## Robyn Schiller (00:35):

Welcome back to the journey on podcast. This is Robyn Schiller and I'm taking over the microphone this week for a little special series that I thought up, you know, Warwick has had so many interesting guests and talented horse people on the podcast. I got to thinking that it would be nice to meet some of their significant others. You know, I already know some of them and they're incredible human beings. So I thought I would do a series on some of the strong women behind the men that were cause interviewed on the podcast. And if you listened to episode 50, I went ahead and answered the questions that I'll be asking some of my guests. So you can get an idea of the behind the scenes and the why behind the relationship kind of thing. So this week I T I talked to the incredibly talented Pia steers.

## Robyn Schiller (01:21):

She is Dan steers, his wife, but more importantly, she's a mother, a veterinarian, and an accomplished horse trainer and competitor in her own. Right. I met Pia. I've met Pia a couple of times, but she actually gave me a Roman riding lesson in in New Zealand at equities. And let me tell you it's way harder than it looks, but she did keep me on top of the horses for the most part. And she does a great job teaching. So she's just a wonderful, wonderful lady. And we had a lovely discussion that I'm excited to share with you today. So here is my talk with Pia steers. All right. I am here with Pia steers from where Do you live right now?

## Pia Steers (02:09):

Well, I'd call it 10 worth in new south Wales, Australia. So, you know, it just have a lot of time with him. It was home for us,

# Robyn Schiller (02:18):

Right. And Pia is the wife of Dan steers who is half of the double Dan's. And she is the first significant other that I am interviewing. So we're going to get through these questions that everybody wanted to know and get to know more about Pia. So why don't you just kick it off, tell us, you know, tell us about your background, who you are and, and then we'll get into the whole, how you met Dan and, and all of

## Pia Steers (<u>02:48</u>):

That. No worries. Well, I've been involved in horses all my life. I grew up, my dad had ice powered stuff. We were involved in the breeding and then yelling styles and didn't do any racing with the thoroughbred and he'll say hurt Australian stock horses. So we're involved again in the breeding training, showing competing camp drafting side of things. So I hosted the thing my life since day dot and it's familiar. Yeah. So it was a natural progression of, you know, the vet, was it our farms three days a week standing there? So I said, well, I'll be a vet. Straight off to school, went and did my vet degree and enjoyed that career from there on in and that sort of worked obviously compliments well with what I do. So yes, I'm definitely not the professional trainer of what will not a professional full-time trainer, obviously just a part-time one.

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Robyn Schiller (03:40):
Right. And where Did you grow up?
New Speaker (03:41):
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I grew up in Western Australia. And so we were on the west coast of Australia and it was a nice area, you know, there's, it's dry in summer and winter land. We had green grass all year round, so a little bit different to the droughts conditions that we have experienced since moving to Tamworth at times.

Robyn Schiller (04:00):

Yeah. So, so you said you were, so you went to vet school. Where did you go to vet school?

Pia Steers (<u>04:05</u>):

I went to vet school at Murdoch in WA. Again, it was about two hours from home, which suited me perfectly. I'd moved to Perth the Monday through to Friday, usually Friday midday for me. And then I come home and all that, which you don't have to a competition or you know, just come back to the farm and work on the farm on the weekends with dad and dad.

Robyn Schiller (04:23):

Okay. How big was the farm?

Pia Steers (<u>04:26</u>):

It's 200 and IDI cause. So we normally ran between 150 to 200 thoroughbred horses there. And the feeding, that was a good part-time job for me going through uni. It meant, I think, deadlocked and visited him every weekend. And I locked it, so it was actually a pretty easy job and it was something that I was used to and very flexible as well. So, yeah. And then just ride young horses when time permitted all the competition horses during competition season.

Robyn Schiller (04:53):

Okay. And camp drafting.

Pia Steers (<u>04:56</u>):

So that went well, sit, Dan and I did that together and I'm sorry to fourth and fifth year of uni. We were on a leased property and we had lots of access to cattle. So we'd worked cattle all week and then capped off every weekend. So it was a pretty good laugh. I've heard that anyway.

Robyn Schiller (05:12):

So, so where did Dan come in? How did you meet?

Pia Steers (05:16):

We met when art. Well, we first met when I was 15. He was the fairy as a Francis kind of to debts done and no, that was easy. It was like, oh, look, young boy. He's my age, he's into homelessness. And I'd also worked from there. We were 16 when he was 17, when we first got together and we've been together for nearly 20 years now.

Robyn Schiller (05:41):

Wow. I didn't see, I didn't know that about you. Yeah, no,

Pia Steers (<u>05:45</u>):

It's all grown up together really well. It's good. Yeah.

Robyn Schiller (05:50):

And do you have two kids?

Pia Steers (05:52):

Yeah, we do it. We have two kids. They've just got five and nearly seven. She's very, I was very keen to tell us this is very, nearly seven, not six anymore. So yeah, they they're here obviously with the horses and the country lifestyle as well.

