

(introductory music)

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**MARYN:** Welcome to Indie Birth's series of podcasts here on iTunes, *Taking Back Birth*. Hi, Maryn here as always today with a very exciting and super special guest that I've been trying to get a hold of for a long time. We have Miss Angela Gallo from Australia. Angela is a doula, a birth photographer, and a fierce business woman, so I can't wait to talk with her today and just get to know her a bit. So welcome, Angela. I can't believe I finally caught up with you for this.

**ANGELA:** Hi. The pleasure is all mine. Thank you so much for having me on your show.

**MARYN:** Yeah. Yeah. I love having people like you, and I was thinking this morning that I haven't had anybody from Australia, like birthing mom or birth worker or anybody. So you have the honor.

**ANGELA:** Really?

**MARYN:** Yes.

**ANGELA:** Well, I will also be your inaugural mutt on the show because I'm from Montreal. My dad's Italian. My mom is French. My kids are born in Australia and Canada. And I'm now a permanent resident in Australia. So I'll tick a bunch of your mutt boxes.

**MARYN:** Yeah. That's funny. I was just going to ask you. Where is your accent from? Because it is decidedly not Australian. So now I know.

**ANGELA:** A little bit of everything.

**MARYN:** Yeah. So how long have you been in Australia then?

**ANGELA:** I've been here on and off since about 2010. I lived part time between here and Thailand. And then in 2012, I met my husband. We—yeah. We got pregnant and had a baby within that year, and then we came back in 2013. So I've been here basically full time since then.

**MARYN:** Nice. And I have to ask, the very first question, just how you got into birth. When did that all start for you? And let's hear it.

**ANGELA:** Sure. Sure. So, Maryn, actually before I—well preface with this that prior to having children, I really didn't have much interest in having children of my own. I never really knew anything about birth. I'd never seen someone breastfeeding. My knowledge, essentially of birth, was very, very, very limited. However, I was extremely maternal. I've always been drawn to animal welfare and working with children and working with babies. And so although I never really wanted to specifically have babies of my own, I can see in hindsight how everything was a very natural progression. So we did some traveling. We—kind of after I met my husband, I decided I wanted to take him back to Thailand where I was living. Had a great time there. Then we traveled all around North America for a year and got pregnant in the process. And that kind of just threw me on my feet. So naturally, really, really excited. The moment we found out I was pregnant didn't even really believe it. I feel very in tune with my body. And I knew something was up. And my husband said, "Oh, you've got to be pregnant." I said, "You're absolutely mental. There's no way." And I did \$300 in positive pregnancy tests. I just—I couldn't believe it. I was told by a doctor earlier in life that I couldn't have children because of issues with cysts and stuff, and this goes to show you that—and so I just really had a hard time wrapping my head around it. So after \$300 very non wisely spent, I decided to admit that I was pregnant.

And then basically from that moment, it became this remarkable, humbling experience where I began connecting to my body, connecting to my baby, and it's really from there that the seed was planted. And I became so passionate about birth, about maternal care, about having your babies, the postpartum period, and that's basically where my journey begins. I had a doula. And I found a doula because my husband was working away, so he worked in the mines. Four weeks on, one week off which essentially means I only got to see him once a month. And so I had hyperemesis gravidarum. For anybody who doesn't know, I'm sure they do. But I was just very, very unwell, and I felt like I needed some kind of support. My family wasn't around. We were living half way across the country.

So I made the decision to move back to the east coast of Canada where my family was and find a doula. So I thought that worst case scenario if my husband is not around at least I have someone to support me. And I remember getting on Google. I had no idea what a doula was and Googling "birth support person". And that's just one of the dominoes in my life that I can pin this all back to. Her name is Sarah Stalgren, and she just made such an impact on me. For 26-something-year-old girl, who really knew nothing about birth, I think the childbirth education component of it, and she is such a fierce birth rights activist. And she didn't necessarily impose that on me, but she certainly projected a lot of that passionate, assertive energy. And I think that's where it all starts for me.

