



Simple Jewelry Bench Tips with Corkie Bolton of Metalsmith Society

THRIVE BY DESIGN WITH TRACY MATTHEWS

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Tracy: Welcome to the Thrive by Design podcast, episode 246.

Hey there, it's Tracy Matthews, Chief Visionary Officer over at [Flourish & Thrive Academy](#) and your host of the show today.

I'm excited to be here today. I'm bringing back a guest who I had on the show a couple months ago, her name is [Corkie Bolton](#). She runs an Instagram feed called [Metalsmith Society](#), where she helps jewelers with tips on jewelry making, so that you can, really, problem solve a little bit easier. I think we can all use a little bit of problem solving right now.

The cool thing is that I had Corkie on the show a couple of months ago to answer some of the questions that she gets in her community about running a business. Today, I asked her to share with us some of her favorite jewelry making tips.

If you haven't done so yet, make sure that you head on over to [@metalsmithsociety](#) and follow [Corkie on Instagram](#). Go check out her [website and her blog](#) because she has some great stuff for sale, and she's always offering really amazing tools and tips and tricks on how you can be a better metalsmith. She's pretty awesome.

Before we dive into today's episode ... Originally, this episode was supposed to be a couple of weeks earlier, but for obvious reasons, we've



pushed this back so that we could really focus on the impending support that we needed for our community.

Now, a lot of us are really thinking on how we can reach our customers directly, and there's a lot of ways that we can do that. My goal at Flourish & Thrive Academy is to really be the cornerstone for the jewelry industry to help you use all your chops, everything you got, to reach your customers directly, through your website.

I've been talking a lot, over the past couple of weeks, about how you can really position yourself, how you can operate and [move out of panic mode](#) so that you're more in creation mode, so you're thinking strategically and not just only focusing on what's in front of you right now, of where you want to go in the future.

We all know that one of the best ways to [recession-proof our businesses](#) and to avoid that single point of failure in business is to reach our customers through our website, using all the online channels to make more sales and build solid revenue streams so that you are protected. In case your shows get canceled, in case wholesale orders push orders back, in case the stores that you used to sell to close.

I've heard designers in our community doing so many creative things to support their wholesalers, and to figure out how they can replace that income from their in-person trunk shows and events that got canceled because we're not allowed to talk to each person for a while.

With that being said, we are bringing back tried and true classics that we ran last year twice called the [Train Your Customers Intensive](#). This Intensive is really designed to help you leverage the power of the internet, use all the tools that you have, to reach your customers directly, so that you are building a recession-proof business reaching your customers online.

In that workshop ... This is perfect for people who already have the basic foundations of growing a business solidified. You have a website ready-to-go, you're ready to roll with your email list, and you're ready to start building that email list so that you have a bigger reach.

You want to be able to leverage all the work that you've done in other areas of your business, to make more sales using your website as a sales tool, and all your online presence, I should say. If you are interested in learning a little bit more about that, then I would love for you to head on



over to flourishthriveacademy.com/tyc because what we all want is a more leveraged business model. We want to know that the work that we're doing is reaching our customers, so we're not relying on all these other sales channels to actually make a business.

So if you're someone who hasn't been able to crack this online code, but you have a successful business already, and you're trying to figure out how to get to that next level and, obviously, train your customers to buy from you online, we're getting started April 16th. Bright and early. I'm joking.

Just a little bit about the Intensive. It is a 12-week Intensive. You're working with me and my team of coaches. We'll be presenting an Intensive workshop, basically, style training that's live. You can join live, everything's always recorded, of course. You attend live, you can ask questions, during the workshop. Then you have a couple days to actually put into practice what you've learned, and you come back a couple days later and we give you feedback on your work.

So, we help you improve the process, you're getting our eyes on your business so that you're diving deep, and you're actually seeing results as you're doing this.

Now, I love telling this story. Designers have done things like sold out of their virtual trunk shows. One designer went from having three sales a month to, immediately in that first month in the TYC, getting to 16, and then to 20. She paid for the workshop right up front, and that number just kept building.

