't get a specific color. You can kind of just see what's trending while you're there, but I would say we're in the South.

**Annie:** Yeah.

**Keatyn:** So it's a staple that everything's pretty neutral or has that pop of red velvet, the classic Christmas. No one goes super, I feel like if I went to L.A. they'd be like, "Let's do these copper colors" really kind of make it different, but I just don't think that's my market.

**Annie:** Yeah, okay, red velvet.

**Keatyn:** Red velvet.

**Annie:** But also copper is beautiful.

**Keatyn:** Copper is beautiful. I actually have people will see it on Instagram, we wrap gifts really detailed.

**Annie:** Uh-huh.

**Keatyn:** And I have a copper ribbon that is velvet and it's so luscious. Love it. Love it.

**Annie:** I didn't know you have the gift wrapping too?

**Keatyn:** We do.

**Annie:** You're like a one-stop shop if someone needs help at Christmas?

**Keatyn:** If it falls under the North Pole, we do it. Just go to the service tab.

**Annie:** Yeah, we can handle it. Okay, so for our friends who don't live in Nashville that can't bring you in today.

**Keatyn:** We've real options for them?

**Annie:** You do.

**Keatyn:** We do.

**Annie:** What do you do? Can you like do over the phone kind of thing?

**Keatyn:** We do. I do lots of virtual consultations so they just pay a flat fee. And then we FaceTime in and it's a one-on-one with me and we walk through their house, and look at their decorations and then I tell them where to start where to buy all the things.

**Annie:** Where do you love to go buy ornaments and Christmas decor?

**Keatyn:** If I'm telling someone to go to like a brick or mortar store. I mean, it's really hard to say but like it depends on the price point.

**Annie:** Sure.

**Keatyn:** If you're wanting a higher end then I would typically say go to a Macy's or something like that.

**Annie:** Oh, okay.

**Keatyn:** The problem is they put up their decor so late, that I can't do that research before I have that phone call.

**Annie:** Right, that's right because you're having those phone calls in October and you don't know what Macy's is going to have.

**Keatyn:** Exactly.

**Annie:** Because they don't come up till November or whatever, interesting.

**Keatyn:** So just because if-

**Annie:** Macy's is top end, that's where you send people?

**Keatyn:** I would think so.

**Annie:** Okay.

**Keatyn:** Yeah, for the brick and mortar stores.

**Annie:** Yeah, yeah.

**Keatyn:** Everything we order is vendor from market, so it always makes me really sad. Eventually we will have a sale page where people can buy all that stuff.

**Annie:** Please do.

**Keatyn:** But TBD.

**Annie:** Okay, so the budget level below Macy's, Target?

**Keatyn:** Target.

**Annie:** Okay. That is where I get the most of this.

**Keatyn:** I love Target. I would say hobby lobby but it's hit or miss.

**Annie:** Yeah.

**Keatyn:** Those are probably, honestly, Walmart has some really good options this year. So if anyone is listening, if they still have any, run to Walmart.

**Annie:** When do you start looking at websites and going into brick and mortar, and thinking about that?

**Keatyn:** I start I mean, if I went back to my camera roll right now you'd laugh. But I would say October, early October. I started taking photos thinking like, "What am I going to tell people?"

**Annie:** I mean you're literally working on this year round?

**Keatyn:** It's year round?

**Annie:** I don't know if you realize that?

**Keatyn:** No, it is year round.

**Annie:** It is literally year round that you are thinking about Christmas decor and people's homes. Do you do your own house?

- Keatyn:** I do. But it's last and Nick is like this is ridiculous.
- Annie:** December 17th is your house?
- Keatyn:** But it's okay, because it just happens.
- Annie:** Do you use, like when you're thinking about your own house, are you pulling stuff out that you have in storage? Or are you going, "Oh man, I love that look in that house we did, I'm going to use some of that?"
- Keatyn:** I will say this is the first year, I've had the same tree for like five years.
- Annie:** Uh-huh.
- Keatyn:** I bought my own really nice tree this year and I cannot wait to put it up. Nick was like, "I think this is time. It's time for Keatyn Claus to have the tree she wants."
- Annie:** Yes.
- Keatyn:** So I did buy that. He's really, really pressuring me because of Castle to do all of the one-off ornaments. So I think we're going to start that tradition this year.
- Annie:** Oh, sweet. And how old is Castle?
- Keatyn:** He is eight months.
- Annie:** Yes.
- Keatyn:** Yeah.
- Annie:** My gosh!
- Keatyn:** I know.
- Annie:** I saw he's the background on Nick's phone.
- Keatyn:** Yes.
- Annie:** And I was like, "That baby is so cute."
- Keatyn:** I'm partial, yeah, and sweet.
- Annie:** Yeah, I mean, this will be your first Christmas with him, right?
- Keatyn:** Yes.