Robyn Schiller (06:09):

Okay. So, all right. So let me back up. So you guys have been together for a long time. What at what stage did the whole Dan and Dan

Pia Steers (06:22):

Start like that? Yeah, they well they met, we've probably been together for about four or five years when they met. So we met at a camp draft and then progressed on to doing some entertainment shows together and oh, Cabela in Western Australia, I got a job together. And then from there, you know, always came to shoot for the stars. I was like, well, that's it, we're moving to the east coast. West of Australia is nice, but it's a lot smaller than the east coast of Australia. So in terms of horsey policy opportunities. So that was our choice. So we moved across in 2009 new south Wales. And that was an interesting move because Ben, James, these sort of a fly by the seat of his pants kind of guy, which works well, he had two shows booked and no more plans after that.

Pia Steers (<u>07:10</u>):

Like we'll get to the east coast and make a plan. So definitely I had to leave a good vet job that I'd had. And it was definitely a long-term job that I had sort of sad to leave that one to move to the east coast and on the very calculated one in the relationship. So I had a log book and we wrote down every bit of fuel that was across the Nullarbor pipelines to know how much it was per liter to know that if we got to the east coast, we did that two jobs, we got no more money. We got that bank balances down. How much money do we need to get back on with the amount of fuel? So that was sort of my role in that one sounds familiar again. And then we had friends, family, friends. I said, you know what, go until you've got no more money left and then we'll pay for your fuel to get fine with that's what happens. And

Robyn Schiller (07:59):

Obviously, yeah, obviously it all worked out.

Pia Steers (08:02):

Yeah, yeah. You know, it'll do well. I was gonna say we have six horses, two dogs, and two of us in the truck and we're moving at Easter with, you know, we had friends to stay with, but we hadn't had time in a residence in that stage. That was a big thing to do at that age.

Robyn Schiller (08:17):

Yeah. And where were you working where you said you left a vet job?

# Pia Steers (08:20):

I had a job down with Herod on-scene bomb brace. So that was a really lovely equine and small animal clinic, but I did predominantly equine work there and there was a lot of therapy and reproduction, which was what I was used to and what I loved as well. So it was a nice, it was a good job and I didn't have plans of leaving there. And it was always, oh, I'm sorry, I'm leaving nice. But if I come back and I'd love to come here again, keep the door open. Yes, certainly.

## Robyn Schiller (08:47):

So you made the move and did you go back to work? Did you, do you kind of talk us through that

## Pia Steers (08:55):

Sort of moving to the east coast? I'm like, well, the opportunities, there are so many amazing big vet clinics, you know, the ones you like, you get a job in one of those just, you know, keep on going, get into specialty, really thrive in the veterinary industry. And, you know, I had ambitions that we Mo I suppose, ideas that we might end up in an area close to one of those where we found a place to lease, which was a great place for us to lay. Like it really suited us at the time. Unfortunately, the nearest equine planet was an hour away. So it just wasn't going to be feasible, you know, particularly with after hours. So I ended up getting a job. Then I had to beg, borrow and steal to get the job at a local mixed animal clinic. But you're nice at all though. They'll make an allowance for me and let me in on a few different conditions. And, you know, I sort of had to Polish up a bit on my cows, sheep, pigs, and alpacas. Thankfully tried to see equine west at the time. And I worked part-time in that clinic there for a couple of years.

# Robyn Schiller (<u>09:51</u>):

And so that brings us to, to now, so you, that you have the kids, you live on a property in Tamworth. And so what is your, so what is it, what is the business look like now?

# Pia Steers (<u>10:03</u>):

Now in terms of veterinary side of things? For me, I, when we moved to Tamworth six years ago, I started a mobile practice of my own. So I had already been doing a little bit of work. So I mainly do reproduction and dental work where possible I have them come onsite to our farm. I've set up a good little clinic. Just a small scale. Obviously we told them at rest of our horse facilities. So I do a bit a bit work there, but it is limited due to the fact that Dan's often away with clinics and shows and I've got two young kids and, you know, I have clients, they ring me up, we've got to cut leg. Can you come and say, yes, I can, but you know what I'm going to have to bring to your kids, or there's some other vet clinics in town that can help you. But I enjoy the work. So I try to do as much as I can, but still make sure that it fits in with our life as well.

## Robyn Schiller (10:50):

Yep. And so you mentioned before we started recording that year that you compete as well. And so, so tell me what like how many horses do you have of your own? How many are outside horses and what, what are, what is the show schedule like and the clinic schedule like?

