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BEYOND THE SADDLE PODCAST
EPISODE 33

Beyond the Saddle Podcast

Ep. 33: Leather Worker and Western Artist, Kailey Klein

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[Podcast intro music plays]

[Podcast Intro] Hey Folks! This podcast goes beyond the saddle as we explore professional careers across the equine industry. I'm your host, Katie Clinebell. Let's tack up and head out!

[Host, Katie Clinebell, reads guest introduction and biography] This episode of beyond the saddle is brought to you by The Ride Podcast. And today we feature Kailey Klein of Magpie West Leather CO. Kailey is a Western artist, self-taught leather worker, cowboy gal, mother, and ranch wife. She is the artist and owner behind Magpie West Leather Co, where she creates vibrant, one of a kind tooled leather pieces. Kailey lives on a large cow-calf operation on the Rocky Mountain front of Montana with her husband and young daughter.

Thanks so much for coming on the podcast today, we crossed paths at Art of the Cowgirl a year ago. So I'm super excited to bring you on the show today and find more about your craft. So thanks for joining us.

Kailey Klein: [00:00:57] Thank you so much for having me, Katie. I'm super honored that you thought of Magpie West, and I'm really happy to be chatting with you today.

Katie Clinebell: [00:01:05] Wonderful. Before we started recording, I asked you to prepare two truths and one lie. So go ahead and read those in any order. And I'm going to try to guess which one of those is your lie.

Kailey Klein: [00:01:15] Okay. All right. Here we go. When I was younger, I was dead set on being a tattoo artist when I grew up, number one. Number two, I was raised on a small purebred Herford operation in Southern Oregon. Number three, I played collegiate polo competitively for Oregon state university for all four years. Then I moved there.

Katie Clinebell: [00:01:37] Oh my gosh. Those are all good ones. This going to be tough. I'm going to say just because it seems like the most mundane, I'm going to say that your lie is you weren't raised on a Herford ranch.

Kailey Klein: [00:01:49] Oh, good one. You've got it. Yes. Yeah, you did. Yep.

Katie Clinebell: [00:01:55] The other two were too elaborate. I was like, she can't make this up. Those have to be true, which is awesome.

Kailey Klein: [00:02:00] Yeah. I think that's why I went wrong there, but yeah, that's the lie. I was not raised on a ranch or in, agriculture really at all.

Katie Clinebell: [00:02:09] You just fell in love with it as you fell into other things in your life.

Kailey Klein: [00:02:13] Yeah, I did. Yep. I fit into the scene there and I really discovered it in college. I really didn't come from a cowboy family or a ranching family. I always did 4H growing up. So I guess I wasn't involved in ag a little bit but not large scale agriculture, like I am now and yeah. And just something I fell in love with, and I couldn't imagine life without it today.

Katie Clinebell: [00:02:36] For sure. Okay. Talk to me about wanting to be a tattoo artist, because that is pretty cool.

Kailey Klein: [00:02:41] Yeah. I still want to be a tattoo artist when I grow up. Honestly I just think it's such a cool craft and I love the history behind it and the artistry that goes into it. And it's just always really fascinated me. I love tattoos. I think they're such a cool way to express yourself and show the roadmap of your life. Yeah, I would love to. Learn how to tattoo, legitimately one day, I think it'd be just so fun.

Katie Clinebell: [00:03:05] That's pretty cool. I'm guessing that you have a few spots yourself, some ink.

Kailey Klein: [00:03:10] Yes, I do. I have some ink and definitely some plans on getting some more much to my parents' dismay.

Katie Clinebell: [00:03:17] And then you played polo. That's super cool. My coworker, Annie, from the Ask Annie Podcast also played polo. So I just think all people who play polo automatically are as cool as Annie.

Kailey Klein: [00:03:26] Oh yeah. Yeah.

I did play polo for Oregon State University. For pretty much all four years that I went to school there and it was one of the coolest, most fun things I've ever done horseback, like it is up there and it was such a good time. I made some really good friends and learned a lot. Polo has a way of really toughening you up.

And so it was just such a cool life experience. We traveled around all over the West Coast to different colleges and would go and stay with them and then play. And it was just, it was a lot of fun. I really miss polo.

Katie Clinebell: [00:03:57] Such a cool team vibe. And just honestly, if you weren't a good rider before, like it's going to make you a heck of a good rider, like by force.

