Corey Andrew Powell ([00:02](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Hello everyone. I am Corey Andrew, and I'm here with Angel Martinez, an accomplished figure in the skincare industry, renowned for her expertise, entrepreneurial ventures, and impactful initiatives. Now as a nationally recognized skincare expert, Angel has made significant strides in reshaping the beauty industry with her unfiltered perspective. In particular, through her podcast, "It Hurts to be Pretty." Now this platform serves as a candid space discussing various facets of life, business, skincare, and more. And it also counters the prevalent trends of filters, which I'm guilty of using <laugh> and of course superficiality and beauty in general. So, Angel, welcome to Motivational Mondays.

Angel Martinez ([00:42](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Thanks for having me. I'm excited to be on here. Talk about some business and some skin.

Corey Andrew Powell ([00:47](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah. All the things that, you know, hey, it makes the world go round. Beauty and business, that's kinda what we do. And, and life basically, we all respond to pretty things. So, but I love that you're sort of like peeling back the layers of the pretty thing.

Angel Martinez ([01:00](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm. <affirmative>

Corey Andrew Powell ([01:00](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

First and foremost though, I guess really getting into like your brand. I am curious to know what sort of motivated you to create the podcast, "It Hurts to be Pretty," and sort of taking that, that sort of unfiltered look at beauty and the beauty lifestyle industry.

Angel Martinez ([01:15](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah. You know, I started my business about eight years ago. Um, but I've been in the skincare industry for 17 years now, and I think a few people were kind of nudging me like, you should start a podcast because I'm very unfiltered on my Instagram and my TikTok. So I'm like, you know, no, no. I kept pushing it off, but I'm like, you know what? I have a lot to say about some of these filters and some of these movie stars that are leading these young girls. And not only that, I think also my life in general, just as a single mom. So the way that I came up with it hurts to be pretty, is that I've been through a lot to get to where I'm at. And it was painful and it was hard. So that's where the hurt comes from. And then when, you know, when you're at work, you gotta be, you gotta be on, you gotta be presentable and you gotta present your best self. But also what I do in this room hurts microneedle, lasers, <laugh>. So I, I just thought

Corey Andrew Powell ([02:16](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Like physically like it, like it really hurts, like physically, right?

Angel Martinez ([02:20](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah. Yeah. It hurts. We need numbing cream. So I just thought all around it hurts to be pretty and I'm able to talk about my life, my journey, and also all things skincare.

Corey Andrew Powell ([02:30](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Hmm. Well, you know, it's interesting too because I'm, I love that you, that you brought up the Hollywood aspect because it's really rare, but it does happen where I love that certain celebrities, female celebrities will really lash out at a magazine for over Photoshopping them.

Angel Martinez ([02:45](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yes.

Corey Andrew Powell ([02:45](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

You know, because they know that young women especially are looking to them to sort of emulate what they are. And if you're creating this sort of like, impossible standard, it's really creating such a, a, like a disparity to young women. So if that's sort of your perspective on that as well.

Angel Martinez ([03:01](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Well, you know, I have a daughter who's 22.

Corey Andrew Powell ([03:04](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Hmm.

Angel Martinez ([03:04](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

And, uh, I feel like-

Corey Andrew Powell ([03:05](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

What?

Angel Martinez ([03:06](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Oh, I have three kids.

Corey Andrew Powell ([03:07](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

You look 22. What'd you have her when, like, you had her when you were a fetus? Like apparently <laugh>?

Angel Martinez ([03:12](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

No, she's actually my baby. I have two boys and a little girl.

Corey Andrew Powell ([03:14](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Wow.

Angel Martinez ([03:14](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

And I think with my daughter, you know, for, for me, for her to see these as examples.

Corey Andrew Powell ([03:21](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm. <affirmative>.

Angel Martinez ([03:22](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

I'm like, you know, and I'm telling her she's beautiful the way she is. She doesn't need surgery, she doesn't need this and that, but yet this is what she sees on a daily basis.

Corey Andrew Powell ([03:30](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Hmm.

Angel Martinez ([03:30](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Now listen, I it's a fine line because this industry is that Right? Like Botox, it is the fillers, the plum.

Corey Andrew Powell ([03:37](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Right.

Angel Martinez ([03:38](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

But I also think that there is also body dysmorphia, unrealistic expectations such as the filters 'cause we're all guilty. In fact, in 2023, I actually made a vow to never use a filter on any of my photos.

Corey Andrew Powell ([03:51](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Hmm.

Angel Martinez ([03:52](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Or my videos of when I go live or anything like that. So I, it was hard at first 'cause you're used to seeing this matted, like, you know what I mean? No gloss.

Corey Andrew Powell ([04:02](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Everything is smooth. Yeah. Yeah.

Angel Martinez ([04:03](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

And it, it becomes a little bit of an addiction. So I definitely don't like when movie stars definitely try to say they've never had anything 'cause I can list all the things that they've had, but then I also appreciate the, the Alicia Keys and the Pam Anderson who are like, listen, no makeup, this is my glowing skin. And take it for what it is.