**Annie:** I'm doing my math in my head.

**Keatyn:** Yes.

**Annie:** That's awesome. But, though, he will grow up with Christmas 24/7.

**Keatyn:** He will. I'm like, "Do I make him think..." I don't know, I really hope he likes Santa.

**Annie:** Yeah.

**Keatyn:** We're really screwed if he doesn't.

**Annie:** Right.

**Keatyn:** We're really screwed.

**Annie:** Okay, let's walk through the house, in our minds, can you give us some tips for a couple of different rooms?

**Keatyn:** Sure.

**Annie:** So for example, in the kitchen, what's one thing you would like tell people to do in their kitchen decoration wise?

**Keatyn:** I like to put a wreath right behind the stove, if there's a spot, and I think suction cups so usually they'll stick to tile.

**Annie:** Okay.

**Keatyn:** So I would pop a wreath there. Obviously, don't leave the burner on while that's there in case it drops.

**Annie:** Right.

**Keatyn:** But it's beautiful to just walk in your kitchen and see that one statement piece.

**Annie:** Are you a real wreath person or a fake wreath person, or do you care?

**Keatyn:** In my house we're fake because of Nick's allergies.

**Annie:** Oh, there you go.

**Keatyn:** And also they are very messy. Outside-

**Annie:** Yeah, they drop so much.

**Keatyn:** Outside, we are all live everything.

**Annie:** I'm picturing, I've never done a wreath over my stove so I'm going to do it this year.

**Keatyn:** Great, you just send me a picture.

**Annie:** I will. And I'm thinking, man, if I did a real one and then all those needles dropped behind my stove?

**Keatyn:** Could you imagine?

**Annie:** What a fail, what a fail.

**Keatyn:** Nobody wants to pull the stove out.

**Annie:** Nobody wants to move a stove out just to get pine needles. Oh my gosh, that feels like, for real, you've been cursed, if that happens. Guest bathrooms? What are we doing in guest bathrooms?

**Keatyn:** I think the soaps that smell like pine are good little touch. I don't go crazy. Also putting a wreath dead center of the mirror.

**Annie:** Oh, really?

**Keatyn:** Yeah.

**Annie:** Dead center of the mirror, and do you use the same kind of hook.

**Keatyn:** Yeah, suction cup.

**Annie:** You put a wreath dead center, I'm going to do it too. I'm going to do it too.

**Keatyn:** Fine.

**Annie:** Your two for two. You just get a little like Command strip kind of-

**Keatyn:** You can. But if you just type in suction cup, I guess it's glass suction cup and it has a little hook on it, a little anchor and you just pop it on and off every year.

**Annie:** The center of the mirror. It doesn't stress people out?

**Keatyn:** I don't think so. I love it.

**Annie:** It's also the guest bathroom.

**Keatyn:** Yeah.

**Annie:** You are not [Crosstalk 00:29:06]

**Keatyn:** You're not putting your makeup on in there?

**Annie:** Right, I'll have to be in the middle of the wreath. When is it the right time to get someone to like help you with this? How do you know when you're like overwhelmed and that's the thing you should pass off, is getting your house ready for Christmas?

**Keatyn:** At the end of that, let's just say this year because I obviously can't take clients this year. If you're at the end of this year and you are like, "That blew by, I didn't enjoy any second of it."

**Annie:** Yeah.

**Keatyn:** That's when you need to call me.

**Annie:** Yes.

**Keatyn:** Because any client will tell you that just taking the front game and the end game off of your list. I mean-

**Annie:** Y'all do the cleanup too?

**Keatyn:** Oh, yeah.

**Annie:** Dude, y'all do the clean up?

**Keatyn:** Yes, full service.

**Annie:** Very interesting.

**Keatyn:** It's full service. It's great. That is, by far, my clients favorite part. Nobody wants cleanup, even myself I don't love it. But I will say it goes a lot faster because we know it's up and then by the next year, I would say the process the next year the clients really see holy wow.