Kailey Klein: [00:04:05] Yeah. I say, I like to joke and say, that polo is like really great at teaching you like survival riding. There's just, there's some horses that can be tricky to get along with, and it's just such a high energy thing and you just really have to think on your feet and be a very adaptable rider. And so I'm so grateful for that foundation because it's something that has helped me in my riding and the different things I've done horseback throughout the years.

Katie Clinebell: [00:04:32] Great. That was perfect. Great opening. I'd love to jump into what your job is. So in your own words, Kailey, tell us what do you do? What's your job.

Kailey Klein: [00:04:41] Yeah. I am a Western artist and leather worker. I own Magpie West Leather Co I wear a lot of different hats in this job. I am first and foremost, leather worker, designer, marketer, shipping gal, I do it all. I love my job. I'm full time. I'm in the shop five days a week. I do everything from, handbags to spur straps, to logos, tattoo designs. It just encompasses a wide range of unique things that kinda come to on the daily basis.

Katie Clinebell: [00:05:15] All the things and all the beautiful things, your work is so gorgeous. I'd love for you to just tell us what's the origin, like how did this whole thing get started? I love the origin stories.

Kailey Klein: [00:05:25] Yeah. And thank you by the way. I really appreciate that. So I have been an artist my entire life. I was like that weird girl that just couldn't stop drawing horses in school, like on my math tests and stuff. And I went to Oregon State University with my heart set on being a vet, like every horse girl.

I'm a very artistically minded person. And so the math and sciences. Really, it comes really hard for me. Quickly realized that probably wasn't going to work out in the big picture. Was an art major at Oregon State University and just never quite felt like I fit in. I don't know what it was exactly, but in the back of my mind, I always knew that I was going to be an independent artist somehow, whether it be part-time or full-time, I didn't actually didn't really expect to make a full-time living on it, but I always knew it was in my future and I did not learn about leather working. I didn't really, I had done it like in Girl Scouts as a kid, but never really toyed around with it.

Until I met my husband, I think junior year of college. He's a cowboy. Was a working cowboy is still a working cowboy. And he had dabbled a little bit in it and he had, some stamps and some scrap leather. And he had a bunch of cowboy friends who were all into making gear. One of them being a saddle maker. And as I got to know all those guys better and struck my curiosity, I was like what is that? And how do you do it? And, I grew up riding and whatnot. And so I was familiar with leatherwork a little bit, but never tried it. My husband brought me home one day, some scrap leather and a little flower stamp and said, you should try this.

I was, like I said, an art major at the time. He says, I know you're artistic. And I think that you would really enjoy this and I've tried it. And I was just hooked from there. I had always been seeking like a useful outlet for my art. And it was the perfect thing I was needing cause painting and drawing.

I love that, but it was just, I don't know, it wasn't doing it for me. So I dabbled a little bit in leather work through college and I did a little bit of bead work as well. And the beadwork is what actually really got me

into the leather work later down the road. I found a bead loom at Goodwill one day and I was like, Oh, it was wanting to try this.

I tried it. And then that kind of evolved into I really want to make a beaded belt for myself and that evolved into now I need tools and I need to learn how to actually do this. Mostly self-taught, some of my cowboy friends helped me throughout the years teach me how to stamp this or tool that yeah, mostly self-taught through vintage Al Stoltman books and YouTube. And it just kinda evolved from there. After college, we moved around a lot from different ranches and worked in different States. And I just would pack up all my leather stuff and my little slab of granite that I tool on and just tool from, wherever we were.

And I didn't really turn it into a business until I'd say 2014 and the stuff I was making at the time was, I look back on it now and it. It totally makes me cringe, but I would just post it on Instagram just for fun. And then people started offering me money for it. And I was like I think I could do this.

It just kinda evolved from there. It's a cool way for me to make some extra money on the side while I was also, day working with my husband and working on different ranches and stuff. And it's, it was nice because I didn't have to drive all the way to town to get a job. So I thought maybe I should give this a go. And that's kinda how it evolved. I've been doing it, selling stuff since 2014.

Katie Clinebell: [00:08:49] Thank God for the internet. Right? Connecting in all the ways.

Kailey Klein: [00:08:53] Yeah. I really do credit, my success as a business and my ability to like actually earn a living, doing this to the internet and Instagram, especially. It's such a cool time to be a maker.