Corey Andrew Powell ([04:24](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah isn't that amazing? That whole Pam Anderson phenomenon that happened when she went to that show in Paris, makeup free. And I have to tell you, quite honestly, I thought she's never looked more beautiful in her life. Like that plain face where you can just really see just the character. It wasn't covered with the all the paint. Right. And look, I was a model booker in New York City for years, so I also get that side of it too. The beauty aspect, the commerce aspect. But you're right, I think when it's, when it's used to sort of like dictate a standard to the world where most women have the antithesis of that body type, that skin type it, it does become, um, potentially dangerous. So I love that, you know, you are speaking out about that. Now, when it comes to also your own personal journey though, was it something that you said people were always telling you, oh, you should start a podcast because of your outspokenness. But with beauty specifically, is that, was that the passion that you were speaking about? Or you just mean in general and you had a side passion for beauty that you now turned into your platform?

Angel Martinez ([05:26](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah. You know, starting my business eight years ago, I had, my vision was bigger than skincare.

Corey Andrew Powell ([05:32](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Hmm.

Angel Martinez ([05:32](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

It was for single moms. So I have a Single Mom Strong Foundation, I have a women's event that I host every year. So I wanted beauty to be much more than the outer. And I can connect with my clients. For the last 17 years I've been in Denver, Colorado. So I wanted to it to be more than, than just the outer more of a relationship because I have women in here who are crying for getting divorced who are cheating or getting cheated on. Right. Like, there's so many different walks of life that come through here. And for me, I just wanted to be able to connect. So with my podcast, not only am I able to tell my story because I came from nothing. I started my business with no sugar daddies, <laugh>, or no, uh, you know, no loans.

Angel Martinez ([06:18](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

I'm happy to say that I have debt free. Like I don't have, I don't owe anybody anything.

Corey Andrew Powell ([06:24](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Hmm.

Angel Martinez ([06:24](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

And, you know, building your empire takes a lot of work. And so I just kind of, I I think especially now with the beauty industry being saturated, you can find a med spa in every corner. It's like a church now.

Corey Andrew Powell ([06:36](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah.

Angel Martinez ([06:36](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Like, they're in every, every corner. And I wanted to make sure that I hold to my values in this industry because it is looked upon as vain and vanity and all that stuff. I wanted it to be more of a community. And so I do things like the single mom and the women's events where I bring women together. And, um, I think I just did that being a single mom and wanting community more than just, here, can you buy a facial?

Corey Andrew Powell ([07:03](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm.

Angel Martinez ([07:04](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Right? Like, it's so much more than that for me.

Corey Andrew Powell ([07:07](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Right. Yeah. Peeling back some of, again, the layers of the why, you know, some of the women, they're not just looking to look pretty. They're, they're maybe dealing with self-esteem issues or sort of sort of things. They haven't really resolved past unresolved traumas. And through these, I think through sort of beautifying the exterior sometimes, you know, it kind of helps with the confidence. So I agree. I don't wanna like, I don't want us to Oh, of course you would. This is your industry. I don't want to seem like I'm vilifying of course, the beauty industry.

Angel Martinez ([07:34](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah.

Corey Andrew Powell ([07:34](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Because again, um, we all wanna look our best, but there's different reasons that inspire why people are seeking these treatments. And they're not all just superficial is what I'm getting from you.

Angel Martinez ([07:46](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

I mean, I have, I have clients in here who are, you know, 50 years old and never done anything and they're like, I'm ready to feel good. Mm. And feeling good doesn't necessarily mean a whole new face. Right. Feeling good to them could be dewy skin and just healthy skin. It's not just like, oh, Botox and big plump lips anymore. Mm-Hmm. <affirmative>. Mm-Hmm. <affirmative>. And I think Pam Anderson and Alicia Keys are kind of set that tone a little bit of like, it's okay to age and do it gracefully and not be, you know, 'cause the big cheeks and the, the pulled skin is not really in, in my opinion anymore. So.

Corey Andrew Powell ([08:22](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah. Yeah. You know, just a quick side note is very funny. I'm working on a book right now and it's about my time working in a very exclusive department store in New York City. And it's sort of like a Devil Wears Prada ish thing. And I was, there's a whole chapter on that particular aesthetic you just mentioned. Because what I noticed during this particular time period when I was working in this department store, that look that you just described was almost, it was the sought after look because it represented that you had money to go and have. And they all had like the same doctor and they all had that same, like I called it, I called it, uh, the tampered with like, they all looked tampered with by the same guy, but it was a status thing. Yeah. So there's an example of like, you know, a reason that has nothing to do with you. Really the beautification part. It was like, you know, they had to have this face because everyone else had, all the upper West Side wives had it. So they had just, you know, strange different reasons why people get stuff done. But yeah,

Angel Martinez ([09:16](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

I mean it was, it was trending at that time.

Corey Andrew Powell ([09:18](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm. <affirmative>.

Angel Martinez ([09:19](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

I know that era that you're talking about.

Corey Andrew Powell ([09:21](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah.

Angel Martinez ([09:21](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Like it was the big cheeks and they almost-

Corey Andrew Powell ([09:24](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Bee-stung lips.

Angel Martinez ([09:25](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah. And it was making them feel as if they were gaining their youth. And in fact it was morphing their whole face.

Corey Andrew Powell ([09:32](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm. <affirmative>.

Angel Martinez ([09:33](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

To point where you're like, you don't even look like the same person anymore. Yeah. Yeah. And now these younger generations are like, I don't wanna look like that.