**Annie:** Yeah.

**Keatyn:** This is a game changer because we're in and out.

**Annie:** Yes. So when do y'all start that, January?

**Keatyn:** I think my first removable starts, because a client of mine her husband's birthday is on the 31st we take it down the 29th.

**Annie:** Oh, my gosh.

**Keatyn:** But then I let my team, because I think it's very important after our season, we don't start removals until I think it's the 5th January.

**Annie:** So it's like, "Hey, if you're with us, if we're decorating for you, we'll be there by the 5th.

**Keatyn:** Truly though, if you're hiring me then you love Christmas.

**Annie:** Yes, that's right. That's right.

**Keatyn:** So I think that-

**Annie:** You are not a casual Christmas person. That's exactly right.

**Keatyn:** No, you're not a casual Christmas person.

**Annie:** Do you have a like, my mother always says, "Christmas goes up after Thanksgiving comes down before New Year's." Do you have rules-

**Keatyn:** Really?

**Annie:** Yeah, she means it. I am not that way, when we're recording this, I'm putting mine up this weekend.

**Keatyn:** Okay.

**Annie:** Because I'm like, ready. I'm just ready. It's cold, it's dark-

**Keatyn:** Yeah, it brings you brightness.

**Annie:** That's right. I just like it and I have to travel some coming up and so I'm going to lose days with the decorations. So do you have a window of when like, is there like an appropriate window of holiday decor?

**Keatyn:** Everyone thinks that your guests, at Thanksgiving, are going to be offended if your decor is up and that is so far from untrue. I actually believe that in the long form, your guests feel like you went overboard for them that Thanksgiving.

**Annie:** Sure.



**Keatyn:** Because, typically, or it is in my family, that's different sides of the family. So you give as much effort to Thanksgiving as you did to Christmas.

**Annie:** And normally decorating for Thanksgiving is like the table.

**Keatyn:** Right.

**Annie:** And that's it.

**Keatyn:** Right.

**Annie:** Whereas the Christmas decorating is the actual whole house.

**Keatyn:** Totally.

**Annie:** Do you decorate in y'all's bedroom? Do you get every room in your house?

**Keatyn:** No.

**Annie:** Okay. Do most your clients do most rooms in their house or just the main, most-

**Keatyn:** No, I would say typically, it's kitchen, living, and a child's room.

**Annie:** Oh, yeah, doing cute little stuff in the kids' rooms. Kids having their own trees?

**Keatyn:** Mm-hmm.

**Annie:** That's a cute thing, right?

**Keatyn:** It is a cute thing.

**Annie:** Do most kids you know do that? We didn't do that when I was little.

**Keatyn:** I did that as a kid.

**Annie:** Did you?

**Keatyn:** I think my mom had, both my brother and I, we had like \$15 trees just those tiny little one footers.

**Annie:** My friend Danielle was the same, that was my only friend, we're all were like, "This as amazing, Danielle has her own tree."

**Keatyn:** Yeah like mine fit on a tiny little stool, in like baby doll stool.

**Annie:** Yes.

**Keatyn:** Yep. But I loved it and I mean, they've obviously grown larger.

**Annie:** Yeah.

**Keatyn:** This day and age kids have their own trees.

**Annie:** Yeah.

**Keatyn:** Seven footers, but I think it's cool. And it's a good way to keep your main tree, what the mom wants it to be versus what the child wants it be?

**Annie:** Yes. We're getting our ornaments and we're going through them. Where do you suggest people give them away or get rid of or do we do that when we're getting them out? Do we do it when we're cleaning up? When's the right time to kind of go through your stuff?

**Keatyn:** I would do it, if you are personally doing it, I would recommend doing it while you're currently decorating. If you see something you don't like, then that is the time to donate it because that is when people are looking for it.

**Annie:** Wow, right.

**Keatyn:** If you take it after the season, it's kind of just sitting there.

**Annie:** Right, if I go through mine this weekend, then I'm giving people plenty of time to get it from wherever we donated or wherever.

**Annie:** Aah, brilliant.

**Keatyn:** Mh-hmm.

**Annie:** How long do you tell people to hang on to ornaments? Like last year I did a bunch of different colored, like white kind of balls on the tree.