We have designers that were tripling their email list size and really reaching their customers, developing automations in their business that are selling within days of them putting them up. This is really designed to automate your business and get it to a place where you're selling in your sleep. That's what we all want to do.

Once again, if you're interested in learning more, head on over to flourishthriveacademy.com/tyc.

All right. I am excited because I want to dive into this episode with Corkie. [Corkie is the founder of Metalsmith Society](#). She is also a jewelry designer, Corkie Bolton Jewelry. She really has, just like I have a commitment and a passion to the business and marketing side of things, she really has a commitment and a passion to the metalsmith side of things. She really is



committed to helping you improve your processes, problem solve on the bench, and get more things done.

She's sharing some tips from our audience, and we're going to be linking all of the tips in the show notes, and also shouting out all of the people who gave us these tips so that we can give them full credit as well.

Let's dive into the episode today.

I'm excited because Corkie Bolton's back on the show. Welcome Corkie.

Corkie: Hey guys, really happy to be here. Thanks for having me again.

Tracy: It was so fun. We had the best ... When did we record that first episode? Probably December, it went live in January, and-

Corkie: Yep

Tracy: We had such a blast. People loved it, and we posted on both of our Instagram feeds, I feel like people were all, "Two of my favorite people!" So, we're like, "We got to go, we got to do it again."

So, I asked Corkie to come back this time to talk a little bit more about Metalsmith Society and some of her favorite jewelry making tips that she's getting from her community, et cetera.

Corkie, just briefly, because we went into this in our first episode and I'm going to do a little intro after we record, we talked a lot about your story, so why don't you just give us a brief background about how you started the Metalsmith Society, and we can dive right into some of your tips.

Corkie: Right. Can I interject here, too?

Tracy: Yeah

Corkie: It's adorable that you call it [The Metalsmith Society](#), we just call it Metalsmith Society.

Tracy: Excuse me.

Corkie: No, no, no. No, it's all good, but when I was listening to our previous episode, which I did and I was like, "Oh, this is amazing," but yeah.

Metalsmith Society, one thing I like to say about it straight out the gate is I still, to this day, I get people messaging about how they can join. I always



love to tell everyone, "Anyone is welcome. Whether you are a hobbyist, a professional jeweler, a student." We even have some teenagers that are just getting interested, so that's first and foremost. Everyone is welcome.

Just, real briefly, like you said, Tracy, if they want to hear the entire saga of my story, go back, listen to that first episode, because that was awesome getting to share all that with you.

Yeah, basically, we just had our two year anniversary in February, so that was huge. I always say, "We." I am the person behind it, but it is the whole community. It would really, truly be nothing if it weren't for all the members of the community. It's grown now, I think it's 118,000 people that are tuning in on Instagram. Yeah.

How it got started was I was looking to engage with other metalsmiths, other jewelers. I was looking to exchange ideas, and I knew ... I had done a lot of teaching at various small schools and workshops over the years and I knew that there were other jewelers out there that were into sharing their techniques, and teaching others.

I was reflecting a lot about the beginning, having just had an anniversary with it. In the very beginning I posted a photo of myself, and I was just like, "Hey, I just want to connect with some other jewelers, if you're down, come join me." Then I kind of rapid fire found some posts and created some of my own content, and I would reach out to people I found on Instagram and I'd say, "Hey, do you mind if I share this? I'll credit you."

That's how it started, and it's remained that way to this day. It's always been incredibly important that I'm sharing people's ideas, and that I give them full credit, and that we're never sharing anything proprietary that would allow someone to copy someone else's designs. It's never been about that. Yeah.

I think that covers all the faces of it. Yeah.

Tracy: Well, I mean, your potato chip tip was pretty cool.

Corkie: The which?

Tracy: Potato tip that you shared on the last-Oh. Yeah, yeah. Yeah. That was great.



Corkie: Oh. Yeah, yeah. Yeah. That was great.

Tracy: I love it. So, the purpose of this episode, I think when we connect we're going to be talking about different things, different topics. We're shooting this in video and audio, so why don't you show us your -- Oh, yeah.