Corey Andrew Powell ([09:41](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm. <affirmative>.

Angel Martinez ([09:42](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

I wanna do what I can now so I don't look like my auntie at the barbecue.

Corey Andrew Powell ([09:47](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah.

Angel Martinez ([09:47](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Who has a pulled face, you know, <laugh>.

Corey Andrew Powell ([09:50](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah. Yeah. I know. And it's so funny too, how we all perceive aging. And I realize this is an interesting thing too, based on just things that you can do to your exterior that can make a difference. A friend of mine recently said to me, do you know that you are older than Rue McClanahan when she started on the Golden Girls right now? And I was like, I'm sorry, what? <laugh> And I almost like had a heart attack right there on the spot because, you know, but it's funny because it's just a different time. Like, and I remember watching that show going, my God, they're all old, these women. Right. And I was like, you know, I was a kid. I was like 15. But it really is looking at the show now through a different lens that you just mentioned. They were some of the youngest women on tv, quite honestly.

Corey Andrew Powell ([10:28](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah. They were fabulous. They wore it, they wore their own faces and they were fabulous. And they showed up after themselves. I mean, it, it's a really interesting show to look back on now in relation to the standard of beauty with women and Hollywood today. And how I'm not be sure a show like that today would even really, you know, make it the way it did back then, but that's a whole other conversation.

Angel Martinez ([10:49](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah.

Corey Andrew Powell ([10:49](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

So I wanna ask you about <laugh>. Yeah. We can go on for a whole thing about that. But, um, the single mom strong, right? Single, yeah. The Single Mom Strong Foundation. That's a great segue into that because you were speaking about the single moms. So tell me about the Single Mom Strong Foundation.

Angel Martinez ([11:03](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah. So I started that the same year I started my business. Even though it was small, I always felt like you always have to keep giving. Um, even no matter how big or small. And so when I started single mom, I just handpicked some single moms in my community that were working moms because I know what it's like to try to survive, stay afloat, not have help from their dad, and also work every single day. And I felt alone in a, in a very, in a community where there is a lot of families here, I wanted to just get a group of women and say like, you're not alone. And shower them and take them to dinner. Like when was the last time a single mom dressed up and got to feel very pretty 'cause she's always worried about her kids.

Corey Andrew Powell ([11:46](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm.

Angel Martinez ([11:46](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

She's always worried about what they're gonna, you know, practices and all that stuff that I wanted them to take a moment and say, tonight I'm gonna dress up, I'm gonna look beautiful. And I wanted to spoil them because, you know, as women, we want that from a man and we desire that from a partner. Like, you know, take me to dinner, spoil me, and I wanted to bring something new and say like, I'm here to spoil you. I'm here to give you, and it's not a whole lot, you know, I'm not Oprah giving away cars or anything

Corey Andrew Powell ([12:14](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

<laugh>. Right.

Angel Martinez ([12:14](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

But I do think for me to see them smiling and laughing and connecting with other single moms, it just brought me so much joy. So every year I've always done it. In fact, I'm going back to my hometown in Albuquerque and doing single moms strong this year instead of Colorado.

Corey Andrew Powell ([12:32](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Hmm. That is wonderful. I love that. And it also, that ties into something that talk that we talk about a lot here on Motivational Mondays. Uh, the self-care component that is often overlooked in our wellness. And especially with women. And as we talked about before we began recording, to me single moms are like the unsung heroes of the world because so many of them have really had to hold it down and have produced some of the most terrific human beings on the planet. But it was not easy to do as a single mom or as a single parent in general. And so, um, I definitely love what you're doing there, but the self-care component, so many of these women don't have time, like you said, right. To even do this. And when you don't make time for self-care because you're making time for everyone else, you're not actually really doing yourself any favor in that way, you're actually harming yourself, which you haven't taken a moment to check on your own wellness to make sure you're okay. Right.

Angel Martinez ([13:29](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah. And I, and I speak from experience, you know, my kids are all grown and out of the house. And I remember in 2020 when everything shut down, but my, my daughter had left and I was like, I don't know who I am, I don't know my favorite meal. I don't know my favorite color. And I, I had to discover myself again. And so I know what it's like to put everyone else, you know, first including my business. And then I'm like, I don't know. I don't know what I like. So you know what I did? I took myself to Greece alone, two weeks.

Corey Andrew Powell ([14:03](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Wow.

Angel Martinez ([14:04](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Everyone, everyone thought I was crazy <laugh>. And I'm like, I wanna know what I like, I want, it was like my eat, pray love.

Corey Andrew Powell ([14:10](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

I was just gonna <laugh>. I was gonna say, you had your own eat, pray,

Angel Martinez ([14:12](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Love. Oh yes, I did. And you know, the thing is, is not everybody has money to do that.

Corey Andrew Powell ([14:16](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm. <affirmative>.

Angel Martinez ([14:17](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

And I'm, you know, I'm fortunate enough that I was able to, but I encourage people on my podcast to take yourself to the park. Sit, sit alone, be alone, learn yourself, and as a single mom, just learn to love on yourself because we don't love on ourself enough.

Corey Andrew Powell ([14:33](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Hmm.