Katie Clinebell: [00:09:06] For sure. And there's such an appreciation for it. Like I just, when I need like a pick me up, and I want to be inspired and look at things like I go to Instagram and I can scroll through your feed and just look at all the beautiful, amazing things you make. And I think people really appreciate that, whether they're going to buy or not, but someday they will because you look at it long enough, you can't resist.

Kailey Klein: [00:09:25] Thank you. Yeah. It's I have a lot of fun with all the social media stuff. And I also like going on there and seeing other makers and stuff it's just so inspiring and such a cool platform.

Katie Clinebell: [00:09:35] Why Magpie West? Like, where'd the name come from?

Kailey Klein: [00:09:38] Funny you ask. I actually just did a big post about this on my Instagram. I was on another podcast a couple of weeks back and she asked me the same question and it totally caught me off guard because I just have never really thought to explain it to anyone. But back in the day I used to be K Bar C Leather Co, and I use that name for a long time. I think I just rebranded in 2019, I believe. I just felt like I outgrew the name and I got married. So KC, they weren't my initials anymore. So I was just looking for something a little more unique that kind of captured like my style. And I just, I wanted something that kind of embodied like a feeling of home. And a warm kind of feeling.

I don't know why I gravitated towards that feeling, but when I sat down and thought about it, we, my husband and I had moved around so much working on different ranches and different jobs in the Western

industry from Oregon, California, Nevada, Montana. And I just felt every time I saw a magpie, I really felt like I was home.

That's not really a specific place or a specific state, but it's just a feeling of that great basin, ranch life, like the high desert that we come to love and call home. And yeah, the magpie just, I don't know, it reminds me of just cool people I've met along the way and, pushing cows through really pretty country with good friends and stuff.

And it just, I dunno, it just felt right.

Katie Clinebell: [00:10:58] Aw. I love that. Now I have the warm, fuzzy feeling. Can you walk us through a typical day for you?

Kailey Klein: [00:11:04] Sure. Yeah. Typical day has changed a lot for me in the last couple of months. I had my daughter in May, so that kind of tipped my world upside down.

Katie Clinebell: [00:11:13] Yeah. Congratulations!

Kailey Klein: [00:11:15] Thank you. Yeah, I got back into the shop off of maternity leave in, I want to say like August. But usually, I have my daughter with me every day, all day. I don't really have any childcare. We live pretty far out an hour and a half from like civilization. So that can be challenging, but she's with me every day.

Just playing on my floor in the shop here. So yeah, I have to tend to her first, obviously in the day and make sure her needs are taken care of. And I usually get into the shop around nine ish, sometimes 10, just, depending on mom, life and stuff like that. I don't have a super strict structure in my shop.

I try to just feel it out if I'm in the mood to paint in the morning, I'll do that. I try to get a quick sketch done in my sketchbook just to make sure I'm like always working on the fundamentals and like staying sharp as a technical artist. I think that's something that is like a ever evolving thing.

It's not really something that you are ever done with. So that's really important to me just making sure I get that and get that practice in every day. And then usually I am working on pieces for my monthly shop updates. I don't really do any custom work anymore just because life is crazy. And I wish I could clone myself and so I could get custom work done, but I just, between having a kid in here and all the different hats I wear, I just, I don't have time for custom work anymore, but it's a blessing, it gives me a lot of creative freedom.

So yeah, usually I'm in the shop. On and off all day some days more than others, but I try to cram a lot of my work into nap time. That's what's going on right now. We're taking a nap right now. So it's a good window for this little chat, but yeah, but just working on different pieces for my monthly shop updates, like I said I spend a lot of time working on marketing. I really, I'm like a nerd. I really enjoy like the marketing side things and like web design and all that social media strategy. So I probably spend about an hour a day working on that. If I'm lucky, I'll have a sitter in the afternoon, I can go out and do a little bit of work with my husband on the ranch.

I can go ride. Right now I'm not really doing much of that at all, because. We're in Montana. So it's pretty bitter out. So it's definitely the season where I don't mind being in the shop, but summers definitely look a lot different for me. Probably only in the shop about three days a week.

And I try to really hammer out a lot of work in the winter and get the things done. I need to get done in those cold months so I can really go out and enjoy, have a little bit more freedom outside the shop. So yeah, every day looks different. Some days I'm driving a long way to get to the post office and shipping orders all day, or, answering emails and doing some of the stuff that's not too fun, but...