Pia Steers (11:06):

Sure. Well, since having kids, and I think I've sort of done the classic and I didn't plan on doing the classic of, you know, you really cut down on how much you end up getting out there and showing, and, you know, particularly being on the east coast of Australia. So all of our family, Dan and mine are on the west coast, so we don't have that family support, you know, and then he can come over and look after the kids. So, you know, if I got a show, we've got to work it out between the two of us. So I'm on showing since having children has definitely reduced a lot and I've just been getting back into it in the last two or three years. And it's really been, I think dabbling is the better word rather than showing. You know, in the last two years I've done some cow horse competitions for the first time I've done some stuff, wins challenges, which is sort of like a reigning style pattern. And then I can draft component as well. The camp drafting is definitely my strength at this stage. But I'm working on the rest of it. I have showing stock horses recently as well through to national level, but it's on a very, you know, we laughed that we went to nationals this year. Dan took three, four year olds, all of clients. And I took one four year old because that was realistic. Like taking what three horses and the time that it takes me to get one done the rest of my jobs. Yeah.

# Robyn Schiller (12:19):

Right. You know, it's, it's funny. In the, in the first episode I answered all these questions and I introduced this concept that somebody told me they named it, the invisible workload. And so I think that's what you're kind of referring to, like as the mom and you know, that we have so many things that we do, and there's also then this invisible workload that we take on. Right. So I thought I'm gonna just make a list and see how many I can come up with. And I had, I had like covered a piece of paper, but just everything from, you know, shopping for food, remembering birthdays, you know, paying the bills, keeping track of everything, you know, there's just a gazillion of those invisible workload things. So what, what if does that spark anything in you like, oh yeah, this is, this sounds familiar. And here's some of the things I do.

## Pia Steers (<u>13:21</u>):

Yeah. Yeah. Most certainly. I mean, you know, we're sort of a little too young for too many extracurricular activities at this stage. You know, we just got on the swimming lessons, but you know, the ponies luck, you know, that's probably a big thing is, you know, once they're on the arena with Dan, he sort of, he steps in and helps out. But in terms of, you know, catching the ponies, getting the kids ready to even just a ride, like put riding clothes on, you know, it often is addressing gunboats, but we're out there you know, booking in for planning club and that stuff. And then, yeah, like you said, all of the household jobs as well, you know, the cooking what's for dinner, that seems to be a really common question. We'll find some meat and veggies we ate, we ate healthy, you can show. But yet, so isn't the donkey mind you need to get organized and then, you know, general household and garden and property maintenance as well. Actually, it's a really big thing around here that I take a fairly big rolling.

# Robyn Schiller (14:13):

Do you, how many acres do you have there?

#### Pia Steers (14:15):

We're run 129 is here. So and probably more horses than we need. That's always a constant battle around the place, but you can never work out who doesn't deserve to have their place here. So they all get started.

Robyn Schiller (14:30):

So how many is too

Pia Steers (14:31):

Many this currently or 50 horses on site at the moment? You know, some of those are managed in yards, but where possible? We like to notice them in great products and keep them happy with companions. We're fortunate we have this really lovely Rocky outcrop on our property. And so that's just one paddock with, and so we put out youngsters, they were yearlings, I suppose there are now two year olds as of the first festival August. But we try and put the young horses out on the Rocky Hills. So they get that bit of chance to be horses and workouts over some different terrain. But you know, they're all in paddocks where they can have their companions around them.

Robyn Schiller (15:08):

Right. That's awesome. Okay. I'll get into, so, so we've kind of covered some of, some of the questions already. How so? How did how did changing, how did having kids change the dynamic for you

Pia Steers (<u>15:23</u>):

Too? Oh, again, we went in there completely naive. We're like, no, the kids are going to fit into our lifestyle. We're just going to keep on going along as we are. We have a great life. It'll be easy. And why don't people is actually possible. I think Zara did about 30 flights in the first two years of her life. You know, I flew her to clinics one kid. Again, I can get someone to help look after a baby, you know, before they're to mobile was quite easy. You know, we'd find a clinic areas so that I could keep going on the road and stand and we had it really well. And then when number two came along, Tom we decided that it was time for me to step back and set home while he went on the road. And he'd often take someone else on the ride with him as well, just to make it easier in terms of a teaching situation.

Pia Steers (16:09):

And I think part of it's probably slowed us down more than a year and a half into full-time schooling at this stage. So we haven't had too much in terms of getting to clinics, getting to show us and all of that, but you're getting down to the uranium as well. That sort of makes it a lot more difficult now that I'm the kids now at a great age where they can come down and play in the sand or if they want to ride a horse and then woke up or they'll just occupy themselves in the hardship hours.

Robyn Schiller (16:43):

Yeah. I think that, I think you're over the worst part. You know, the, the, when they're little, little they're easy, but then that two to four, when they first become mobile. Oh my gosh.

Pia Steers (16:53):

Yeah. What are they eating? What are they doing? Where are they going? Yes. Early on. Yes. What I have when I used to have the quarter caught down at the arena and I was like in the shade, here's your protocol? There's food, there's drinks, there's toys in there. You can't hurt yourself. I can wave to on every single that I do. If that's what we need an emotional day, we display the every circle. And that worked really well once those two and I realized I could get out on the Florida card. That was all set the difference. Yeah. Yeah. What

## Robyn Schiller (17:24):

What kind of, so you, so you guys have, have started doing the shows. This is, you know, of course we're talking, COVID not out of COVID time. What other things do you do together? Do you have any hobbies outside of horses? I know that's a funny question.