Angel Martinez ([14:33](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Forget about the beauty aspect. It's like, who am I, what do I have to give and offer? And so I think for me, 'cause I've learned to do that, that I'm trying to teach these young women or young adults, like, this is how you put yourself first.

Corey Andrew Powell ([14:47](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm. Absolutely.

Angel Martinez ([14:48](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

That, that we're able to give, you know?

Corey Andrew Powell ([14:50](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah. That's so amazing. Yeah. And I, and it sounds some people may misinterpret that idea of putting yourself first, but it's not said at all in a way that's arrogant or self-absorbed. It is. The, the, the main idea behind that is if you are not well yourself, you cannot take care of others, uh, properly. And, and you're doing both people disservice. So. Yeah. And I think women are so programmed by society as well, to be the caregiver, to be the one that holds everybody together. And then that's why I think it's so ironic. Then the workforce wants to pay them less, or.

Angel Martinez ([15:24](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Oh, <laugh>. Yeah.

Corey Andrew Powell ([15:24](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

You know, it's like, you know, I, I interviewed an amazing author named Suzanne Corso, who's got these two great bestselling books out. And, um, she said, you know, you'd think they treat us a little better after all we do give birth to the entire population. But I don't know, you know, <laugh>, treat me a little <laugh>, treat me a little better. We do kind of make life continue, you know, but yeah, it's really something that I love that you're doing that. And then you have this, the, the Skincare Academy by Angel Aesthetics. And tell me about that project.

Angel Martinez ([15:51](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah, so again, because of, I've been in the industry for so long and it's continuously always changing, I wanted to be able to teach some of the younger estheticians or skincare people that like, listen, I didn't get here overnight, you know?

Corey Andrew Powell ([16:07](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm.

Angel Martinez ([16:08](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Treating all skin types is not easy. Whether it be black, Indian, um, Hispanic, not everyone can do that.

Corey Andrew Powell ([16:15](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm. <affirmative>.

Angel Martinez ([16:15](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

So I created this academy to be able to nurture and two day like retreat. And I just pour out like what I've learned so that way they can be better and greater and all those things.

Corey Andrew Powell ([16:29](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

You know, it's funny you bring that up too, when it comes to the medical aesthetics in general and women of color, different darker skin types. I'm glad you brought that up because although this is a bit more of a sort of a niche question just in my life, having my friends who are women of color on the fence of wanting to try something, but they're afraid because they kind of, what you see mostly in the marketing for these procedures are white women. And so it's really hard to kind of, for women of color, darker skin to be like, okay, well where's the place for me? So, so you're saying that, uh, they should be conscious of that. Right? They should go to a place that specializes in all skin types, because that is a, an experience that have to be a skill that has to be mastered. Right?

Angel Martinez ([17:12](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah. You can't just think, you know, how to treat all, every skin is different. And I think social media has taught us, you know, we people, we see people come out that have been burned by lasers.

Corey Andrew Powell ([17:23](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm. Yeah.

Angel Martinez ([17:24](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Uh, burned by a chemical peel. And as a Latino woman myself, I wouldn't just trust anybody. So I think my, my biggest thing for you guys to always look out for, whether it doesn't matter what color skin you are, is look at their work.

Corey Andrew Powell ([17:39](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm.

Angel Martinez ([17:40](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

See their, make sure it's not a stock photo. Make sure it, they've learned to work on all, uh, skin types. That's my biggest thing because I think with most people, they wanna trust because it's a new laser or they saw it on TikTok.

Corey Andrew Powell ([17:52](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm. <affirmative>.

Angel Martinez ([17:52](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Or they, and I'm like, no, no, no, no. Let's go back. Let's look at their website and even have a consult and see, can I see some of your work? 'cause I love when people say that. I'm like, absolutely.

Corey Andrew Powell ([18:03](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm, <affirmative>.

Angel Martinez ([18:03](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

let's look Together.

Angel Martinez ([18:04](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

You know?

Corey Andrew Powell ([18:05](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah. Yeah.

Angel Martinez ([18:05](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Because I'm very confident in their work. No problem. What, what do you wanna look at? You know? So you wanna look for that confidence so that way you feel more at peace 'cause it's your face.

Corey Andrew Powell ([18:16](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

You right. Yeah. I mean, you really can't, I mean, you gotta really make sure you don't like, make a mistake with that by trying to find like a discount. You know what I mean? Like, like if I get a coupon in the mail for Groupon, I'm probably not gonna go let you inject that in my face. Like, I don't want a coupon <laugh>, I don't want to, you know, and all my friends who like to go, oh, I'm gonna go to the Dominican Republic 'cause it's cheap there. I'm like, well, cheap really shouldn't be a, you know, a criteria for you getting like invasive surgery, cosmetic surgery. Like if it costs more because it's a better, you know, I just think that people definitely have to be really careful with all those sort of traps of like the tiktoks, like you said.

Angel Martinez ([18:50](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah.

Corey Andrew Powell ([18:50](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

And, you know, the, the discount procedures and stuff. I don't want like a buy one get one free, you know, on my face.

Angel Martinez ([18:57](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

I would be, if anything I would be more apprehensive.

Corey Andrew Powell ([19:01](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah. Yeah.