Katie Clinebell: [00:14:09] It's the necessary business items.

Kailey Klein: [00:14:11] Yeah. Yup. Yup.

Katie Clinebell: [00:14:13] All that good stuff. I'm curious. Especially since you and your husband both kind of work on the ranch, do you make like pieces of tack or maybe your spur straps or other pieces of leather or things that you play with and have made for yourself?

Kailey Klein: [00:14:25] Yeah. When I started out, I made mostly like using gear mostly just for us, because we were too poor to afford nice stuff. But yeah, I do. I still make, I really enjoy making spur straps. I sell a couple of spur straps and belts, here and there, but I mostly just make like tack and stuff for us.

I also really enjoy like supporting a lot of my maker friends. And so I really try to like, instead of I could save the money and just make it myself. I would rather go to my really good friend Sierra and buy a beautiful head stall. So a balance of those two things. But yeah, I really do enjoy making stuff that we use, through the years. About every other year, my husband gets a new pair of spur straps for his birthday. So that's always fun.

Katie Clinebell: [00:15:05] That is fun. I love that. So do you know of a common misconception that people might have about working with weather or being an artist in the way that you are? And can we bust it?

Kailey Klein: [00:15:14] Yeah, I would say a pretty common one that I've really struggled with through my journey is that this kind of old school train of thought that you can not make a successful living as an independent artist or that, you'll never make it.

Or the starving artist mentality. I think a lot of the older generation, my parents' generation and stuff, I think a lot of them were just raised thinking if you don't go to college and become a banker or a lawyer, or, get a successful like nine to five, like that, that you're not going to make it.

And you're just like a joke. I will say that. I think it's getting a lot better, especially like I've seen a huge shift in the last five years of this whole makers like Renaissance. I think it's just a lot more supported now. And I'm really grateful for that because it's a great time to, be a maker and, that's like the whole thing of you can't be successful and you're going to be a starving artist.

That's really not true, honestly. If you have the grit and you're willing to work for it especially today, people are so into shopping small and really buying handmade and especially in the Western industry, I'd say we're pretty lucky to have, such a cool culture and in this industry that really values handmade.

So yeah, I'd say that's a total myth, you can do it. If you really have your, your heart set on it, you put hard work into it. You can totally be successful and make a great living as a, independent artist or a maker.

Katie Clinebell: [00:16:40] So true, amen to all of that. And especially people who are latching on to supporting these makers and supporting these small businesses.

And I think a big part of that, that you talked about as well is yes, you're a talented artist. You're talented with your leather craft, but also you really enjoy the business and the marketing side of it. And I think seeing that influx in makers and like having them really dive into perfecting the business side of their craft is also huge.

There's a huge shift there too, which is amazing.

Kailey Klein: [00:17:09] Oh yeah, definitely. It's been there's so much more education out there now versus just when I started back in 2014, like I hadn't, there was nothing, it was just the beginning of that. So it's been really cool to see, all the resources and stuff.

And, if you do your research and dive into it, like there's no reason that you can't be successful with your marketing and with your finances. And yeah. Don't, when you go in to open up a new bank account. Don't listen to the bank teller when she says Oh, that's cute. When you answer the occupation question.

Cause that's happened to me before! You tell people what to do and they're like, Oh that's nice. Like they think, I'm a stay at home mom that makes friendship bracelets all day or something like that. Like you just doing something to pass the time, but it's no, it's a real job.

And it's, completely feasible.

Katie Clinebell: [00:17:56] Yeah, you go, girl. I love that

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I'm sure that you've set goals for yourself along the way. So my favorite question to ask is how will you know, when you've truly made it?

Kailey Klein: [00:18:51] Yeah. This is a really hard question and I've been thinking about it, for the past 24 hours. And the, I honestly I didn't write anything down because I had just, man. I really don't know, but I think that I'll have made it when I have the freedom to do the things I want to do and enjoy like family time without constantly having to worry about, Oh, I got to get in the shop and get this done and get this made. And I need to sell this many pieces in order to, have my paycheck this month.

And that's a big goal of mine is to really on the business side of things, create some passive income, for my family and stuff. So I think that when I can spend a little more time outside of the shop and, maybe take a year off leatherwork and just cowboy with my husband and just spend a lot more time horseback, focus a little more on my family.