Pia Steers (17:44):

We just do horse's debt debt, which is AFL football. But other than that, it is horses. We'd go on a holiday. It's usually we run a clinic and have a holiday. We go to Western Australia to see family and run a clinic and run horses. And we just do horses nearly 24 7. And I suppose that's what we both it's normal for us though. That's that's normal.

Robyn Schiller (18:09):

Yep. When, when people bring up that question, I'm like, what's the question again?

Pia Steers (18:14):

Yeah, yeah. I'm thinking, I suppose people might be play tennis and ride bicycles or something.

Robyn Schiller (18:20):

Yeah, kind of a foreign question. Yes. They want to know who wears the pants in the family.

Pia Steers (18:28):

That's, that's a tricky one. It probably would say his dad just on the bike, a lot of stuff revolves around you, you know, it's, he's, he's the one running the clinics. He's the one doing the entertainment shows. He's the one that has the most clients' horses in training. You know, so in that regards, he makes a lot of, lot of the decisions around the place, but we do those decisions.

Robyn Schiller (18:51):

And how do you, so how is, how do you support what he does?

Pia Steers (<u>18:57</u>):

So my role is I manage the merchandise side of our business. So, you know, if we're going for cleaning, I organize all the merchandise or at least I've got someone who is able to do that role for me, if I'm not able to be there. We also have the online shop as well. So that sort of things is what I do. Dan does a lot more of the social media side of things. It's probably, you know, I'm definitely the one in the background, not quite so in the forefront, you know, be all the photos taken. So he does all of, all of that stuff and horses in work. I some, you know, I've just started taking a few more horses on to work myself. But predominantly dad has all the horses, you know, clients' horses and our horses are a bit 50 50. Some of them is a very straight line down the middle of the lawn, then there's yours. And some of them, there is a little bit of crossover on that as well.

Robyn Schiller (19:46):

And then what other help do you have there?

Pia Steers (19:50):

Will at the moment, we've just got one guy working for us, all of them. He's been here for a few months and he's really great. It's probably a two person role. We just had another lovely young girl she's just gone off to work with our, when she wanted to do healing sales side. So we'll let her go and explore the world. Yeah, it was probably like a one and a half job. Yeah,

# Robyn Schiller (20:14):

Yeah, yeah, yeah. Probably there's more like a five person job and you're doing yeah,

#### Pia Steers (20:21):

Yeah. Financially, there's a lot of great opportunity then for the young staff to be able to step off and work some of the young horses as well and have some of the horses in work as well. So they can have a project that they can continue on their own and, you know, work out where the holes are, their program.

# Robyn Schiller (20:44):

Yeah. Yeah. I, if I remember right, you've, you've had, or have a pretty robust intern program,

#### Pia Steers (20:51):

Right. It's not a formal program as such, because it probably depends on the background of the people a lot that come in and where they want to go to United, they're looking at being a professional horse person or is this, you know, I don't, you know, they just want to work in the horse industry. Yep. Yeah. And then we do have one other, we have another lady Kylie and she's brilliant. She does allow office work from she's in state to us. But she manages clinic bookings, you know, all those inquiries, you run a clinic and people have a million questions and we try and be to have as much information about them to them, but there's still extra questions on top of it. So she does a great job running clinics and organizing the schedule for that, which saves me butting heads with Dan on trying to locking down for a specific date.

#### Robyn Schiller (21:37):

Yes. Yeah. How so let's talk about that. Like, so you're kind of in the same situation as I am in some respects where, you know, we're trying to manage our husbands and for me it's been the hardest job I've ever had and I've dealt with a lot of people in my career, you know? So do you want to say anything about that?

#### Pia Steers (21:59):

Yes. Managing dozens definitely is a big task and we we've had the we've had originally we had desk she was working in the role of doing the clinic pokings and the show bookings, and she was fabulous. And then unfortunately she suddenly passed away. So that, that was a few years that now, and that we then had to get someone to step up to that role. So we had a young girl, Sophie stepped up to that role and she, she did a great job. And when she was ready to go out and run her own business, Dan was trying to get me to run that role. And this is just not going to work for our relationship. Like, you know, I will manage what I can manage, but trying to organize Dan into specific dikes that specific times and booking for months in advance, like he's out one day in advance when a guy he's happy just to go. Yep. Let's do something tomorrow. So yes, I was definitely happy to get some help in an external manner for that regards managing him.

# Robyn Schiller (22:55):

I should probably take that advice. All right. Let's see. How do you let's see, you've answered some of these just through us talking. How do you support each other's growth and development?