**MARYN:** Oh my gosh. So did she support you then through your pregnancy as well?

**ANGELA:** Absolutely. Yeah. Yeah. So when we were on the other side of the country—so this is a big move for me while I was pregnant, unwell. I had found midwifery care on the west coast. And that was great except when I moved across the country, naturally, I lost that midwife. I lost access to everything, so I had to kind of restart from scratch quite late in the pregnancy. So there was no midwives available. However, I was trying to find an obstetrician, whose ethos, whose protocol and policy was very much aligned with what I was trying—excuse me. The birth experience I was trying to cultivate. And so someone said, “Look. You’ve got to go see Dr. Pepper.” And I said, “Dr. Pepper.” This is actually her name, by the way. I said, “Who is she?” They’re like, “Look. Honestly, we cannot recommend her enough. She’s extremely women centric. You’ve got to see her.” And so I called the clinic. Of course, she’s booked out. So I put out a call out. I said, “Look. Does anybody know this Dr. Pepper? I need to get in to see her.” No one else felt right for me.

And I thought, “Nope. I’m not going,”—I’ll birth at home if I have to unless I find someone that I—really gets me. And they said, “Okay. Yes.” Somebody calls me. This is, again, true story. They said, “Look. We’ve got a secret password for you to use. Call Dr. Pepper’s office.” I’m not even kidding you. Like James Bond birth edition. They said, “You can use the code popcorn. So call Dr. Pepper’s office and use the word popcorn.” I was like, “Really?” They were like, “I swear to God. So do it.” So I called, and I got an appointment. And Dr. Pepper was just incredible. Like so, so patient with me, answered all of my questions, was so kind. The word induction was never even mentioned. No stretch and sweep. I mean this woman was really all about supporting women and giving them an unhindered birth in the hospital space. So my first labor was very, very long. So roughly about 45 hours.

**MARYN:** Right.

**ANGELA:** And, again, in hindsight, 20/20 a lot of it was just non optimal hormonal flow and all these other things are happening.

**MARYN:** Sure.

**ANGELA:** But Dr. Pepper was so—and Sarah were such a positive steadfast—I can’t even—I can’t imagine birthing without them. And I remember pushing Ruby out. And it took about three hours. But when she came out, it was just—the room was just full of a palpable kind of joy. And yeah. Dr. Pepper actually—I’ve kept in touch with her for many years. And she said that that is—it was one of her favorite experiences, so I thought it’s so lovely. So that’s my popcorn Dr. Pepper story and Sarah, my doula, and this is why I am where I am.

**MARYN:** Oh my gosh. Yeah. That's amazing. Gosh. I love how our own stories—well, I mean we really can't get away from our own stories shaping our lives. It's just not possible.

**ANGELA:** Yeah. There's no denying that I've been heavily shaped by everything that has happened to me in the last few years. But it all really, truly starts with being pregnant with Ruby, my first child, and everything that came after that.

**MARYN:** Yeah. And so did you jump into doulahood after that? Or was it after your next birth? Or how did that look for you?

**ANGELA:** Yeah. So I got an itch I just couldn't scratch. I remember despite the fact that the labor was very, very long and very trying I still felt really supported. I still felt like it was a very positive experience. And, again, Sarah was such a huge part of that. And I just found myself, as you do, breastfeeding all night long on your phone Googling doula. I was Googling doula every freaking day. And I thought, "Is this a novelty? Why can't I get this out of my brain?"

**MARYN:** Oh my gosh. Yeah.

**ANGELA:** And I actually tried to squash the idea several times because I just thought, "This is silly. I'm just on the post baby high." Dah, dah, dah. Let me ignore this. I just couldn't figure out why I couldn't just let the idea go. And so I finally decided that I'd make a pros and cons list. So becoming a midwife versus becoming a doula. And I had a lot of midwife friends at the time. And each of them—believe it or not, I have asked many midwives in my life and in—again, the birth climate is different everywhere in the world. But in Australia, every one of my midwife friends said, "Don't become a midwife. Stay as a doula. You have way, way more options to support a woman whole heartedly." So I made that list. And because they told me all this different stuff, I thought, "Okay. I'm just going to become a doula." I'm going to do the certification. What's the worst thing that can happen? I don't use it. So I did the certification. And I loved it. I absolutely fell in love with everything. I wish that it would have went for five months. I just could not get enough information. I was that butthead with her hand up every five minutes with a different question about something and something else and something else. However, the business component was severely lacking. So we can talk about that later. That's when I went on to do my own thing. But the certification was amazing. I then just started my doula goodness after that. I actually enrolled to become a midwife. This is something not many people know about me. I enrolled to become a midwife three times.

**MARYN:** Oh wow.

**ANGELA:** And three times I was—I backed out of the situation because of how compromised the birth climate is here right now for midwives.