Angel Martinez ([19:01](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

You know, there's a reason why I've never, in my history of angel aesthetics have ever done a Groupon. And I'm not knocking that. It's just when you're confident of your work, you don't really need to seek out for people to come in. And I, I don't, I'm iffy about that.

Corey Andrew Powell ([19:16](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm. <affirmative>. Yeah. And I gotta be careful too 'cause I don't wanna like bash group on, there's some really great deals there. But, but, but you're right. For me personally, um, I would be, I'm, this is my own personal opinion full, you know, disclosure. But yeah, I would be a little bit apprehensive about someone offering me like a discount on my face or, you know, on, on, on cosmetic procedures. Because it seems like that's something that if there's a skilled practitioner in that, in that space, they know their worth as a practitioner and their, their cost is their cost. And so if you can't afford it, then that's just, you know, save the money and come back later. But no, I'm not gonna like discount it so that it can become like a happy meal discount kind of product for the masses. So that's just me. But, you know, I don't know.

Angel Martinez ([19:55](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

I agree.

Corey Andrew Powell ([19:56](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah. Yeah. So I would love to know what you think about, you know, the, the forecasting of, of beauty trends going forward. You know, as far as the industry right now, we're sort of, we talked about we had to come from this place of like where the really extreme superficial, like no, no offense to them pulled housewife thing, uh, you know, uh, the Bravo TV special. And so we have that look and then, you know, and now we sort of like, are sort of there too. But then everything is more about filter. So people really don't necessarily have to do stuff. They can just look like they have done it in photos. So I'm wondering like, what have you thought about, like, what do you see as the next big trend happening? Or what do you see coming perhaps?

Angel Martinez ([20:37](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Well, I call that catfishing because <laugh>

Corey Andrew Powell ([20:40](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah, it is. Then you show up looking totally different. Yeah.

Angel Martinez ([20:43](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

I mean, I've seen clients where I'm like, you look nothing like your Instagram. In my mind I'm like, whoa, <laugh>.

Corey Andrew Powell ([20:49](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm. Yeah. Lay off the filters, honey. Yeah. Yeah. <laugh>.

Angel Martinez ([20:52](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah. It, it's the filters, it's the snatched body. I'm like, your body doesn't look like that in person. But, um.

Corey Andrew Powell ([20:57](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah. Yeah.

Angel Martinez ([20:57](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

No, I do think that a lot of people, and we, I talked about this on my podcast yesterday, that, uh, the younger generation is more accepting of their skin conditions, whether it be acne, me, asthma, rosacea, and they're learning to deal with it, but also treat it in not in such an invasive way.

Corey Andrew Powell ([21:19](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Hmm.

Angel Martinez ([21:19](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

So I think that, you know, a more natural look like, I think a more natural lip is back in. And, you know, Kylie Jenner set the tone a few years ago where it was the big, big lips for these young girls. And uh, the trend now is a lot of people taking out that filler.

Corey Andrew Powell ([21:34](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Hmm.

Angel Martinez ([21:35](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

And actually going, and I'm included in 2023, I took out all my lip filler.

Corey Andrew Powell ([21:39](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Hmm.

Angel Martinez ([21:39](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Early January. And I put very, very little back in because mine were starting to morph up here. And that's what can happen to filler. And so I think moving forward, because we're in a generation where there's so much information and so many treatments, they're all kind of like, okay, wait, I know that this is trending, but what's gonna be best for my skin?

Corey Andrew Powell ([22:03](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm. <affirmative>.

Angel Martinez ([22:03](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

The other trend is a lot of people are more in their health journey. And so knowing that what you eat and what you put in your body actually surfaces to your skin.

Corey Andrew Powell ([22:12](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm. <affirmative>.

Angel Martinez ([22:13](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

And I also think that that is gonna be another big trend, that people are gonna be more healthy, more aware of what they put in their body, if not already, honestly 'cause I feel like that's more of a trend now.

Corey Andrew Powell ([22:25](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah. Yeah. I think you're right. Generationally, you know, we talk a lot here about Gen Z specifically because that's such a huge demographic and an important demographic for so many reasons, especially when it comes to commerce and different trends and retail and politics. I mean, that's a really specific generation. But yeah, they are very socially conscious generation and they actually demand corporate responsibility from brands.

Angel Martinez ([22:47](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm. <affirmative>.

Corey Andrew Powell ([22:48](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

And, uh, they are a lot more likely to say, you know, they want to sort of show up as their most authentic selves versus trying to be something that is being dictated upon them. So you're right, I think across the board, the current young generations coming up, all brands would be, um, it would behoove them <laugh> to pay attention to that because this is a very different animal. These kids don't wanna look like the aunt at the cookout. <laugh>, as you mentioned. They don't, they really don't. You know? And so you were saying that you're like, you, so some of your, some of your filler had shifted upward, you were saying. So it was kind of coming out of the lip line.

Angel Martinez ([23:22](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah. Because, you know, filler, the old school filler, Juvederm, and I'm not knocking it, we carry it, but you know, it's made to last for a year.

Corey Andrew Powell ([23:30](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm. <affirmative>.

Angel Martinez ([23:31](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Right? Well now they're doing studies and they're doing scans where it shows that it's actually stays in the body and it morphs to either the muscle or the tissue. Yeah. So it doesn't really dissipate all the way as people thought it did.

