

TOP PRODUCTS

SHANNON BARNARD *CREATIVE DIRECTOR, K9 BYTES*

"I always wanted to work for myself," Shannon shared. When she and her husband had an opportunity to buy a computer business in 1996, they jumped at it. "I loved owning the business, but computers aren't my passion."

She found she missed creating things with her hands. "To satisfy this desire, I started a website to sell my handmade creations. It's the pet products that sold and that I loved making the most." She changed the focus of the site and started K9 Bytes – Gifts for Pets and Pet Lovers. "It's the perfect fit of my passion for both pets and creating a fun, useful product."

Who inspires her?

"My English Cocker Spaniel, Rogue inspires me with his playfulness, patience and simple joy of life. His wagging tail and soulful eyes make me smile every day."

Overcoming obstacles

When asked, Shannon said that reading positive comments from her customers keep her inspired and motivated and helps her overcome obstacles. "If I doubt myself or am feeling down, I just read through my testimonials. I have great customers!"

Customers matter

The best piece of business advice she received and incorporates into her daily business is to focus on customer service. "It's easier to keep a customer than get more new ones, so go that little bit extra let them know they matter."

Entrepreneurial advice

"Always do your best. That's what I do," she shared. "I start my day with a short meditation and writing in my journal. This helps to set a focus for my day."



K9 Bytes

Gifts for Pets & Pet Lovers

k9bytesgifts.com

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