**MARYN:** Oh my gosh. Yeah.

**ANGELA:** And so I decided to stick with doulaing. And that's what I've been doing for the last few years.

**MARYN:** Wow. Yeah. Gosh. I love it. I love it. And—

**ANGELA:** It's a colorful story. It is a colorful story.

**MARYN:** So you do serve women then throughout their pregnancies much like your doula did for you which I think is really unique and sounds cool. Tell me more about that.

**ANGELA:** Sure. So I really, really pride myself on the kind of doulaing—personal doulaing I've developed over the last few years. And I'm sure the way I doula is going to change in a few years and in ten years. But I really, really try and bring a level of cohesion and connectedness to the birth space. Really, really big on bringing pleasure to the birth space, bringing enthusiasm into your pregnancy. I'm all about bringing the laugh and the good kind of tears and the power back to your pregnancy, birth, and postpartum period. And so what I've essentially done is managed to brand and target exactly the kind of clients that I want to work with who are women and birthing people who are super, super interested in actively participating in their pregnancy and birth experiences. They are not happy just settling for the status quo. They want to ask questions. They want more for themselves. They're super invested in, again, cultivating a birth experience that is going to make them feel awesome and fulfilled and excited about life and confident as they become new parents. And so it's taken me awhile to kind of develop what we talk about, what we do. Lots of stuff in the prenatal period. Lots of one-on-one support text and email. And then, of course, the labor attendant. So I'm there with them through labor and birth, and then the afterbirth period. And then I meet with them in the postpartum period. And now what I'm actually trying to do is develop more of a (inaudible) client experience where I'm really with them for a long time after the birth because that's something that I'm—I felt really conflicted about the last few years. Kind of breaking up with my clients after the baby. I hate it.

**MARYN:** I know.

**ANGELA:** It is my least, least—and I'm sure you know this. Just when they have their baby and they go on and become parents, there's a two part to this. (a) is that is when they need you the most, right? They're kind of navigating this vulnerable, fragile, wildly fatigued chapter of their lives. And they actually need somebody there who believes in

them, who supports them. And so I felt really quite awful kind of cutting things off like, “Okay. You had your baby. Have a good life. See you see.” And mostly because I fall so madly in love with the people that I work with and their babies. So now what I’m trying to do is develop a six-week postpartum continuity of care kind of thing so that I really give them the full gamut, and I’m there from conception all the way through to parenthood so that I’m really feeling like I can go to bed at night and know that I am everything that these people need me to be when they need me to be it.

**MARYN:** Yeah. Yeah. Gosh. I really relate to that. And I think you’re navigating the politics of this so well because essentially we’re doing the same job. I think any midwife, especially, would aim for this same thing. And so I understand why you wouldn’t want to get into all that especially there although the politics really aren’t better here. But that’s the job we’re all, I think, being called to do for the people that want that kind of relationship.

**ANGELA:** I’ve been eyeing actually the midwifery stuff that you guys are offering at the moment. I’ve lurked it many a time. And I think that that’s precisely what we need. And this is why people like you and I and many of the people we work with, again like you said, being called to do this, to meet that resistance, and to push forward. I think it’s also really, really exciting time right now, Maryn, because in the last five years the Internet has really given a voice to people. And now we’re finding that—prior something bad happened in hospital or in a birth or someone was traumatized or abused, the complaint policy, the procedure, the—it was so nonexistent, right? Even suing or legal proceedings or anything was virtually nonexistent. It kind of—something bad happened, gets squashed under the rug, and so the people who are doing these things are just being enabled to keep doing it. Whereas now the Internet is giving birthing people a voice to complain, to draw attention to care providers and care models that are subpar, that aren’t doing what we need them to do. And so I think that this is a really exciting time for maternal and perinatal professionals because we need to be able to—it’s not even about leaving a mark, per se. It’s about stepping up and being the support and the voice for the people who need it. Push forward. Request better. Ask for better. Use your social media platforms as activism. Use our content and what we’re doing as activism. And I think that amazing things are going to happen in birth reform in the next few years because of it. It’s a really, really exciting time.

**MARYN:** Mm-hmm. Yeah. I totally agree with that. And your Instagram page is one of my major inspirations. So for anyone—

**ANGELA:** Oh gosh.

**MARYN:** Anyone listening you must check out Angela’s Instagram.

**ANGELA:** Thank you.

**MARYN:** And her Facebook. But the photos you post especially those that are your own are really speaking to what you just said. And I feel a tiny bit of that.