**Keatyn:** Two years, max.

**Annie:** Two years? That's it?

**Keatyn:** Yeah.

**Annie:** Keatyn, I knew you're going to say like that.

- Keatyn:** No, I am not a hoarder. I'm not a hoarder. I, 100% have an issue that if I am over something I would probably throw out a whole room.
- Annie:** Uh-huh.
- Keatyn:** I have that issue.
- Annie:** And just start over.
- Keatyn:** Yeah.
- Annie:** Wow, okay, so two years max on your decorations that are not sentimental.
- Keatyn:** Yeah.
- Annie:** Manger scenes? Do you get those? What do you think of those?
- Keatyn:** No, I have quite a few clients that we do those on their buffet tables or anything like that, and usually it's something that's passed down for family, which I think is so cool.
- Annie:** Yeah.
- Keatyn:** So cool.
- Annie:** Yeah.
- Keatyn:** I love hearing the stories behind it.
- Annie:** That's it, that's where I was going to go is, I guess, when you're decorating are they all sometimes there with you, and you're, like hearing about everything?
- Keatyn:** Mh-hmm. Yeah.
- Annie:** What does that like to hear all these families' Christmas stories?
- Keatyn:** It's really an insightful, personally, because sometimes it makes me think like, "Wait, why didn't we do that?" Like I get a little jealous to be honest, because a lot of people have really cool trends.
- Annie:** Yeah.
- Keatyn:** Yeah.
- Annie:** What are you seeing this year on dining room tables? What's kind of the look?

**Keatyn:** I think simple on a dining room table, even if someone said that's not the case. I always advise because there is nothing worse than serving on a table where nothing fits.

**Annie:** Yeah.

**Keatyn:** So take a piece of garland, I do like to use live garland on a dining table because it's more bendable than-

**Annie:** And it actually lays flat compared to-

**Keatyn:** It does lay flat than the artificial. So that and a couple of tapere candles and some tea lights.

**Annie:** Okay.

**Keatyn:** Pine cones those are free, that's my favorite free tip.

**Annie:** Really, do you just go out and like collect them?

**Keatyn:** I mean, obviously, just go to your yard don't go to the park or something, because I don't want a call. And that's a great trick with kids too, I can't wait to do that with Castle. Go grab a bunch of pine cones, two paper plates, one with Elmer's glue one with faux snow.

**Annie:** Okay.

**Keatyn:** Dip the pine cone in the glue and then dip it in the snow, and you have snowy pine cones.

**Annie:** How often are you making things like that, when you are decorating?

**Keatyn:** We do a lot. We do a lot of DIY.

**Annie:** Really?

**Keatyn:** Yeah.

**Annie:** What are the kind of things y'all are making this year?

**Keatyn:** This year I have because of the freight issue, things sitting on carriers I was only available to get a lot of white, we do like seven or eight inch balls.

**Annie:** Oh, on trees? That big? Like that's basketball, small basketball size?

**Keatyn:** Yes.

**Annie:** Oh, Keatyn.

**Keatyn:** So some colors I can't get, and so I just bought a ton of white in all different sizes and we're having to dip them in paint.

**Annie:** Oh, in whatever colors you need for the houses?

**Keatyn:** Yeah,

**Annie:** When you go in and design are there like three houses across Nashville that actually are the same theme? Are you like, "Here is what I'm doing this year." Or is it all what the client has to bring or is it mixed?

**Keatyn:** We design everything to that specific project.

**Annie:** Okay.

**Keatyn:** Nothing is cookie-cutter.

**Annie:** Okay.

**Keatyn:** Yeah.

**Annie:** Cookie-cutter would be easier?

**Keatyn:** It will be.

**Annie:** You go like, "Here is what your house is going to look like this year. I've got all these white balls."

**Keatyn:** It really would be.

**Annie:** I'm gonna dip them in green and that's it.

**Keatyn:** Yeah, it would be. I should just give, I should just do that but-

**Annie:** There's like a box option in the future?

**Keatyn:** In the future.

**Annie:** In the future where you're like, "Here is what you order from me and everything, I'm just going to do exactly what I want to do this year."

**Keatyn:** Yeah

**[00:37:24]** <Music>

**Annie:** Hey friends, just interrupting this conversation real quick to share about another one of our incredible partners, Christian Parenting and their Advent devotional. If you're feeling like the holidays have kind of snuck up on you or you're missing the Advent Season with your family. It's not too late to get your hands on the Read Ask Go interactive family Advent Devotional from Christian Parenting.