I think that is a, a good measure for me.

Katie Clinebell: [00:19:44] I love it. And it sounds like you're well on your way, you've got the baby there and you're prioritizing her, which is amazing. And your business is growing itself now, I feel like you're at that threshold where word of mouth is trumping, your efforts too, which is awesome. That's a great place to be.

Kailey Klein: [00:19:58] Yeah. Thank you. It's definitely a lot of hard work to get to that point, but I'm really grateful for that. It's yeah. And I feel like there's a huge, especially this year there's a huge shift happening in my business. I'm pivoting in a lot of ways, which is really exciting.

Katie Clinebell: [00:20:12] Yeah, which brings me to my next question. What's next for you? Or what are you hoping to do or try or learn next?

Kailey Klein: [00:20:18] Yeah. So like I said, I'm, in the middle of kind of this huge pivot and huge shift, I would really like to focus on, things that bring me joy outside of the shop. I will always be a leather worker.

I'll always, sell pieces and be at Art of the Cowgirl and go to trade shows and have shop updates. Like I'll never stop making, but I've just felt this pull to just add some variety to my business and my life. I have a huge passion project underway. It's the Sagebrush Soul Planner. And that is something that has been on my heart for a long time.

And I finally am just going to do it. I just kinda jumped off the cliff and I'm just doing it. I've got, my planner, I've got some, Maker / leather worker education, things in the in the works and some pattern packs and just really diversifying and which is super exciting for me.

Katie Clinebell: [00:21:12] Yeah! For sure. I saw like your soft launch of coming soon of your Sagebrush Soul Planner, which is super fun. So you're going to design these or are you hand drawing these planner pages or, what does that look like? I'm so excited to know.

Kailey Klein: [00:21:25] Yeah. So I just kinda did the soft launch on Instagram last week.

So it is a planner created specifically for Western women in mind and definitely tailored to business women and especially like working from home business women. Yeah. It'll have a lot of cool hand-drawn aspects and yeah. A little Western flare and trying to keep it timeless and really classy, but definitely still appeal to that Western woman.

Katie Clinebell: [00:21:54] So cool. You're fulfilling a niche and I have zero doubt that they will be gorgeous.

Kailey Klein: [00:22:00] Thank you. I've had a really inspiring response to it so far. I've had a ton of people reach out and tell me it's exactly what they need. And that's really, that was the reaction I was really hoping for. So it's just giving me a lot of creative energy.

I'm so excited. I think about it like day and night. Like it's just really filling my cup right now. So I'm really looking forward to it.

Katie Clinebell: [00:22:20] Super fun. We will definitely keep our eyes out and put me on like your pre-order list.

Kailey Klein: [00:22:25] Yeah, definitely.

Katie Clinebell: [00:22:26] I'd love to get some advice from you. So you've been through this journey of creating your own business, following your passion, and I know there's a lot of people out there who are on the precipice, maybe of doing the same thing. So what's one thing that you wish you had known when you began this journey?

Kailey Klein: [00:22:41] I would say a pretty big one, something that I've really learned, and sometimes learn the hard way. These past couple of years is that talent alone will not make you a master of your craft.

Like the only thing that can do that is thousands of hours of hard work and practice. And don't get me wrong: talent will take you places, but I feel like you're really not going to fulfill your full potential unless you practice. And you really dig in and work hard at the things that. You want to accomplish that's what's going to make you great in the end. I used to be one of those people that thought they could skate by on talent. I like artwork and a lot of the like artistic elements of my business have come easy to me. I used to be one of those people that thought, I don't really have to put a lot of effort into the business side or I don't really need to practice that, or I don't really need to work hard.

And I really saw like myself plateau, not only in my business, but just in my creative life in general. And that's something that I'm really like trying to better myself in this year is just like putting the hours in and getting the practice and you're not going to get good at that trade unless you put in thousands of hours, that's just kinda how it goes. So that's definitely the biggest piece of advice I'd give is it takes practice.

Katie Clinebell: [00:23:59] Everybody who out there right now. I don't care if you're a photographer. If you're a horse trainer, if you're a painter like rewind and listen to what she just said again, because that applies to everything like talent is great, but those hours are what counts. That's how you become a master. Great advice. Great advice, Kaylee.