**ANGELA:** Thank you.

**MARYN:** Oh, you're so welcome. You are a gifted photographer amongst all of these other talents.

**ANGELA:** Oh gosh.

**MARYN:** It's amazing.

**ANGELA:** Thank you. I don't consider myself technically perfect or anything, but I feel that birth photography has just been, again, a very organic extension of what I'm trying to do. And because social media is so visually driven, the photography actually creates a platform for me to discuss positive change or social issues or things in birth and pregnancy and parenthood that I really feel I want to talk about. And so for that, I'm really, really grateful for at least to be able to pick up a camera, take a picture of something, and start a conversation.

**MARYN:** Yeah. I totally agree with that as well. I mean it's so transformative, I think, right now to have those tools. And like you said, it's not only exposing perhaps that which needs to be exposed but also highlighting the really fucking awesome births that people are having. And these experiences that you and I—I feel like we are so humbled and honored to be witness to them. And so when these women want to share, I find even on our small Instagram page—that kind of thing—taking off where as people really want to see what birth looks like.

**ANGELA:** They do. They do. Did you see the new thing now? So people are actually live streaming their births. I've seen three—

**MARYN:** Oh my gosh.

**ANGELA:** - in the last—I'm totally loving this stuff here. So it's basically taking social media to a whole other level. So they're actually live streaming their births. And regardless necessarily of what the intent of the birthing mother is, I'm loving it because it shows how hungry people are to see birth in every kind of way. People are hungry to see it normalized. They're curious. And we're talking about millions, millions of views on these live streams. And thousands of comments from people who are like, "Wow. I've never seen a baby be born before. Wow. My mother told me that X, Y, Z, and birth is terrifying. And birth is terrible. You're—this live stream is challenging me to look at birth differently." It's the power in this. You can really, really tell that people are 100% truly interested. And for those reasons, the video, the photography—it plays such a vital role

in how we're going to positively change the way birth is perceived. And then, of course, inevitably how we go on to keep birthing for the next 1,500 years. I love it.

**MARYN:** Yeah. I mean it's crazy on one hand. I think sometimes that it's just, like our exposure to normal birth, is so nil on a mass level that we need these tools. But yeah. I'm so grateful for them, and that's something we've been trying to do as well just take whatever footage we can when people are okay with it and share it when they're okay with it because it really is creating amazing conversations. So thank you for doing so much of that and sharing so widely.

**ANGELA:** Oh gosh. My pleasure. I can't imagine doing anything but this right now to be totally honest with you. I had a mum that I worked with last week. And she contacted me quite late in her pregnancy. And she was telling me how—I basically took some postpartum pictures for her. And she told me that before having babies she was actually terrified of having children because of something her mother told her. And her mother told her that giving birth is the worst possible thing that can happen to you. You'll never be the same again. Your body will never be the same again. Just the most horribly terrifying things. And so she told me that by looking at pages like mine and by looking at other people's pages with birth photography and birth videos, it really gave her the courage she needed to approach birth with a clean slate which, again, amazing. And then she had the birth. And she nailed it. First baby. Five hours. Drug free. On her own terms. Just absolutely killed it. And when I went to take pictures of her, she was just beaming. She said, "Ange, I have no idea why my mom thought that it was a good idea to tell me the things that she told me."

**MARYN:** Right.

**ANGELA:** She even called her mom from the hospital and said, "Mom, I did it. Blah, blah, blah. All this and this and this happened. And I'm so happy." And her mom just kept finding one negative thing to say. One negative thing to say. One more negative thing to say. And she said, "All I wanted to do was run on the roof of the hospital and say, 'I did it. I fucking did it.'" And she said, "I just wish that people were sharing more positive stories instead of being so eager to share the horror stories of their own horrible experiences." But that goes to show you that visuals matter and that they do give people the courage to birth their babies on their own terms. And that secondly, the sharing of stories and whether it's visually and audibly is massively important as we plant the seed and help recondition women to look at birth differently.

**MARYN:** Yeah. For sure. And I think it's just putting them in touch with that deep part of themselves that I think we'd agree everyone has. It's just getting past the fear and the conditioning and all these awful things that are out there are just really a reflective, I



think, of the hurt and the pain that has been surrounding birth for so long. So it's like we're uncovering this deep stuff.