We showed it to y'all in the AFD Week in Review last week because I love it so much. Read Ask Go includes 25 days of family fun like reading Scripture, asking questions, and going to spread Christmas cheer throughout your home and community. This devotional is super fun and most of all a meaningful way to gather, as a family, and celebrate Christ coming each Advent Season.

For our That Sounds Fun friends only you can download a one-day free sample to try out with your family and use the code TSF5OFF to get \$5 off your purchase today. So visit [christianparenting.org/tsf](http://christianparenting.org/tsf) to download your free sample and redeem this offer. again the code is TSF5OFF, TSF5OFF to get \$5 off.

If you order today you'll receive a Read Ask Go Family Advent Devotional before Christmas Day, and celebrate the season with your family, and use this devotional every year leading up to Christmas. I don't know about y'all but sometimes I get things like this. I use it this year I put it in my decoration box, and next year I open it up and pull it out and it is ready to go so grab it today.

[00:38:54] <Music>

**Mark:** Hey everybody, it's Mack Brock here. I've got two albums out *Space* and *Cafe Sessions* available everywhere now. My favorite Christmas song would be any of the Jackson Five Christmas songs like, "Santa Claus is Coming to Town" and "I saw Mommy Kissing Santa Claus", I think is another one. Some good stuff.

**Meredith:** Hello, this is Meredith Brock, and my favorite Christmas album of all times is Bryan and Katie Torwalt's *Christmas* album.

**Harry:** Hey, this is Harry Connick Jr. and my new album is *Alone with My Faith*. My favorite Christmas song is "Sleigh Ride".

**Annie:** And now back to finish up our conversation with Keatyn Klaus.

[00:39:39] <Music>

**Annie:** Do you see that coming at some point, really? I mean, I know you have the beanies and you have some merch, but is there a world where you're going to be providing decorations?

**Keatyn:** Yeah, there is.

**Annie:** I think you should.

**Keatyn:** COVID slowed that down, I had so many calls right before COVID. I even had announced last year, my garland and our wreaths say they're artificial but they all look so live.

**Annie:** Yeah.

**Keatyn:** I mean, people really want them and I want them out. But I can't in my softest of hearts put it out there at a price point where I wouldn't want to pay it.

**Annie:** Yeah.

**Keatyn:** And that's just the truth of what we're in right now.

**Annie:** Yes.

**Keatyn:** So if I can't get it for a reasonable price to sell others, then I'm not going to do it.

**Annie:** It is a hard time to sell product right now.

**Keatyn:** Yeah.

**Annie:** To be this seller of a product.

**Keatyn:** So, I'm just going to trust God's timing.

**Annie:** Yeah.

**Keatyn:** It's part of the process.

**Annie:** Well, when you are ready let me know, because I got two I need to hang.

**Keatyn:** Yes, you do.

**Annie:** One in my kitchen, one my guest bathroom.

**Keatyn:** You do.

**Annie:** Talk about the preserving part when you're packing things up. One of the things that ruins my life every year is something I love breaks.

**Keatyn:** Yeah.

**Annie:** So what are the tips y'all have for how you pack up when it's done? Like, what are you doing that I'm not doing when it comes to packing up?

**Keatyn:** Those sentimental ornaments have to be bubble-wrapped and sometimes boxed and in their own little box.

**Annie:** Okay.

**Keatyn:** And then we storage tote everything.

**Annie:** Yep.

**Keatyn:** So that also equally as important, we take every room down and label them per room.

**Annie:** Okay.

**Keatyn:** So you're never, that next year, going, "What's in this box and where does it go?"

**Annie:** Yes.

**Keatyn:** It's all calculated and sat in that room when you pull it from storage and then it's good to go.

**Annie:** Got it. Okay, again, with that large entry tree I'm going to have, I should probably warn people I mean, people would open the door and hit the entry tree. So that's not happening in my life this year, but yeah, that makes sense. I haven't been good, I'm not really a hoarder, but I haven't been good about cleaning through my ornaments. Because I'll put up my tree while I'm watching TV one night be like, "I don't want to go through this, I'll put them away." And then when I clean up my tree out, for sure, I'll go through them and then I don't.