Corey Andrew Powell ([23:46](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Right.

Angel Martinez ([23:46](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

So in a year they got used to their big lips. Right. So then they're like, oh, I need a little more, I need a little more. So then they would get more and more, and then it starts to migrate up here.

Corey Andrew Powell ([23:57](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Oh my goodness. That's

Angel Martinez ([23:58](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Why you see the lady, oh, the

Corey Andrew Powell ([23:59](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Lip, the Bart Simpson, I call it.

Angel Martinez ([24:02](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yes.

Corey Andrew Powell ([24:03](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

I always wonder what was going on with that.

Angel Martinez ([24:05](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

<laugh>. Yes. That's what's happening. They're adding more and more and they're like, oh no, no, I need a bigger lip. A bigger lip. And so it starts to morph up here.

Corey Andrew Powell ([24:13](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Hmm.

Angel Martinez ([24:14](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Well, um, I think, you know, just with, you know, taking out the filler in general, it takes time. It's a lot of, it's expensive, you know, your face blows up a little bit, so it's a process. You can't just take it out.

Corey Andrew Powell ([24:26](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm. <affirmative>.

Angel Martinez ([24:27](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

And I had to put in hyaluronidase, which helps dissipate the filler three times in my lips. And I didn't have huge lips. If you go scroll through my Instagram, it's not like I had a huge lip, it just was morphing up here and I could see it in my side profile.

Corey Andrew Powell ([24:41](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm. Yeah. Yeah. That's exactly where you like the sideways, where the lip would come out and protrude a little bit. Yeah.

Angel Martinez ([24:46](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

I was like, Mm-Hmm. Not gonna be the anti <laugh>. Nope.

Corey Andrew Powell ([24:50](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah.

Angel Martinez ([24:50](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

I'm 45 this year and I feel like, you know, I wanted to be able, I've never had filler in my cheeks. I have a, you know, big cheeks. But I feel like with the younger generation, they're also more conservative when it comes to filler.

Corey Andrew Powell ([25:04](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm. <affirmative>.

Angel Martinez ([25:05](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

20 year olds, they're like, okay, I just want a little bit, or I want this or that. So I think, you know, with taking out the filler is a trend that started in like 2023. In fact, you know, filler in general went down I think 23%. So, you know, whereas before everyone was getting filler.

Corey Andrew Powell ([25:23](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah. Yeah.

Angel Martinez ([25:24](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

And now More people are worried about the health of their skin.

Corey Andrew Powell ([25:28](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm. <affirmative>.

Angel Martinez ([25:28](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

they want the glowy look, they want, you know, one thing I do worry about is a lot of people are following their favorite influencer.

Corey Andrew Powell ([25:36](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm.

Angel Martinez ([25:36](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

TikTok influencer or someone that they look up to that's, you know, perhaps maybe five, six years older who has a fancy house and you know, has the latest laser. And then they're, oh, I want that too.

Corey Andrew Powell ([25:48](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm. <affirmative>.

Angel Martinez ([25:49](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

But do worry about whether to follow a skin expert versus an influencer.

Corey Andrew Powell ([25:54](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Right. Right.

Angel Martinez ([25:55](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

That's paid to promote that product.

Corey Andrew Powell ([25:57](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah.

Angel Martinez ([25:57](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

So that's one thing that worries me just a bit, but I think.

Corey Andrew Powell ([26:00](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm. <affirmative>.

Angel Martinez ([26:01](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

You know, in time it'll be stepped out.

Corey Andrew Powell ([26:04](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Well. No, I love that. Thank you for mentioning that. Because a again, that's a conversation that comes up sometimes on mo on Motivational Mondays in general, about people identifying their own self value and self worth based on what they see on social media, of course. And then that creates all kinds of problems, whether it be self-esteem issues, low self-esteem, uh, body, uh, dysmorphia, as you mentioned. All those things that can come with comparing yourself to others who have, have potentially just presented a complete facade. It's all, you know, I, the house could be rented. The house, the, the boat could belong to their neighbor, the, all the above. You know. So, um, I love that you definitely mentioned that. 'cause that's really an important one. And when you think about the, um, idea of your own practice, so it's a balance. I'm very curious to know how you balance this.

Corey Andrew Powell ([26:51](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Uh, so we've just discussed, you know, the negative side of maybe over overfilling and people who are addicted, and then of course promoting a more potentially natural look or natural aging process. How do you balance that for you as a practitioner of what you do? Because on one hand you need them to come in and be like, girl, fill her up. Right. Because that's your business, <laugh>.

Angel Martinez ([27:11](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah.

Corey Andrew Powell ([27:12](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

But so, so how do you balance it? Like, well, okay, but have you thought about this? Like, I'm just curious from a commerce standpoint how that line straddle for you.

Angel Martinez ([27:22](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

You know, I take pride. I have 10 employees and I, I take pride that every single one of them, when we have someone sitting here, 'cause everyone is so different, um, listen to what they want. So what do you want? What do you see? What is your goal for your skin? Not what I want for you. What do you see yourself? And then, you know, sometimes it's unrealistic. Well, I wanna look like I'm 20 again.

Corey Andrew Powell ([27:42](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm.

Angel Martinez ([27:43](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

And then it's my job to say, well, that's not gonna happen. Right.