**ANGELA:** Yeah. I absolutely agree. It's an interesting—it's interesting because sometimes I feel like am I just biased because I'm here now, and I think that what I'm—what we're doing is important. And what's happening now is important because I've spoken to midwives and people have been fighting for this for 50, 60 years. And I think about how much have they seen change and how much have they seen happen. What are we going to be able to see in the next five years, ten years. It's just—it's interesting. I find myself kind of sitting down sometimes and really just getting lost in a black hole of what is birth going to look like in a few years. What is midwifery led care going to look like in ten years? It's just—it feels like an uphill battle sometimes. but I feel very encouraged when I look at the tireless work that you and Indie Birth are doing to help—see? Just the way you guys speak your truth. Just speak the truth and give women the truth that they're looking for. That really, really encourages me to be like, “All right. It's going to suck. It's going to be hard, but this has to happen. And we've got to just keep doing it.”

**MARYN:** Yeah. It has to happen. And you're doing it too. And yeah. Super grateful again for all of that work because we're all in this together. It's, on behalf of just people—people everywhere. And I think our children. It's just so important that we are truthful with ourselves, and we are speaking our truth. And I think the old will just fall away as it needs to. It's not even a matter of reconstructing any of that. It's just—that's (inaudible). It's so hard.

**ANGELA:** You're so right. It's just going to get to the point where it's like, “No. Actually, that's not working for us anymore at all.”

**MARYN:** Right.

**ANGELA:** It's going to drop, and we're going to move on to something better just because it's going to become so abundantly obvious that that—the construct we have in place right now is not serving us the way it needs to serve us.

**MARYN:** Right. Yeah. Totally agree. So let's move on to some of your business material just because not only is it amazing and interesting. I think it's totally a part of this conversation. Just how are we—

**ANGELA:** Thanks.

**MARYN:** How are you getting your truth out in the world? How are you making sure that the right women hear what you have to say? I think this is a very, very pertinent thing in our world right now. We can't just be hiding and expect that women will know or find us.

You're out there and doing it, and you're speaking it. So tell me where this business school came from and what's going on with that. I want to know more.

**ANGELA:** Thank you Thank you. Okay, so whew. So many things to talk about here. Essentially, if I bring it back to what I was saying before when I originally certified as a doula, I felt massively under supported, under resourced, and grossly misinformed as to what it actually entailed to run a business let alone run a business as a birth worker.

**MARYN:** Right.

**ANGELA:** It's almost like this attitude runs—

**MARYN:** Well, it's looked down on, no? Like you're not supposed to have a business as a birth worker.

**ANGELA:** Yeah. Bingo. And so there's this air of no, no, no, no, darling. If you're a doula or if you're a midwife, you've got to be a martyr.

**MARYN:** Right.

**ANGELA:** There is just—it is martyrdom. You do not make any money from this. And even, I've always been really ambitious. I've owned several businesses. I started my first business when I was 16.

**MARYN:** That's awesome.

**ANGELA:** I have always been a go getter. And it just got to a point where I thought I can do this. I can't do doula work and not get paid. I was getting burnt out. I was running myself into the ground. Contrary to popular belief, you cannot run a business in the birth world solely on passion. It is unsustainable and a massive disrespect to the—to the love you have for your calling, to the genius that you have inside of you. It's a massive disrespect and totally not conducive to self care.

**MARYN:** Yes. I love this.

**ANGELA:** The self care that I preach.

**MARYN:** I love this.

**ANGELA:** And so it was driving me absolutely nuts. And I feel like an alien, to be totally honest with you, Maryn. I was trying to have these conversations with the doula community. And it just kept falling on deaf ears. So between you and I, I got up one day, and I was like, "Well, fuck it. I'm just not doing this work anymore. If I'm going to be—feel like this, and if I'm going to feel isolated and I'm going to feel,"—I couldn't even put fuel in my car to get to my doula clients.

**MARYN:** Right.

**ANGELA:** I had these ideas pushed on me that we couldn't charge, that we couldn't make money, and it was really affecting the way that I could serve the people that I wanted to serve. And so—and by the way, all of the work I've ever done for free or for really, really cheap, 90% of those individuals I worked with took advantage of me, took me for granted, didn't call me when they were in labor. Just (inaudible).