## Pia Steers (23:16):

I think they're really supportive of each other, you know, in terms of businesses fluid, like it's not, this is what I've been doing and we've been doing it for 15 years. You know, at times we've now gone into a lot more clinics than we were doing, say 10, even five years ago doing the entertainment shows in Australia, it was enjoyable, but the entertainment shows are very difficult because they need you at a certain location at a certain date. So in terms of my travel schedule, it got a little bit tricky. So with the clinics, we can run those. So instead let's run more clinics, I support in running more clinics, if he wants to get to more shows in terms of competition shows, you know, we support through that with, well, let's sit down and work out what is feasible, what horses have we got in work, you know, can we justify going on the road for that length of time?

# Pia Steers (24:07):

And myself, you know, I continue with the veterinary side of stuff to expand stuff. So, you know, Dan supportive in that regards because he realizes obviously it's gonna benefit him as well, having those soft skills on site. And then as I want to show more, you know, I do require a lot of support from Dan. I was recently a big show that I wanted to take my mayor to, and I wasn't able to get there just with kids and everything else. And so that was the first time he's actually taken my man to a proper show. And it was nice that he could support me in that way. I was like, well, at least the minute I got there, you know, I didn't get there, but

# Robyn Schiller (24:42):

Yes. So that brings up another question again, very similar, you know, we're learning from our husbands. How is that for you? How has that, do you, do you had you guys yeah. How do you handle that?

## Pia Steers (24:55):

It's not perfect. That's probably the best answer to that one. You know, I think Dan, he needs reminded that he's in the saddle. You know, he might be riding to stay in horses or die. I'm running one or two horses a day and not even every day at times. You know, there might be stages where I might on a big day get through four between kid jobs, but that's sort of all, so when I go down there and we know the horses are not to say, oh, are we on the right track? You know, even today he said, Vermont, I mean, he's like, well, he's mostly getting worked a minimum of five days a week. You know, when they've been, full-time work five, six days a week where want to getting left two or three days this week, they might get next week. Oh, they might get four days the next week and then a fortnight off. So when I'm coming out and sometimes getting a little bit frustrated as well, you know, you're doing as much as you can in that regards, I will ask him for specific help, but it just depends on his timeframe as to how he's going. We've been able to do that one. And I'm just, like I said, just trying to get more hours in the saddle. This lot has changed.

## Robyn Schiller (25:57):

So he's good about like, he'll, he'll help you when you ask, but leave you alone when you, when

## Pia Steers (26:03):

You don't. Yeah, no, he'll definitely, he's happy to leave me alone. He's good. Yeah. He's just happy to keep doing. He'll do it. Focus on his horse. Leave me alone. It's Pablo next dies. I've got this problem. I'll wait till I don't mind. I was telling you about, and then it looks like you've got a problem. Yeah. I've been saying it for a week. Like I know it's there and I know it needs to be fixed, but it's a matter of what for this horse is the best approach to this issue.

## Robyn Schiller (26:31):

Yep. No, that's good. I'm glad to hear that. We we always talk about that. You shouldn't take lessons from somebody you've seen naked and it probably is with whatever. It's not just horses. Like, you know, it's hard to learn from. It is hard to take, you know, because usually when you're in a teaching situation, well, at least in the horses for me, you know, you're, you're getting told what's not working, you know, fix this, fix that. And for, in at least in my case, it that's hard to take from your husband. I like to hear what I'm doing. Right. Sometimes it's just, you know, it's not the nature of it. I know it's not, it's coming from a good place. He's trying to help, but you know what I hear, I can hear the same thing from somebody who is not my husband, you know? And it sounds completely different.

## Pia Steers (27:22):

Yes. Yeah. It definitely. So I've been to, I do try to get to a few clinics and see, I feel that other clinicians and professional hospital as well, just to keep it well rounded, but a lot of the time I go, oh, that is the same stuff we're doing. Like, you know, smell nicer, Wanda

### Robyn Schiller (27:36):

For that. Yeah. Yeah. They know what they're talking about, but it is hard sometimes. How has your horse journey changed since you were married? Has it, has it changed? Has it mean?

#### Pia Steers (27:50):

I think because we were together so young you know, we just grew up together. Like, you know, I moved out of home also doing my year 12, which is our final year of schooling. And now examinations, I moved out of home and Dan and I rented a granny flat together. So the weekends or I was at his place. And so we've, we've just grown up really since we were kids. So it was moving out of home, getting a divorce as he was riding my dad's horses. Then you know, he was getting a team of his own bosses along the way as well. We share horses. So I think marriage was just another step for us. You know, we were together for nine years before we actually got married because we just dragged our feet a little bit.

## Pia Steers (<u>28:36</u>):

Yes. I, I don't think marriage as such, it's just one of those steps that you did a lot in the way. And that horses have changed and evolved throughout the years. You know, I probably, I come from with a stockless background, but dad used to cross through a lot of therapy beds into there as well. So, you know, though, a fruit here, bigger range here, horses at times and Dan's a lot more into the quarter horses. So that's definitely where our program has gone particularly in the last few years as well. And everything from you cutting to your writing launch in there and canvas.