**Keatyn:** So how many years do you keep your ornaments? Do you feel?

**Annie:** Six.

**Keatyn:** Really?

**Annie:** Easily, yes. The light balls you buy from Target I way over keep them.

**Keatyn:** Okay.

**Annie:** But I'm committing to doing this better this year. That's why I'm talking to you so early, because I'm committed to being a better version of myself.



**Keatyn:** Just think about what you could gift to someone.

**Annie:** I know, I'm like, "Yeah" that really feels inspiring to hear you talk about that, to go like, "Oh, there are my neighbors who would love some of these Target ornaments and this year is not the year they can get them themselves."

**Keatyn:** Exactly.

**Annie:** And, so, I can take them to Goodwill or another thrift opportunity.

**Keatyn:** Or even like, hate to say this, but like with the tornado there are so many people that lost all of their things.

**Annie:** Right.

**Keatyn:** I just think like, gosh!

**Annie:** I think I'm going to call West Nashville Dream Center and see, that's what I should do.

**Keatyn:** You should do that.

**Annie:** ...and see if they need Christmas decorations for the friends that they serve over there.

**Keatyn:** Call me. Let me know.

**Annie:** Okay, I will. I'll tell you what they say, I will tell them. Okay, what do you know about decorating that we don't know, as far as Christmas. What's in every house I do this and we're like mind blown because we aren't even thinking of that?

**Keatyn:** Do not buy the star topper.

**Annie:** Don't what? Oh, this is, yep, you're doing it. Okay, tell me more, don't buy the star topper? What do we put on top? A ribbon?

**Keatyn:** Nothing.

**Annie:** Oh, Keatyn, what are you doing? Nothing on top of your tree?

**Keatyn:** Here's the thing-

**Annie:** I can't imagine this.

**Keatyn:** You can't? Okay, here's the thing-

**Annie:** I'm going to obey you this year, so I'm not going to put anything on the top.

**Keatyn:** It is a tree and I understand the meaning behind the star, we all do.

**Annie:** We get it; we follow the star.

**Keatyn:** Like that's not in every one of our homes. Like we all follow that star but it's definitely not the tree to me.

**Annie:** Okay.

**Keatyn:** So I feel like let's harbor that star in our hearts and mix the tree topper because-

**Annie:** Let's harbor that star in our hearts.

**Keatyn:** Yeah, it's never going to stay straight, ever.

**Annie:** It doesn't stay straight.

**Keatyn:** And it gets so annoying, and honestly, I will like put it in my contracts, "If you make me put a topper do not call me-"

**Annie:** I'm not coming to fix it.

**Keatyn:** "...on December 19th and saying, 'You got to come fix this.' Because I might not have that 13-foot ladder that I need." So I have pretty much the majority of my clients, they will allow-

**Annie:** Anti-topper.

**Keatyn:** Anti-topper.

**Annie:** So this is literally blown my mind. So instead, I mean, there's ornaments up there and that's it.

**Keatyn:** I'm trying to make your life easier.

**Annie:** Yeah. There's ornaments up there and that's it. You just stop with the ornaments.

**Keatyn:** Stop with the ornaments.

**Annie:** And maybe ribbon if you're feeling ribbon?

**Keatyn:** You can put ribbon, sure.

**Annie:** But no ribbon bow at the top? Nothing at the top, nothing.

**Keatyn:** No, nothing it's a tree.

**Annie:** We're doing nothing at the top in 2021 it's a tree.

**Keatyn:** It's a tree.

**Annie:** It's a tree, trees don't have things at the top except other limbs.

**Keatyn:** Except the one tree, the one tree has the thing at the top.

**Annie:** Wow, wow, you've really done it, I'm shocked.

**Keatyn:** But the other thing that I do want other people to know that I know that others don't. All this stress that we all put on ourselves to have all of this things everything perfect, look a certain way, buy this thing, buy that thing. None of it really matters when it comes to Christmas. The material things are the material things.

**Annie:** Mh-hmm.

**Keatyn:** Kind of like I say with the topper, like story of Jesus is the main part.

**Annie:** Yeah.

**Keatyn:** And we need to just remember that.

**Annie:** Yeah.

**Keatyn:** And I think sometimes when we're all scrolling and looking at it, we're like, "Huh, I didn't get that." I mean, I see it often in stores lately, I don't know if you have, where there'll be like you're not getting this until, and I'm like wow, we have forgotten what is the real truth here about Christmas. So if there's one thing I could tell everybody that I actually do know and unfortunately it is material things are a part of my business, but that is definitely not the reason for the season.