Corkie: Yeah. Thank you. This is the 2020 Panther logo. I guess, if you're listening to this you can't see it, but head over to the page, you'll see it a little bit.

One of the greatest joys that I've had in the past few years is every year I get to hire a new artist and support them and pay them for their services to create an incredible design. Then, in a way, for me it's like a collectible. I know there's a few others that feel the same way, so that part's really cool too.

This'll only be available this year.

That's amazing. Well, I'm going to go buy one after the show. Thank you.

Corkie: Thank you.

Tracy: Okay, awesome. So let's dive in. We're going to dive into as many tips as we can-

Corkie: Okay

Tracy: Time allotted. So why don't we dive into tip number one for metalsmithing. Because the cool thing last time is you share the story about how you got into it. You reach out to a friend, you had a project for an opal, I think, and you weren't sure how to get it out of the setting, or something like that, and so your friend told you to just wrap it in a potato-

Corkie: Right. Yeah.

Tracy: And it was going to keep the opal cool enough so it didn't break.

Corkie: Yes. While soldering. Yes.

Tracy: Yeah

Corkie: That was, it was using a potato as a heat sink. Since then, I've also heard of people using apples, as well. Just throwing that out there.

I always like to say, if you are hearing this and you have a piece that you need to solder on that contains stones, use with caution, of course.



Because something like that, I'd call it unstable, at best, but it's worked. I mean, we just had a member of the community, the other day, tag me in some stories that the potato did work for heat sink for them. So that was really rad.

Tracy: Amazing. Amazing. Okay, cool. So let's dive in.

Corkie: Okay

Corkie: Tip number one ... The tips that I chose for tonight, I like them because they don't involve tools that cost a lot of money, and they are fully accessible and helpful for beginners, and also for people that have more experience.

So the first tip that I love was shared by [@pyrus_designs](#), and I'll send you all of these so that we can put them in the show notes, to credit them.

Tracy: And credit them-

Corkie: Yeah. Perfect.

Her tip was, and there's some great visuals on Instagram if anyone wants to go back and reference them there, to take either your honeycomb block or your Solderite board, which are both surfaces to solder upon, and what she did was she drew lines with Sharpie, and she did them perfectly perpendicular. This allowed her to have something to reference so that her pieces are centered and aligned while she's soldering, which I love.

For example, if you have a necklace and you line it up with those lines, and then you line up the bail when you're soldering it on, you now have a visual to make sure that things are on their [inaudible 00:13:22].

Tracy: Oh, awesome.

Corkie: I thought that that was a really cool one, and very helpful. Once you have those lines on there you can find yourself using them for all types of soldering projects-

Tracy: I have a question for you.

Corkie: Yep?

Tracy: Can you link me to the videos where you show this stuff?



Corkie: Yeah. Sure.

Tracy: Okay. Cool. So we'll do that, you're going to explain these things and then, in the show notes, you want to head on over to the episode show notes, we'll link it in the podcast episode, I'll share the link in the intro and outro. We'll link to all of these tips, and we'll show you a video tutorial as well.

Corkie: I mean, I was going to save this for the end, but I could just tell you about it now. There's a new feature on my website called the Tip Search. Okay?

Tracy: Okay. Cool.

Corkie: So, literally, Tracy, you could do this right now, if you went to tips.metalsmithsociety.com and you searched for soldering, or honeycomb, honeycomb's even better because it's more specific, this tip will pop right up. Oh, cool.

Tracy: Oh, cool.

Corkie: Yeah. So, essentially, this is a page on my website now that allows you to find tips within the Metalsmith Society Instagram page, because now that we've done over 800 tips, it's really hard to find something.

I just released this this week, I'm so excited about it because even when I was making this list for the podcast tonight, I was, oh, boom, boom, boom. I found them within seconds. I didn't have to scroll-

Tracy: great search tool.

Corkie: Thank you.

Tracy: Yeah. Amazing.

Corkie: Quick shoutout to my patrons and people that support the page by buying shirts or whatever, they made it happen, because if I hadn't had the funds, I would have never been able to make that dream a reality. So thank you.