## Robyn Schiller (29:08):

Yep. So more towards the quarter horse

## Pia Steers (29:11):

Style. Yeah, definitely towards a porthole style. So with the Australian stock horses, which is, again, our background, there is a lot of diversity within that breed and, you know, having the cow horse in there and, you know, the quarter horse influence has really strengthened what we want to focus on with those horses.

Robyn Schiller (29:28):

Yep. Cool. So what's the hardest thing about being married to Dan as with regards to his, you know, what he does.

Pia Steers (29:36):

So I mean, you guys see him as a public guy, he gets to a clinic and he talks day. He gets to a show and he talks all day and then he comes home and he more talk it's like, now I've done, I've done all my talking. And I think it's a girl and a girl. I think, you know, like girls, I find tend to like to debrief, you know, you go out somewhere, you go to a show, you come back and talk about the show. No, wait, I finished life. Let's just draw the line, have some quiet time, start again tomorrow. That's probably one of the hot things that we, you know, is not evident when you first meet him, but how much he does talk in the public eye.

Robyn Schiller (30:13):

Yep. Okay. what's the best thing that

Pia Steers (<u>30:17</u>):

We can do ELA, but we have our whole life together. Like, you know, we, we wake up in the morning, we're on our farm. We go and ride horses. We work together, you know, we've got kids coming into that life as well. And the fact that, because we're not too industry specific, we can diversify where we want to. So if we say, Hey, let's go do some town halls this year, or let's go and do some standard Optum this year or let's go and do some stuff or showing we can do any of that, that we want. And that's really, really fortunate. So it works so well together for us. Yep. Awesome.

Robyn Schiller (30:53):

What would you say is the most important lesson that you've learned from Dan?

Pia Steers (<u>31:03</u>):

I think just to train horses differently, you know, in terms of their training program, you know, not everyone fits into you can't have a set rigid program. You need to be flexible that you've got a horse, that's more flight, your horse is more sensitive or a horse that, you know, doesn't really want to be there and wants to shut down. I think how he approaches those different horses has been really, really essential to my learning.

Robyn Schiller (31:29):

Yup. What do you, what do you, what's the most important lesson that you've taught him? Tricky questions. No, there's probably a hundred. Well

Pia Steers (31:46):

Probably just get like a little bit organized. You know, he's quite happy just to like said next, we're going to show tomorrow to say we were going to have a show or planning. Let's go plenty tomorrow. Dan would be what also, we need to know what horses are going so we can pack the right gear, I guess, oh, I'll work it out in the morning. So, you know, try to get him and try to teach him to maybe be planned a week in advance, what horses might taking on the weekend rather than the night before,

## Robyn Schiller (32:19):

Keep chipping away. You'll, you'll get there. Warrick's about, you know, work packs the morning of whenever, not for horse shows. He's pretty good about that. In fact, I'm super glad that I, I, there are a few things for that I just don't do because I can't do them to his expectation. So irony has, which is great. And I, and I'm so glad his mom, his mom ironed everything as a kid, she would iron the towels and the sheets. And so I could never live up to the irony standard. So I just don't iron, which is awesome.

## Pia Steers (32:58):

[Inaudible] Doesn't have this big stack hanging up, ready to go. I'm like, cool. I have no need to step in and start doing it.

## Robyn Schiller (33:04):

Nope. And the other thing, luckily is packing for the shows cause he likes it in a specific, like if it was up to me, we'd be packed fairly early, but you know, it might not be in the fashion that, you know, makes sense to him when he's unloading. I just kind of throw stuff in and he's very, he's very particular about it. So really all I have to do is pack the boxes that need to go. And then he does all of the rest and he's getting better about it not being done just on the day, but packing for, for trips. He's always the morning of drives me crazy. I'm still trying to get him to, to organize that way. So yeah. Keep chipping away. You'll get it. What do you, so that's probably the same, what, what you wish they would learn from you? So more of that probably.

#### Pia Steers (33:58):

Yeah. Yeah. Just a little bit of pre-planning let's call it that.

# Robyn Schiller (34:02):

What happens when you disagree with him on like horsemanship matter, like a horse related matter,

#### Pia Steers (34:14):

We usually just go and do our own thing and we are always very independent. And I think, you know, we've always grown up very independent within life and within our relationship as well. So I think when we just disagree where you just pull the wall up and just go horse, and I think on that regards, because so many of the horses are mine or you know, or their clients or the clients. Right. So that you're going to disagree. That locks your horse, you do what you want. And so I think, you know, w we were responsible in the end anyway. Yeah, exactly. Yeah. Because they would have the product be at the end of that. And as we know, there's many ways to approach different tasks as well, you know, and some things are gonna work well for one horse and not so well for the other horse. So it's a matter of working out what what's needed to be done.