**Annie:** Do you decorate in ways that show the spiritual side of your service? What does that look like?

**Keatyn:** For sure. I mean, I think it could be little things like you're saying the stable and all that. Like I love when it's really hard sometimes for me to like bring that up in a conversation. So I love when clients like sit down and say this is, I do have a client that an angel on their tree is an absolute must and it's a meaning from their Christmas it's like their grandmother's.

**Annie:** Yeah.

**Keatyn:** Totally going to do that.

**Annie:** Yes. On the top?

**Keatyn:** On the top.

**Annie:** Oh boy. Oopsy-Daisy.

**Keatyn:** I know.

**Annie:** You let that one slip. Nobody else. Nobody else.

**Keatyn:** How do you say no to that?

**Annie:** You can't be like, "I don't care if you have to honor your grandmother." It's a tree and trees don't have things on top.

**Keatyn:** I mean, I'm just going to be like a puddle. So if I get calls-

**Annie:** Things like that Advent meant like having an Advent-

**Keatyn:** Advent is very important I think all that. I mean, at the end of the day I just try to explain to people that yes, this looks pretty but I want the memories that you make around it to be the main thing.

**Annie:** Yeah.

**Keatyn:** Don't make it the forefront.

**Annie:** Yeah, that's beautiful. Okay, what did we not say about decorating this year that we need to make sure people know? Anything else we didn't-

**Keatyn:** I feel like we covered it.

**Annie:** We did an amazing job. I learned a lot. I did not know my entry tree could not have a thing on the top, I did not know I needed an entry tree. I learned-

**Keatyn:** I'm sorry. Living room, living your traditions for that.

**Annie:** ...and wreath above my stove and on the middle of that mirror.

**Keatyn:** I know. Zip ties your best friend, that's a tip that everybody needs to know.

**Annie:** Oh, you have to do what? What are you tying up?

**Keatyn:** Your garland on your banister, everything is zip-tied.

**Annie:** Yes, zip-tied. Do they make them green? No clear, probably, right?

**Keatyn:** I actually do black.

**Annie:** Oh, do you? Why?

**Keatyn:** Well, most banisters have an underside that-

**Annie:** Yeah, yeah, okay, that makes sense.

**Keatyn:** And then the green is a little too green, it's not very natural green.

**Annie:** Right, so black zip ties. Because otherwise you're weaving through the banister and that is very hard to do.

**Keatyn:** Mh-hmm. You can even use them as if you've broke like, I don't love the little ornament hooks that are metal.

**Annie:** Yes.

**Keatyn:** They're very flimsy, especially on those brick walls, so you can also use zip ties there too.

**Annie:** Oh, brilliant. Yeah, if you got basketball-size ball, probably, don't use one of the little metal hooks.

**Keatyn:** No, no, no.

**Annie:** You're going to be so proud when you see my house.

**Keatyn:** I better-

**Annie:** I've made three big changes this year, thanks to you, it is going to be a new place.

**Keatyn:** You're going to feel really good in your kitchen with that wreath.

**Annie:** Oh, my gosh, I can't wait. I know exactly, I mean, I'm going to go buy it this weekend. I can't wait. Okay, we have two more questions for you, first we'll do the Christmas one. What everybody else is hearing is that all year long we've asked every guest this question and so all throughout sprinkled throughout the December shows, we have everyone from the whole year telling us their favorite Christmas song. We have a Spotify playlist that they can go listen to so would you tell us what is your favorite Christmas song?

**Keatyn:**        Okay, there, I've thought about this the entire drive here.

**Annie:**        Oh, great.

**Keatyn:**        It's so hard for me to pick that, just so you know.

**Annie:**        So do y'all play a playlist while you're decorating?

**Keatyn:**        We have a playlist that people can actually follow as well.

**Annie:**        Oh, good we'll share the link.

**Keatyn:**        But I think you're going to be really shocked.

**Annie:**        Okay.

**Keatyn:**        Because like I would love to say I can sing of all the things. "Carol of the Bells" is forever and always will be like my go-getter song. So every time I get in the car, the Trans-Siberian Orchestra one, it just gets me in the groove.

**Annie:**        It just gets you started, that is like your pregame warm-up.

**Keatyn:**        It gets me started and I think it's because like we'll hyperventilate if you feel like you're behind and so that's my kick-starter every morning for this season.