Kailey Klein: [00:24:17] Yeah. I feel like it definitely does apply. It could apply to any trade. Rodeo cowboy or, wanting to get better at anything. Like nothing can replace hard work.

Katie Clinebell: [00:24:29] Absolutely. I love it. I love it. In that same vein, what advice would you give to someone looking to pursue a career like yours?

Kailey Klein: [00:24:36] Invest in education. That is also something that, I've been learning slowly. And this, I feel like this is the first year of my career that I've really invested in myself as an artist. Don't be afraid to spend the money and sign up for that class or join that like business focus group, or just always be looking for ways to better yourself and, it's okay to invest in your future as a business person and a creative and an artist.

Being self-taught, I think there's, there's a lot to say for that and figuring out things on your own and trial and error that's definitely a huge part of the process, but you don't have to do it on your own. It's so awesome to have a circle of people and mentors that you can reach out to, and that give you advice and it can save you so much, so much trouble in the long run and so much pain in the long run.

Katie Clinebell: [00:25:25] I love that. I wish we could help our society or help the Western industry in general or not even just the Western industry, just professionals. I wish we could help them normalize, like applauding people who do that, who invest in themselves.

Instead of, like right now, I feel like the norm is to applaud people who have quote unquote, like natural talent instead of those who are like constantly improving and bettering themselves. So I love that that's your advice.

Kailey Klein: [00:25:51] Yeah. You can only get so far on your own. Nobody can do it by themselves. You're going to need help from, makers who've been through it or just people that have more life experience than you. And there's so much value in that. I'm really learning that lesson this year and it's I feel like it's something that is propelling my business and I'm just, I'm happy that I finally shoved that stigma down and just did it.

Katie Clinebell: [00:26:13] Good for you. I love that. You interact with people who ranch, girls, who just love your pre-stuff, like you interact with the industry and so many interesting ways. So I'd love to know in your own words, what does it mean to you to be an equine industry professional?

Kailey Klein: [00:26:27] In my mind, I would say it means being someone who works really hard to preserve the tradition and pass on the way of life to the next generation. In leather working that's important to me, in any equine profession or outlet, like from ranching to polo to show jumping, rodeo, it all applies: good, hardworking people that, just have a passion for keeping it alive. And I feel like especially these days in like the social and political climate of our country today, it's now more important than ever to really like advocate for agriculture and the equine and livestock industry, and just keep passing it down, making sure that, those things are not lost to the next generation. And I, I don't really worry about that because I, the Western industry is full of so many amazing passionate people that are doing that every day, which is it's so cool to be a part of.

Katie Clinebell: [00:27:26] You just gave me goosebumps. You started this interview telling me that you appreciated having the questions so that you could think about them because you're not a good speaker. And then you just laid that on me and gave me goosebumps.

Kailey Klein: [00:27:38] Oh, thank you.

Katie Clinebell: [00:27:40] I love all of that. And yes, and I love, how preserving the tradition in what you do, right, is so tangible and that's exactly what you're doing. That is perfect perspective. Thank you for that. Let's talk about horses. I know you've mentioned a couple of times that you get to spend your life

cowboy and helping your husband, and that's what he does, so tell us about what horses you have standing out in your pasture right now.

Kailey Klein: [00:28:00] I'm looking at a whole pile right now as we speak . Our life revolves around horses pretty much every day and has for a really long time. They're a huge part of what we do. And I'm so grateful to have good equine partners.

My husband and I, at the moment, we actually, we only own three horses right now, which is the lowest number of horses I think we've ever owned. The ranch we work for has a pretty, a pretty decent size cavvy of horses that, we get to use and work on. My husband has his own string of horses. We've got everything from nasty little paint horses that'll try to get you every morning to, the best of the best solid horses that I ride with my daughter on my chest. So we're really lucky. We have a very wide range of horses that are super important tools. Yeah. My, as far as our personal horses go. We really appreciate like a working man's horse.

We're not really super into the performance horse world, just cause our daily life, like we need something bigger and tougher that we can go get the job done on and, have something like reliable. Like I really appreciate those big boned ranchy horses. That's I love that. That's my passion is, seeking out those kinds of horses.

So I, my personal mare, her name is Mona. I put her on a lot of leather work, just cause she's my favorite, but she's a bigger snorty Hancock lady and she's a character. I call her a one-woman horse, my husband despises doing anything on her because they don't get along. But her and I have been through just about everything and she's she is my rock.