Robyn Schiller (35:04):

How do you figure out whose, who gets, which horses do you get first choice, or

# Pia Steers (<u>35:10</u>):

I do like to operate on the dig system. I just, I did that one. Some comes back from very early on. I had some good competition. Ms. Dan has fought in a few years if it has a fall and it's his, it's his fall until we make some trade. You know, every now and again, we tried every now and again, I bought last year, I had one that needed to be sold and I gave it to him essentially, which nothing. Cause I mean, we all operate together anyway, but once it's his horse, it's not my problem. He can't say, oh, that's silly horse yours. It's like, Nope, that's your horse. And I gave it to him. And that's your problem now?

# Robyn Schiller (35:55):

So that BR you, you said something that triggered one of the other questions that I skipped over, but so people want to know what, like, has money ever been an issue for you guys? Do you, is that some part of your relationship that's easy and good, I guess.

## Pia Steers (<u>36:13</u>):

So it's always sort of worked well, I think, you know, early on Dan was, I mean, dad, he was a farrier, so he had enough money to to loosely support me when I was at uni. You know, I supported myself as well. I worked on the farm on the weekends. So then we just sort of always did money together. I am definitely the conservative one on the money, but a very long stretch. So every now and again, if we need to, I will tighten up the purse strings very tightly much to his disgust with that. He can actually say the results of that. Yeah, so we don't tend to clash too much over money at all. And I think because we've never been particularly independent on either.

#### Robyn Schiller (36:57):

Yeah. I, I found out an interesting question that people want to know, but I guess, you know, I, I think it's more probably coming from the viewpoint of maybe there's a horsey part of the couple and then a non horsey part. And maybe there's some, you know, maybe there's some fighting over money because of the horses. I don't, you know, I can see that happening, but yeah, I it's similar with us. Like, yeah, that's the only way I can think of why they would ask that question that may be,

#### Pia Steers (37:32):

Someone's got the good job and the other person as the horses, right. Works hard to pay for horses that they maybe don't ride as much or justify it all as well. And we are fortunate, you know, for us, as some of you guys, it is a business, so you can justify spending the money there for these, got some investment return at some stage.

# Robyn Schiller (37:51):

Thank God that we're, that we both want to do the same thing. So, you know, there's no clash about

#### Pia Steers (37:57):

That. Yeah. Yep. Yeah. Dad's always, he's finding horses. Oh, what about this one? We really need to spend that much money on that horse at this stage a week later, we'll come up with a new one. What about this sauce every now and again? You know, we do get them with the dance for that kind of stuff. So, you know, it always works out well.

## Robyn Schiller (38:20):

Awesome. Okay. What do you, so how are the demands of social media? How does that work for you guys? Is that, do you ever have to tell him, get off Facebook? Oh, I would like to

## Pia Steers (38:38):

Know that this is for work. There's a lot of stuff that comes under the category of work, which I think is probably not under the category of work. But social media has been very good for our business. I mean, it's been exceptionally good for our business. It's our main marketing tool that we use these days. It's nice to be able to connect with people in that regards. And I mean, I can also say there's a huge potential for so much more use within our business. It's just a matter of having time and staff and enthusiasm to do all of that. So it's nice to go out and work horses sometimes. Yep.

# Robyn Schiller (39:11):

Yep. All right. You've answered those. Well, let me get to the questions that Dan answered on Warrick's. These were at the very bottom, so he, so he answered what accomplishment are you most proud of? And he, he responded the, and I'm just, you know, shortening it way up you know, starting double down and really accomplishing what, what he has with that. So what accomplishment are you most proud of?

# Pia Steers (<u>39:44</u>):

I think the double down business as well would really be that number one thing. And it's one of those we didn't start life, you know, as 17 year olds gone, we're going to do business and we're gonna, you know, we probably worked out, we were going to do horses all our life, but it was more as Dan as a farrier and the horses were going to be a go for a ride on the weekend and it just snowballed and went from there, the clinician side of stuff. Again, we were always exposed to clinicians throughout all our life that my dad used to run clinics as well. Not a large number, but he would run small ones. And so that was where we were heading with all of that. Yes. That would be the most proud thing. I mean, aside from the typical family,

## Robyn Schiller (40:31):

Just the standard answer. Yeah. Okay. What the other one he answered was, what is your relationship like with fear? Do you run towards it or do you find that you play things kind of close to your chest? And he, he kind of answered in that early on. He was there was a point in time where he was getting bucked off a lot and he got to the point where he's like, I don't want to get back. He was refusing to get on the Colts. And then he said, you know, as he learned more, he got more confident. So that was kind of his, his answer to that. So what is your relationship like with fear?

#### Pia Steers (41:09):

I would avoid it you know, that's good luck with it wrong. I'm probably likely not to get on it. But Dan is always the one that supports me through all of that as well. You can go to the horse if I get on a horse and it does have a rough day that was unexpected or something like that. He's one, well, let's set up, you know, you got this, keep going and he's always there to support me. And I think, you know, through the veterinary industry as well, I don't know that quite fear is the wrong word, but you know, there's emotional and stressful things that happened through that. And he's really great at supporting me through all of that as well. I don't know. I've never had to do it on my own to know. But yeah, I'm

definitely not one to always just charge on a hater sort of calculator, take a step back and see if this really is a good way to keep going.