Anyways. If you want to check out that honeycomb tip, just type in honeycomb in the search.

All right. Tip number two. This was the biggest tip of 2019, and I feel like it's still a big deal in 2020. It has not gone away. This tip was shared by [@marionwild](https://twitter.com/marionwild). Essentially, what she did was she took a pair of cross locking



tweezers and she just popped a binder clip onto the bottom of them and created her own third hand.

This has been, I say it was the tip of the year-

Tracy: happening there.

Corkie: Right. Basically ... I know, that's why it's interesting. I was thinking about this, talking about tips on a podcast, I'm going to have to be very illustrative with my words. Yeah, it's taking those cross locking tweezers and now providing them with a stable surface.

Lifting them up into the air if you wanted to solder earring posts onto a piece. You suddenly have this, somewhat adjustable too, third hand. I thought that that tip was amazing because anyone anywhere in the world can get a binder clip, or paper clip. You know what I'm talking about? I hope I'm calling it the right thing.

Tracy: I use binder clips for chip holders, it's not really a metalsmithing ... Well, but instead of a chip clip, I use a binder clip.

Corkie: I mean, Tracy, that's a hot tip right there for the pantry. That's, I like that one.

Tracy: binder clip tips.

Corkie: It's funny, too, because ever since starting this page I get really excited. It's like I have a one-track mind for tips. Even my jewelry friends will just be showing me stuff and I'll be like, "But, can we talk about this? I want to share that." They're great, they love me for it.

All right. You want me to move on to the next?

Tracy: Keep going. Yeah, let's do it.

Corkie: All right. The next tip is ... And actually it's funny, I have a theme for the first few, soldering tips. Those are the kinds of things that a lot of people are looking for, especially the self-taught peeps. Shout out to all my self-taught smiths out there.

Using a penny as a soldering crop. Okay? So, the penny does need to be prior to 1982 because those-Oh, an old school penny.



Tracy: Oh, an old school penny.

Corkie: An old school penny. If you find it on the ground and it's prior to 1982, it's extra lucky because it's copper. So, this one was shared by [@kkbmetalstudio](#). Yeah, when you need to hold things in place, like lift up something, let's say ... I'm always going back to these examples of soldering a bail onto a charm or a pendant. A lot of people struggle with this. Sometimes the penny can be that perfect height to just give your bail a little lift.

Some people have said, too, if you're creating things like this, soldering props, it helps to dirty it, quote-unquote, by just heating it up and letting it turn a little dark and whatnot so that it's less likely to stick to anything.

Yeah, I love that because anyone has access to a penny, most part.

Tracy: Using -- before 1982.

Corkie: Yep. It has to be before 1982, and it's funny?

Yes. Yes, yes, yes. I was '85. I had to think about that for a second. I'm 1985. So, yeah.

This tip, any time someone shares it in a story, like, "Yes, this tip rocks," I have to make sure that I say, "Prior to 1892." I have to add that disclaimer because every time I'm re-sharing it, someone might be seeing it for the first time, and it would be an epic fail. I think they, I can't remember, I feel like they just melt, or something. I don't know. It's not good.

Tracy: What are pennies made out of now? They're not copper?

Corkie: Oh, I'm going to have to Google this. No, they're, I feel like ... Let me see. What is a penny made of?

Tracy: We're Googling it for your live show.

Corkie: Okay. It says it's mixed with nickel.

Tracy: Oh, maybe that's what it is.

Corkie: Might be. That kind of sounds like it would still be okay to ... Sorry that we're off on this digression, but I kind of can't, I have to know. I feel like it's



zinc, too. I feel like that's the problem. Oh, my gosh. I can't find it. Okay, let's-

Tracy: Well, we'll find it, can Google it yourself-

Corkie: Yeah. Yeah, yeah. Yeah, sorry. Sorry, sorry.

That's a thing, too, with me, I get distracted and then I'm like, "I need to find this out."

I'm pretty sure it's zinc though, and it's not as much copper as it once was. I feel like it's more of a plating now.

Tracy: Just like a splash of copper on the outside to give it the color?