**Annie:**        Okay, great answer.

**Keatyn:**        Yeah.

**Annie:**        Okay, the last question we always ask is because the show is called That Sounds Fun, tell me what sounds fun to you?

**Keatyn:**        Aah, there are so many. What sounds fun to me is doing set design on a Hallmark movie.

**Annie:**        Ha! Really? Pack some hill trees-

**Keatyn:**        So Hallmark can reach out.

**Annie:**        Oh, that's a great idea. Did you see this year there are three, I'm going to have to link to if I remember it correctly. They're like a hotel that has set up three like Hallmark suites that you can rent.

**Keatyn:**        No.

**Annie:** That are stay-in rent whatever and they've decorated them. I mean because a Hallmark movie but I feel like you could kill at hotels too.

**Keatyn:** We're actually doing that Opryland next year. Secret.

**Annie:** You're doing Opryland?

**Keatyn:** We're going to do a room in Opryland.

**Annie:** Okay, I was about to be like, you're doing all of Opryland-

**Keatyn:** No, no, no, no, no.

**Annie:** You need to start right now.

**Keatyn:** No, no, no, no, we are not.

**Annie:** You are doing a room.

**Keatyn:** We are doing a room.

**Annie:** That's awesome.

**Keatyn:** So people can stay there which is really nice, so stay tuned for that 2022.

**Annie:** We need to get Hallmark to call you or this year, here's the hubbub, the GAC there's a second channel and some people are going over there. So we've got two and so there's multiple-

**Keatyn:** I'll take there.

**Annie:** Yeah, there's multiple networks that could get you, we're going to make that happen.

**Keatyn:** Or we could just be a fly on the wall doing it.

**Annie:** Well, we've made friends with a couple of really great people from Hallmark. So I feel like this is and we need a Nashville based one. They did kind of one last year but they didn't actually film much here.

**Keatyn:** Did they not?

**Annie:** Mm-mm.

**Keatyn:** Oh, I thought they did.

**Annie:** We did the Dollywood one that was at Dollywood but no there was that was here but they didn't film a ton here.

**Keatyn:** Okay.

**Annie:** Okay, you nailed it. Keatyn, thanks for doing this. Keatyn Klaus-

**Keatyn:** Thank you for having me.

**Annie:** ...thanks for doing this today, it is so fun. Such a fun thing to get to talk about, I really appreciate it.

**Keatyn:** Of course.

**[00:51:30]** <Music>

**Annie:** Oh, you guys don't do love her? She's so fun. I mean, listen, an entryway Christmas tree in my life is hilarious. Oh, but y'all got to go check out her website, see all the decorating she's done and go follow Keatyn on Instagram. You can see some amazing holiday decorating inspiration and yes, I put a wreath on my guest room bathroom mirror, just like I said I would. Be sure to tell Keatyn, thanks for being on the show.

If you need anything else from me you know I'm embarrassingly easy to find, 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 from me today, friends, go out or stay home and do something that sounds fun to you I'll do the same.

Today is my technical day of rest this week, my Sabbath and so what sounds fun to me today is sleeping a little bit late, eating a good breakfast, and reading for a little bit, I'm looking forward to it. Have a great day friends. We'll see you back here tomorrow for day four of the 12 Days of Christmas with the wise and wonderful, Becca Stevens, founder of Thistle Farms. We'll see y'all tomorrow

**[00:52:31]** <Music>

**Bianca:** Hi, my name is Bianca Juarez Olthoff. I'm the host of We Are Going There and I have two favorite Christmas songs, because no one can tell me to pick one at Christmas. One is in English and one is in Spanish, and favorite Spanish one is "Feliz Navidad" because there's no other party song like that Christmas party song. And my second favorite is, "Oh, Holy Night" I think that there's nothing sweeter than singing that at candlelight at a Christmas Eve service.

**Pst. Todd:** Hey, what's going on everybody. This is Pastor Mike Todd. I am the author of *Crazy Faith*. And my favorite Christmas song is "Chestnuts Roasting on Open Fire". I don't



know why and I don't like chestnuts or open fires but it just makes me feel like Christmas and Merry Christmas to you.

**Kylie:** Hey guys, this is Kylie Dean. My EP is called *Overcome*, and my favorite Christmas song is "Baby, all I want for Christmas is you".

**[00:53:39]** <Music>