So I just, I really appreciate her working horse. I think they're, I think they're so cool horses bred for the ranch and to get a job done on. I really, really appreciate them.

Katie Clinebell: [00:29:43] For sure. It will. It sounds like you and Mona have an understanding.

Kailey Klein: [00:29:47] Yeah, we've come to an understanding. Can a little bit to get a little bit to get there, some trials and tribulations along the way, but she's turned into a really solid horse.

So I would like to get a colt out of her. Maybe this next year would be exciting. So we'll see. I haven't found the right stud yet, but...

Katie Clinebell: [00:30:05] Keep shopping, he's out there.

Kailey Klein: [00:30:07] I know I can't wait. I haven't had a horse baby in a long time, so it'd be fun. Yeah.

Katie Clinebell: [00:30:13] Well, Kailey, it's beensuper fun to talk to you and get to know you.

You've shared some really amazing advice. So thank you so much for that. I know everyone listening is probably dying to check out all of your things and all of the beautiful items that you make, so where's the best place that the audience and our listeners can connect with you and check it out.

Kailey Klein: [00:30:30] Yeah. And again, thank you so much for having me. I really appreciate you thinking of me and my story, but I would say the best place to connect with me, check out my work, get a

feel for what I'm about would be Instagram. That's definitely my favorite social media platform. I also have a website which would just be magpiewestleatherco.com.

And on Instagram, I'm just @magpiewestleatherco. I do have an email list. You can sign up for most of the time. I forget to send out email updates, but trying to be better about that. I am on Facebook as well. And then if you're interested in the Sagebrush Soul Planner, or you think that, that's something that could serve you.

Any listeners out there? I am on Instagram at the @sagebrushsoulplanner. And if you sign up for my email list on Magpie West, you'll be able to get updates, like as we launch. Yeah. That's where you can find me.

Katie Clinebell: [00:31:20] Perfect. Yes. Get engaged. Get that insight or connection, so you can see what's going on with Sagebrush Soul first.

Kailey Klein: [00:31:26] Yeah, definitely. I'm actually, I'm really trying to incorporate the consumers into the design process, which has been really helpful for me because I just, I feel like the best way to figure out what people want is just to ask them. If you follow me there on Instagram, I do a lot of different polls and stuff.

Like how do you want this layout or would you rather have like hourly blocks in your days or, stuff like that. So you can actually be a part of the like fine tuning and the design process of the planner, if you choose.

Yeah. Super

Katie Clinebell: [00:31:57] fun. That's great. Hey, anytime people feel like they are empowered to help make decisions. I'm all about it.

Kailey Klein: [00:32:03] Yeah, definitely. It's fun. I always love it when businesses do that. So I thought I'd take a different approach and hopefully future customers have a say in it.

Katie Clinebell: [00:32:10] Yeah, that's right from the ground up. Perfect. Perfect. Kailey, this has been so much fun. Just to wrap it up: is there anything you want to leave our listeners with? Like the number one takeaway from the interview? Just food for thought.

Kailey Klein: [00:32:22] My favorite quote. I've loved it for a long time. I have it on a, like a little sticky note in my shop and it says, no grit, no pearl. I love how simple it is. And it's just so to the point and yeah. That's something I really try to like, remember, in my day-to-day life and with my work and with my business, that things in business and just in life in general, it doesn't always come easy. And without that struggle and that kind of fight, like you're not, I don't feel like you're going to have something worth having if it comes to easy and like anything.

Truly worth having, is never going to come easy. So just like embrace that struggle. I guess I've had quite a few struggles in my business and it's just made me so much more appreciative of where I'm at now. So yeah, no grit, no pearl.

[Podcast music outro music plays]

[Podcast outro] Thanks for riding along! Know someone that would be great to interview? Have questions you'd like answered on the podcast? Send me an email at beyondthesaddlepodcast@gmail.com or join the conversation on social media. You can connect with us and learn more about the Beyond the Saddle Podcast by following us on Facebook and Instagram at @beyondthesaddlepodcast. Find more episodes anywhere that you get your podcasts such as Apple Podcasts, Spotify, iHeartRadio, and more! Beyond the Saddle is a production of the Equine Podcast Network, and entity of Equine Network, LLC.

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