Corey Andrew Powell ([27:46](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

<laugh> Yeah. Let's start there.

Angel Martinez ([27:47](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

So I'm gonna be the one to tell you that that's not gonna happen. But I can definitely knock off some years and make your skin look healthier. That's gonna make you feel more confident. And I think one, being honest, I don't try to sell the latest laser. I have lots of lasers here. I have lots of machines. I don't, and all my girls are the same way. This is, you put money aside, money comes when you have your passion and you love what you do because when they leave this room, you, their skin represents us.

Corey Andrew Powell ([28:17](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm. Yeah.

Angel Martinez ([28:17](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

So if I'm not happy with it, that says a lot about you. 'cause I've walked into places where they're like, you need this and you need five sessions of this. And I'm like, well, you know nothing about me.

Corey Andrew Powell ([28:27](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm.

Angel Martinez ([28:28](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Like, so I make sure that e we take time, sit down, learn your lifestyle, what do you do? What's your budget? Because that's important. I have people who money's not an option. And then I have people who work down as a janitor at the hospital who she saves her money to come see me.

Corey Andrew Powell ([28:45](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm.Yeah. Yeah.

Angel Martinez ([28:46](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

So, and you respect all walks of life. And you say, okay, I want you to feel beautiful in whatever you do throughout the day. And it's my job to sit and listen rather than push on what I feel like you need. Because some people do need filler, right?

Corey Andrew Powell ([29:01](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm. <affirmative>.

Angel Martinez ([29:01](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Like, I'm like, some people need some, a little bit of filler here and there, but I have to listen. And then once I look for keywords of what they're wanting, that's when I suggest A, B and C.

Corey Andrew Powell ([29:11](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm. <affirmative>.

Angel Martinez ([29:11](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

And then look at their, their cost of like, what are you willing to spend and invest? 'cause you want it to feel worth the money they have spent.

Corey Andrew Powell ([29:20](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Right.

Angel Martinez ([29:21](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

There's nothing worse than having buyer's remorse. Right?

Corey Andrew Powell ([29:23](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm.

Angel Martinez ([29:24](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Or like, you walk away like, ugh, I feel like that did nothing.

Corey Andrew Powell ([29:27](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm. <affirmative>.

Angel Martinez ([29:27](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

So I have my trademark treatment patent pending called Mile High Makeover, which people have flown in from all over the world to have done.

Corey Andrew Powell ([29:36](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Hmm.

Angel Martinez ([29:36](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Um, the furthest Egypt so far.

Corey Andrew Powell ([29:38](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Wow. Okay.

Angel Martinez ([29:39](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Um, but you know, it's, it's a process that I I put together that knocks off at least five to 10 years, depending on the person. And it's a thousand bucks. And so before they even fly in, I make sure that they know the expectations. I make sure everything. So I think a lot of people are not communicating and not listening. And so they're just kind of thinking of, what do I need to sell? What's the latest trend? And I tell my girls, we don't, we don't follow trends. We don't. Sure here and there of course. But like, we're not about trends. Skincare is, at the end of the day, very basic. You've gotta take care of your skin. It doesn't need $2,000 lasers all the time.

Corey Andrew Powell ([30:23](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm.

Angel Martinez ([30:24](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

You Know?

Corey Andrew Powell ([30:24](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah. Yeah. I love this too because again, we are a leadership podcast. And what I love about what you're saying is a, a great example to our community of listeners who are young people, potential young entrepreneurs, and some people who are non-traditional college students who are also older, maybe 45 to 50 to 60 who are maybe looking to start a business. And what I'm getting from you is to have integrity in your work and stand for something. Do not follow trends just for the sake of commerce and selling people something. And that's a really great lesson. That means just navigate through life with integrity. And it's so much better than the alternative, which is just sort of following everything and not really caring about the people who you are servicing. So that's a really big call out. You know, it's a, it's a, it's a, it's bigger than just you selling the product. It's like actually being a part of people's lives and partnering with them.

Angel Martinez ([31:16](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah.

Corey Andrew Powell ([31:16](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

As they make these decisions.

Angel Martinez ([31:17](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

I can always tell when someone's money hungry after money, money's their goal or passion.

Corey Andrew Powell ([31:24](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Hmm.

Angel Martinez ([31:24](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Because I always tell my girls, your it'll come, don't worry. Money's gonna come.

Corey Andrew Powell ([31:29](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah. Yeah.

Angel Martinez ([31:30](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

You just have to follow your passion. And a lot of people are so money hungry, they want it, they wanna skip the process and they wanna make all that money without going through what they need to go through.

Corey Andrew Powell ([31:41](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm. <affirmative>.

Angel Martinez ([31:41](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

But I think what you said also, I mean, if I'm not any good leader has to lead by example.

Corey Andrew Powell ([31:47](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm.

Angel Martinez ([31:47](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

I can't just bark to them. And then I'm over here like, you know, living lavishly. And, and it's not to say that I, I haven't made a lot of money. I've made a lot of money, but I also think that I give to them, I give to my girls. I treat my employees really well. And any good employer is gonna treat them because you wanna keep them, you gotta treat them.