Corkie: Yeah, basically.

Tracy: It's copper plated.

Corkie: Yeah

Tracy: You scratch it too hard, you might get ...

Corkie: Yeah. All right.

Then, for my next few tips, and we're breezing through these quick, but one of the big helpful tips and themes on the page has been people's creative usage of tape. It falls under two categories. I was going to start with the double sided tape.

We've had so many amazing tips that have involved double sided tape. So if you're listening and maybe you don't have a roll in your studio, definitely go get some because it's so helpful.

Tracy: Is it that thin double sided tape like you would use to wrap presents, or are you talking about ...

Corkie: Both. Some people-

Tracy: Thicker, you know that thicker stuff that's kind of spongy?

Corkie: Yep. Oh, my gosh, my mind is just going, because have people showed all types, and there's actually a third category of the paper kind, it's-

Tracy: Oh. Yeah, yeah-



Corkie: Thin and papery. This first one is with the double sided tape that's more like paper, and this was shared by [@mooncoocoo_jewelry](#).

She shared this awesome image of her bench pin, if you can envision it, and she laid out a piece of tape and then she had these teeny tiny silver stars. She lined them up and she stuck them to the tape, and then she just sanded them. So she was sticking them to her bench pin, instead of having to hold the star, she reversed it and she-Oh, my God, that's so hard. Your-

Tracy: Oh, my God, that's so hard. Your-

Corkie: Yeah. Ugh.

Tracy: little tiny things.

Corkie: Yes. I mean, honestly, any time we can share a tip that saves people's hands or makes a job less tedious or more effective, that always gets me super excited. Genuinely. Because your hands can get so beat up with this line of work, and so any of these little things that can make it a little easier ...

We also had, recently [@jessjewelry](#), she wrapped the tape around her finger and she stuck the small item to it, and then she sanded like that. Sanding like you're rubbing the finger across the sandpaper.

Tracy: sanding like you're rubbing the finger across the sandpaper.

Corkie: Exactly. I've done that as well. I've taken, if I have something that's flat and wide enough, I'll take a little painter's tape and almost tape a loop onto the top of whatever I'm sanding, and then I use that to sand, do my figure eights on the sandpaper because, again, you're saving your hand from having to push down so hard or to have to grip the edge where you're sanding your fingers a little bit.

So, yeah. I love that. It's like you have ... You can either, with that double sided tape, you can either wrap it around your finger, or you can put it directly onto a table, a flat surface. So, yes, I love that.

Then, this other one, I thought this was really interesting. This one came from [@quiettimejewelry](#), and she uses the double sided tape that you referred to, Tracy, as more like you'd use it for wrapping presents. More of the clear. Honestly, I feel like you could probably use whatever, whichever,



but she actually used it to take a ring shank, so, a work in progress, she took her ring shank and she laid a piece of the double sided tape on it and then she used it to temporarily hold and position bezels so that she could check her design prior to committing to it.

I love that. I love this idea of thinking about how you can hold something, and even as I'm saying this, double sided tape while you're photographing your jewelry, positioning things, using it to temporarily hold stuff. I mean, the list goes on and on, the stuff is amazing. You know?

Tracy: It's a miracle invention.

Corkie: Yeah. It really is. Honestly.

Tracy: Less than a dollar.

Corkie: Yeah. Seriously. Then, she also, [@quiettimejewelry](#), she also uses it, which I thought was great, and I think we've also shared this, other iterations of people doing the same thing, but she uses it to tape down pieces that she's hammering directly onto her still block so that while she's stamping them, or doing a little texture, they're not flying away.

Tracy: Oh.

Corkie: And I have to think, "Okay, the tape being underneath the thing, I think that's totally fine, you're still going to get a nice, deep impression, but your pieces aren't going to fly away everywhere."

Tracy: Exactly

Corkie: So that was, the day I posted that to ... Every once in a while we get, what I call, a two-for-one, which is you get a tip about this, but there's also this other little tip about that, which is my absolute favorite.