**MARYN:** Yeah. Free is not the answer. Free is never the answer when—no.

**ANGELA:** No. No. No. So then exactly. And so then I basically got to—I called my best friend. I was in tears. I left a huge birth. Long, long, long birth. And I called her, and I said, "I just don't even know why I'm doing this. I don't see a point." And we had this huge talk. And she said, "Look, Angela. You love this work. It's not the work that's the problem. The problem is your business model right now." And she's like—she's my best friend. She's my—we're each other's essentially business consultants. Like ghost business consultants. And she said, "Like, let's reevaluate. What's not working? What can we do? How can we change things? What can we implement?" And that's when everything changed for me. I found a small mastermind. Do you know Julia Jones? She does Newborn Mothers.

**MARYN:** I don't know who that is. Mm-mmm.

**ANGELA:** She's awesome. So she's in Perth. And she was with Kelly Evans, and they basically were running this test master mind for birth workers because a lot of us are—we're obviously having the same problem. Nowhere to talk about money. Nowhere to talk about business. Profit was such a dirty word in this industry.

**MARYN:** Right.

**ANGELA:** And we kind of had this underground secret society. We were ten women. We would meet at her house. Literally, secret society. And I learned so much about legal information here. And then one day, Julia and Kelly said, "Look. Actually, we're going to close this because it's not something that we want to do anymore." And then the entrepreneur in me was like, "Hold on a second. This is great. There is a gap now. This is a serious niche. I'm really passionate about this. Why don't I create something similar?" So I just kind of let that go on the back burner. And then I kept doing business stuff. So essentially, my first year in business I made \$3,000 and ran at a loss which was the bad year. And the second year I made \$11,000, ran at a loss. Again, setting up the business stuff.

**MARYN:** Right.

**ANGELA:** And then the third year, I made over \$100. Three or four streams to my business. I've never felt more fulfilled. My business is sustainable. It's exciting. It's thriving. And I am really, really feel like I'm reaching my zone of full potential, and it's only—and I say this to every birth worker, every doula, every midwife, every childbirth educator, every Hypnobirthing person, whoever you are. It is humanly impossible to improve birth outcomes and experiences. It is humanly impossible to wholeheartedly serve the clients you work with if you are serving from an empty cup. It is just impossible.

**MARYN:** Yes.

**ANGELA:** And my mission over the last few years has been about—it's like not reinventing the wheel. It's just giving the power and the permission to passionate birth workers to amalgamate purpose, passion, and profit. "Hey, you love doing this. Awesome. How can you create your best body of work? How are you going to make mountains and move waves? How are you going to support your family and support your dreams? Let me give you the business strategy to do that." So a lot of it is just about the foundations and the fundamentals of business, running a business, being an entrepreneur but really industry specific because, again, it's my view that if we're going to legitimize our respective industries, if we're going to better the standard of care that women and their families are receiving, it all starts at the kind of work we're creating, the kind of professionals we are. So I've become super, super passionate about that in recent years. And everything I teach I learned myself by fucking up and getting back up again.

**MARYN:** Totally.

**ANGELA:** And making mistakes here, doing this, trying this, and that's what I do. I wake up every single more, and I'm like, "How can I just be the best version of myself? How can I be the best mum I can be? How can I be the best professional that I can be? How can I be the best business owner I can be?" And it's just this process of refinement and constant evolution and constant learning. And then I just pop that back into the sphere where I teach. So the course is called *Heart and Hustle*. It is an epic business course for passionate birth professionals. I am so not vanilla. This is not the business course for you if you just want to sit on your ass and work word of mouth and do two clients a month and don't care about making money. This is not the business course for you. I'm really all about trailblazers, game changers, women who really want to rock the socks off of this, and impact the people that they want to work with. And that's what it's about. It's about fire and integrity and compassion and being the embodiment of what birth work is all about. That's what this course is about.

**MARYN:** That's amazing. Yeah. That is your passion. I can hear it. That's what you are supposed to be doing in the world right now.

**ANGELA:** Thank you. Again, uphill battle sometimes because of the resistance. A lot of people are convinced that doulas should not make money, that midwives should not make money. But I'm not going to stop. I'm just not going to stop fighting on this because I feel like how long have women, in general, just fought to be seen let alone make money in our own businesses, succeed, and define their personal versions of success. Again, interesting and exciting crossroads, but I'm definitely in it for the long haul.

**MARYN:** Yeah. And so much crossover with birth itself, right? We're not worthy. We don't deserve that. And then we look at the outcomes and the way women are treated in birth, and we wonder—this is all being reflected back to us in all of these ways. So I think it sounds amazing. The divine feminine course by Angela.