Corey Andrew Powell ([32:09](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm. Yep. Absolutely. Another leadership lesson. You know, the greatest leaders, the most successful business owners, CEOs, they recognize that their investment is often in the people who they hire. And they know they don't have to be the smartest person in the room. Their job is to make sure that whatever they don't know, they have a team of competent people around them to help them bring that vision forward. So just, you're just chockfull of leadership lessons. <laugh>, Angel Martinez, I have two other, uh, questions for you before we go. It's been great conversation. Um, one I'm curious about, do you see a, a rise in men getting any of these procedures? I'm gonna bookmark your phone number just in case I have that. Um, what do you think about that? Do you see, are there more men or do you see not as many or what's your thought on men getting these procedures?

Angel Martinez ([32:55](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

A thousand percent.

Corey Andrew Powell ([32:56](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm. <affirmative>.

Angel Martinez ([32:56](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

It's, it's, it's up. If I had to give it a percentage, and I don't know, I I would say it's at least up 40% in the last year.

Corey Andrew Powell ([33:04](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Hmm.

Angel Martinez ([33:04](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

To three years. One, their wives are bringing in their husbands. Oh,

Corey Andrew Powell ([33:08](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Okay.

Angel Martinez ([33:09](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

I do a lot of professional athletes that are not afraid to say that they come in and do skincare. I think also the stigma, they're, they're realizing it's my skin. It's not like something, and, and my office is pink full of flowers. But <laugh>, I think when they come in here, they're like, men are so simple. Gimme my Botox, gimme my cream.

Corey Andrew Powell ([33:30](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Right in and out.

Angel Martinez ([33:31](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

And I'll see you in six weeks. You know, they don't,

Corey Andrew Powell ([33:33](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Right. Right

Angel Martinez ([33:34](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

They're not here for the experience. They're like, I'm here. My wife made my appointment, I gotta go. Or the golfer who's like, the wrinkles are forming and he's like, you know what? I don't wanna look like my dad. So I'm in here.

Corey Andrew Powell ([33:45](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm. <affirmative>.

Angel Martinez ([33:45](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

So I'll say, I mean, men don't post about it as much as women do, which I feel like is totally fine.

Corey Andrew Powell ([33:52](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Mm-Hmm. <affirmative>.

Angel Martinez ([33:52](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Because men in general are more private.

Corey Andrew Powell ([33:54](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah. Yeah.

Angel Martinez ([33:55](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

I also have seen a rise. I mean, I men come in here all the time, so definitely spiked a lot.

Corey Andrew Powell ([34:02](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah. That's funny. I mean, it's, I mean, I'm relatively young and I had never thought of it, but then all of a sudden through my podcast work, I began doing, um, television appearances. Now I'm getting booked on cable shows and I just did, you know, a, a segment on Taylor Swift a couple days ago on News Nation.

Angel Martinez ([34:16](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Awesome.

Corey Andrew Powell ([34:17](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

And, um, thank you. And, um, but you know, today they film everything is in HD now. Maybe 20 years ago it wouldn't have been a big deal, but now, like HD shows everything, so Yeah. I mean, <laugh>, yeah. So I won. I'm like, I've had, I was like, I never thought about that before, but now I'm like, okay, note to self, just investigate possible procedures and for my future. Um, but that's why I was just wondering if you saw that as a trend. So thank you for answering. I don't feel so bad if <laugh> if other guys are also.

Angel Martinez ([34:43](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

No, it's very much, I, I get a lot of dms. I mean, from DJs to you would be surprised. Like it's very, it's more common. It's just more men I would say. Just don't post about it.

Corey Andrew Powell ([34:55](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Right. Okay.

Angel Martinez ([34:55](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

And I don't push it. Right.

Corey Andrew Powell ([34:57](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah. Yeah.

Angel Martinez ([34:57](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Like even my athletes that I've done, I'm like, you don't have to post about it. Like, it's, I know you look good and I know that's my work, so Yeah.

Corey Andrew Powell ([35:04](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Yeah, yeah.

Angel Martinez ([35:05](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

But they see, they, they'll tell their guy friends like, you gotta go, you gotta go see Angel. Or you know, like they, they're not posting it, but they're talking about it. And to me, that's one of the best compliments.

Corey Andrew Powell ([35:15](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Absolutely. Great advice, wonderful words of wisdom from Angel Martinez, nationally recognized skincare expert and host of the, "It Hurts to be Pretty" podcast. So much for being here today. I really enjoyed this conversation.

Angel Martinez ([35:26](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Oh, thank you so much. And I look forward to meeting you one day. You gotta fly out and I'll do your skin.

Corey Andrew Powell ([35:31](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Okay. Look, I told you I bookmarked the info to be continued <laugh>. Definitely, definitely. Wow. Thank you so much. Appreciate it.

Angel Martinez ([35:39](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Thank you.

Corey Andrew Powell ([35:40](https://www.temi.com/editor/t/iVK7Y0fI6sW4ZRwT8trXtasiDqaFdvlsSsS2b_pAA4VOqecz9cb3yh3JB9vbn1HtuH2POkBwOzNqjUyXXIDVoWAR6aI?loadFrom=DocumentDeeplink)):

Thank you for listening to Motivational Mondays, presented by the National Society of Leadership and Success and available wherever you listen to your favorite podcast. I'm Corey Andrew Powell, and I'll see you again here next week.