Then, another tip with tape, a tip tape, is, it's similar to what the previous jeweler did with her ring shank, but this one comes from [@adornedsmithingco](#). She does, oh, these gorgeous pieces where there's tons of stamped out, sawed out elements that might surround a stone. So what she does is she uses the tape to lay her work out, again, prior to soldering. It's, literally, just using this tape as a place to hold all these tiny, delicate pieces all together.



And, as I'm saying that one, I'm also thinking about the fact, and now I'm going to hit myself because I don't know who exactly shared it, but it's definitely been used to stick stones to cardboard and index cards for stone storage, or even people have used double sided tape to store works in progress.

For a lot of the people out there, the folks that have 30 bezels in progress with 30 different rose cut cabochons. Some people number the bottoms, but another way, if you wanted to store it, is you could just put double sided tape on the surface and then just stick all the stones with their bezels and only pick them up when you're working with them.

Tracy: I've done that before, because I had several pieces before. You're laying out a design, and the stones look, from the drawing, you can't really tell which stone would go where, so I take the drawing, put the tape on it, and then stick the stone on there and then hand it to my jeweler. I'm like, "Here you go."

Or, I was working on this rose cut diamond necklace, years ago, it was a really expensive piece. She kept trying to make these weird adjustments, "Can you shorten this chain a little bit, and make this longer?" So I had to keep the stones on the tape and move them around. She's like, "Can you move that stone here?" I was just like, "Argh!" But it was really helpful because the stones didn't fly everywhere. It's expensive materials and it kept it all contained in one place.

Corkie: Yeah.

Tracy: Super cool.

Corkie: Yes.

Tracy: I never even knew I had a Metalsmith Society tip.

Corkie: Yeah. I don't know how many tips that was, just out of tape. Maybe six. I encourage everyone, after they're done listening, head to tips.metalsmithsociety.com. Just search the word tape and you'll see them all, and more because there's tons that I don't even think of.

Those are the ones that came to mind, that I wanted to share with your community because I love that they're easily accessible to anyone. They don't require a lot of money. If I may, I'll share the tip that we shared today.



Tracy: Yeah. Let's do it.

Corkie: One thing is, this tip is actually a repost of my own tips, basically saying, in the two years I've been doing this, I've had original content, new content, almost every day, pretty much. I don't really share the same tip again.

But this one, I had to. For two reasons. It's about chainmaking. We do just a fun challenge within our community every month, where people vote on a theme and then just make a project that's, maybe, outside of the normal work that they do. Because sometimes we can really get bogged down with our own production lines, and it can be fun to do something that's not maybe your style.

So this month people are making handmade chains. It's really cool to see some of the pieces coming out, but in any regard, this tip was shared, probably, two years ago, when I first started out the page. I really felt it was deserving of a re-share. So, today's tip was from [@goldandjayejewelry](#). Basically, she took two, I believe, in this particular image it's of brass, but it could be copper. She took two rods, soldered them together, and bent them at one end apart from each other ... This is probably going to be tricky to describe on a podcast, but I'm trying my best.

It's like a T-shape. So the two rods are soldered together, and then they come out and form a T. By soldering these two rods together, and you can do any size you want, you now have a really nice template for an oval shaped chain.

And, the added bonus is that where the T separates, it's the perfect place to put your saw blade and, literally, just saw the mouth. It's a two-in-one cutting jig and oval chain maker.

Tracy: Amazing,

Corkie: Yeah. I was really, really excited about that one today, and lots of people chimed in and it was a great conversation. That always makes my day.

Tracy: That is awesome. Well, Corkie, thank you so much for being here again. These were great tips, and I can't wait to have you on the show for the next series of tips soon.



Tell us where people can find you on Instagram, share where they can buy your sweatshirt, and also share, once again, where they can search your tips on your website.

Corkie: Thank you so much, Tracy.

Yeah. Definitely join our community [@metalsmithsociety](#) on Instagram. We are, really, only on Instagram, I do have a Facebook page, but we're not very active on it, so please join us over on Instagram.