**ANGELA:** Thank you. It does seem like this theme or this way of this stream that goes through everything is that women, no matter what they're doing whether it's business or birthing or politics or whatever, we're constantly kind of fitting into this narrative where we're scared to be seen. And we don't feel worthy. We don't feel this. And we don't want to do this. And I'm just so over. I'm so over that narrative. I want to see strong. I want to see confident. I want to see powerful. I want to see assertive. I want to see magic starting in the roots of our womb. And I want to see that translating to every multi-faceted part of our life. I'm so over safe, so over vanilla.

**MARYN:** Yeah. Because we are. We are all those things like a million times over.

**ANGELA:** Exactly. Exactly. Exactly. And what kind of birth worker—or how can I say this? What kind of birth worker could you be if you were afraid of being seen, afraid of being heard, afraid of upsetting or ruffling feathers? How could you possibly create your best work and really actually 100% serve the people you serve? It's not possible. It's just not possible. We need the guts and the glory and the go getterness in this industry right now which I'm so happy to see you see as well, Miss Entrepreneur. I see what you do. Don't worry.

**MARYN:** Oh my gosh. Well, in my words—and you might agree—it's just so old paradigm to continue on in sort of the masculine way like we were talking about. And I think the new paradigm with birth is that there is abundance, and it's limitless. And it's not—if you get some, I can't get some. That's ridiculous.

**ANGELA:** Exactly. Exactly.

**MARYN:** It's our own power. And that is exactly—we're turning right around, I think, and showing women this power. We can't do it for anyone. But we're showing them this, and this is the same power that brings them through these amazing births that we are witnessing and watching (inaudible). So it's the same thing really. It's the same thing.

**ANGELA:** I know. I agree. There's so many common denominators in all of this work, in every part of it which I think is cool because it's so easy for me to segue between doula and birth photographer and business owner and business coach and general lover of life and mother. It is all intertwined which is part of the fun of being a fiery woman like, "Oh, look at this. Let me put my hands in this. Let me put my feet in this. Let's make magic here." It's cool.

**MARYN:** Yes. Yeah. That is exactly how I feel. It's just a different fire kind of brewing each day and seeing where that goes. Mm-hmm. So I know you have to get off for the day and teach. I am so excited you were here. I think we have loads more work to do, so we're going to be in touch I'm sure and do that.

**ANGELA:** Absolutely. I, actually, am going to send you an email after this. Maryn, thank you so, so, so much for having me. Truly.

**MARYN:** Oh my gosh.

**ANGELA:** You are someone that I have looked up to for a long time, and I really, really appreciate you having me.

**MARYN:** Oh, likewise. I think we're both equally as fan girl about each other, so it's pretty awesome. Please tell our podcast listeners where to find you.

**ANGELA:** Sure. So there's a myriad of ways you can get in touch. If you are all about having some coffee and a glass of wine and want to look over everything I'm doing in the birth, baby, bump sphere, you can visit [angelagallo.com](http://angelagallo.com) or hit me up on Instagram at *angelawombwarrior*. Womb as in womb warrior. Alternatively, you can check out *Heart and Hustle* and all of that businessy goodness for birth workers at [www.businessforbirthnerds.com](http://www.businessforbirthnerds.com).

**MARYN:** That's awesome. And you have so much great material that everybody listening is going to spend the next hour and a half of their life checking out your stuff which they should totally do. I am just again so thrilled to have you here, and I can't wait to see what kind of work we can do together as we go forward in this world.

**ANGELA:** Thank you. Thank you so much. I'm excited to get back on and look at your midwifery enrollment now.

**MARYN:** All right. I love you, sister across the world. We are—

**ANGELA:** Me too.

**MARYN:** - so honored and so glad you were here today. So thanks for making time.

**ANGELA:** Have a beautiful time. Thank you so much for having me.

**MARYN:** Have a beautiful day. You're so welcome. And thanks for listening, everyone. Check out Angela's site, and as always, the [indiebirth.com](http://indiebirth.com) site for new information. We are opening up enrollment sort of unexpectedly for next summer with the Indie Birth Midwifery School. So check out [indiebirthmidwiferyschool.com](http://indiebirthmidwiferyschool.com). Have a great day.

**ANGELA:** Woo hoo. Thank you. Bye.

**MARYN:** Woo hoo.

(closing music)