## Robyn Schiller (41:57):

Yeah. I would imagine with, you know, you're dealing with large foreign now farm animals and you have to be cautious and keep yourself safe. Yeah. Okay. So what advice would you give people who are about to enter your occupation? And so Dan Dan's response was that if you're not passionate and you don't have the drive that it probably wasn't going to work to be in the horse industry. Cause you know, everybody's just says everybody that he knows that is successful with horses. You know, they, it's not an overnight success. There's been a lot of work beforehand and it, you have to, you know, in the horse business, as we know you have to be passionate about it. So what, what advice would you give? I guess you could go veterinary, you know what, you know, what, what advice would you give people?

# Pia Steers (42:51):

In terms of the veteran stuff? Like I absolutely love it. And I think I was very aware of what I was getting myself into coming from, you know, the Statefarm background. I was aware that, you know, hostess leave and horses die. That's a fact of life. You can do what you can, but there are days with my dad at the same, you have livestock, you have dead stock. So going into that, I think I was prepared, but the emotional toll of all of that, that's something that if you know, in the veterinary industry, you've got to be committed and you've got to be passionate, but you've also got to be able to let things go as well. So, you know, you have a debrief say, you know, things didn't go as planned and no one was going to make that. That's something to understand that you're not responsible personally responsible for that stuff.

## Pia Steers (<u>43:34</u>):

Sometimes things happen and yeah, in the veteran industry being compassionate as well, that can be really draining. So you just have to be able to just take a step back every now and again, and just the free assistance. I get them, I'm doing the best I can. I am still human at the end of the day. But you know, I remember days when you would just work 24 7 and you know, it's a problem, but at the same stage, you want everything to go. Well, you know, I'm having a little coffee, I'm working mixed animal, there's a tiny little seizure and pumping in. He was probably about one kilos, maybe two kilos. And I slept in my bed with him on the floor next to me so that every time he'd seizure, I'd wake up and, and you know, that was something that I was prepared to do because I wanted the best thing to happen for that animal.

# Pia Steers (44:21):

Yeah, you kind of think of it. The general veterinary work is what I'm talking about here is, you know, a nine to three job and you go home and you don't think about it because it's always in the back of your mind, right? Yeah. That's probably the passion for the horses side of things. Again, you know, growing up with the horses, you know, that you work on Christmas day and you feel so Christmas day and you feed horses on your birthday and you've seen horses every day and you go to a show and you might compete at the top level in your country or state or wherever you are, but you will still be mucking out horses and you will still be brushing horses and you'll still be cleaning gear. You know, you have some help along the way as well. Don't get me wrong in that regards. There's plenty of help. And we all appreciate the help, this do all those little jobs that have to be done. So with the horse industry, you don't get to the top and just sit there and think that life is all pretty, this too hard, hard work to be done.

## Robyn Schiller (45:13):

Yeah. I was when we went to the world, the questioning games and some of the other disciplines had grooms, we were like, what is that? You mean, you don't, you don't get your own horse ready. Yeah. That was, that was foreign foreign to us. Yeah. We've, we've covered so many of the questions that were asked and it's been so great to get to know Pia steers a little bit better. And she gives us a little bit of insight into, into what it's like, you know, being married to Dan. I know we can't publicize all of what it's like to be married to Dan, just like I couldn't publish what it's like to be with Warrick all the time. But I think there are a lot of like, and I think we're a lot alike, you know, we're, I think, you know, we are strong, capable, intelligent women and, you know, we support what they're doing and their passion and and we love what we're doing too. But I think, you know, just, it what's dawned on me is that, wow, they are, you know, both extroverts, they both talk a lot. They're both funny as heck, you know, they're no wonder why they get on so well, you know, when, when they're together, it's, it's kind of fun to watch.

## Pia Steers (46:26):

Yeah, no, it is good to say that comradery within the equine industry, you know, we're not just all isolated people out there and you know, it's good to see someone like, you know, I love watching what you're doing as though Robin, like I see you've been showing recently and done really well. And it's great to say that you have your side of things as well. And I think that's important to have that little bit of independence as well as, you know, the, to work together and support each other in you know, both ways you support your husband and the husband supports you as well. So I think that it's really great to see as a role model, what a graduate, what you do.

## Robyn Schiller (46:56):

Yeah. Well, well, thank you. Thank you very much. Well, we'll wrap it up there and, and thank everybody for listening. And if they want to find Pia, they can, they can find her right connected to the double day on your email. I don't, I don't have the email out, but my

#### Pia Steers (47:12):

Contact details are on the website, particularly through running the mental health side of things. But not always having to have a check to someone if you know someone with some questions about the industry or something else, always happy to have a chat.

Robyn Schiller (47:26):

Awesome. Well, thank you so much for coming on the journey on.

Pia Steers (47:30):

Thanks Robin. Bye.

New Speaker (<u>47:33</u>):

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