Please head over to my personal jewelry page if you want to connect with me that way, it's at Corkie Bolton Jewelry. The website for Metalsmith Society is [metalsmithsociety.com](#). We do have the Society shop there, you can find tons of ways to support the page. Honestly, I probably have too much merch, it's ridiculous.

There's bomber jackets, and beanies, and stickers, and yeah, all types of stuff like that. Yeah, support of the page has helped create this new Tip Search, so if you want to find that, it's [tips.metalsmithsociety.com](#). You can type in any topic, and if those words were in a caption of a tip, those tips will pop up in your search.

Tracy: Amazing.

Corkie: Oh, can I say one more thing?

Tracy: Yes.

Corkie: This'll make you proud. Join my email list.

Tracy: Yay!

Corkie: Join my email list, that's huge for me. You can just head over to [metalsmithsociety.com](#), a pop-up will come up, and then if you join, you'll never see it again.

Tracy: So, okay, when they join your email list, are you sending out the tips via email?

Corkie: Oh, my gosh. Tracy, I feel like my email game is on point. I send out a lot of stuff. Blog articles. I send out the tip of the month. Yeah. If I'm doing something, like being on your podcast, I let people know about that because, let's be honest, in this day and age, there's a lot happening on



Instagram. It could be easy to miss things, even from some of your favorite content creators and from your favorite communities.

So, yeah, the email list helps me stay in touch with people. I've also found ways now to really interact with people. I have an email that goes out that asks people to reply back to me if they have a tip request, so that way I can really engage with people on a deeper level.

Tracy: I'm really proud of you because I recommended:-

That you did that a while ago. I'm like, "You have all these Instagram followers and you don't have an email list."

Corkie: Yes. Yes.

Tracy: So, good work. I'm so excited.

Well, Corkie, thank you so much for being on the show. We are going to have all the details in the show notes and in the description so that you can find all of these people that Corkie mentioned. We're going to give credit to everyone who gave these tips, and a link to the tips page, and the merch page, and all the things that you can support Metalsmith Society.

Not The Metalsmith Society, but Met-

Corkie: Yeah, I'm sorry. I had to say it. I meant to mention it to you, I didn't mean to put you on blast on the podcast, but then when you said it again, I was like, "Oh, I got to tell her." Not a big deal.

Tracy: I have a natural tendency to add a 'the' in front of things that are something. You know what I mean?

Corkie: Listen, me right here, I'm the most guilty. *The Facebook*. Even The Instagram.

Corkie: Listen, me right here, I'm the most guilty. *The Facebook*. Even The Instagram.

Tracy: Yeah.

Corkie: Yeah.

Tracy: Well, I hope it's not as bad as *The Facebook*.



Corkie: No, me though. I do do that, so I'm calling the kettle black, or whatever the expression is. Yeah. I'm very guilty of it.

Tracy: Awesome, girl. Thanks for being here, this was fun.

Corkie: Thank you, Tracy, so much.

Tracy: Bye.

Corkie: Bye.

Tracy: Wasn't that a fun episode? I guess if you have to stay in you might as well make some jewelry. So go ahead and implement Corkie's tips into your business, and make sure that you go follow her on Instagram. She's [@metalsmithsociety](#), you can also find Corkie Bolton Jewelry on Instagram.

I'm excited to be here. We'll be bringing back some more goodness next week. If you'd like a little help training your customers to buy from you online, remember, apply now for our TYC Intensive. Train Your Customers Intensive. Head on over to flourishthriveacademy.com/tyc, get your business continuing to move forward. Be strategic in what you're doing now so that you're positioning yourself as the go-to brand, and after we're all out of this stuff, coronavirus begins, you are leveraged and focused on what needs to happen to grow and move your business forward.

And you have the tools because you've already implemented it. You're making sales right now.

Thank you so much for listening today. This is Tracy Matthews signing off until next time. Bye-bye.

Links:

[Metalsmith Society Website](#)

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[Follow Corkie on Instagram!](#)



Episode #234: Top Business Questions From The Metalsmith Society Answered

Train Your Customers to Buy From You Online

List of Financial Aid and Business Resources for Makers, Designers, and Artists

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