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Entrepreneurship Event 2013

W 2men Empowered

Engage, Encourage, Empower, Enable

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Message from our Champion



Women can shape the twenty-first century by putting their entrepreneurial spirit into action. Whether managing household finances, running small businesses from their homes or as executives of large corporations, women are natural entrepreneurs with boundless potential for wealth creation.

In the past, far too women have been held back by prejudice and an absence of inspirational role models. But Women Empowered and the 'Natural Born Entrepreneurs' event will help open up new opportunities and show Britain's women what they can do. This event will demonstrate that there is nothing that women cannot achieve and there is no barrier that women cannot overcome.

At a time when this country is facing enormous economic challenges, we need to unlock and harvest the talents of women of all ages and from all backgrounds. Britain needs more women entrepreneurs to put their energy, innovation and spirit into rejuvenating the British economy to create new jobs and growth. There are hundreds of thousands of business savvy women out there waiting to have their inner-entrepreneur awakened. With the right support, guidance, advice and inspiration this new wave of women entrepreneurs can come forward and make great contributions to the future of this country.

I commend Women Empowered for all their work supporting women and turning the fairer sex into a powerful entrepreneurial force.

Priti Patel

Member of Parliament for Witham

Women Empowered

What WE Are About

Women Empowered or WE as we feel we are and like to call ourselves, is a wholly social initiative which aims to empower women to make the best of their individual skills and talents and help them to achieve whatever personal and professional goals they have. We work at a grass roots level, trying to ensure we are easily accessible to all who would like to reach us.

WE is open to all, even men. Men are 50% of the population and need to be a part of the discussion so that we can effect change, to our own worlds and the larger one. WE is open to all women although we have a slight South Asian focus, women of the same age can be at very different junctures of their lives.

WE aims to be broad and provide an array of speakers on the same topic at each event so that women can find applicability and can find an affinity with one or more of them to make the difference to their lives.

That difference is not about achieving fame or fortune, it can be overcoming an illness, finding the right way to empower our children or starting our own businesses - whatever that special thing is, it is the thing that makes the difference to our life as we see it.

WE will showcase inspirational speakers who will share their experiences and opinions and through their stories and journeys WE aims to:

ENGAGE more women in discussion;

ENCOURAGE fresh and varied thinking and perspective;

EMPOWER women to find the inner confidence to take the next step;

ENABLE and support them through the journey by putting them in touch with organisations that can nurture their ideas and mentors who can assist in achieving those goals;

To provide a platform to enable women to articulate their issues and concerns; with a chance to meet decision makers and get their views and opinions heard.

To create a powerful and exciting network for women to link up and help each other.

Our events will consist of: Guest speakers to ENGAGE and ENCOURAGE and a partner organisation that can EMPOWER and ENABLE women to make that change.

WE aims to provide women a forum, a platform and a network where they could find support, mentoring and inspiration to try and get out of life everything they wanted and to support them through the journey by putting them in touch with organisations that can nurture their ideas and mentors who can assist in achieving those goals.



Reena Ranger
Chairwoman & Founder of WE



Mona Remtulla
Co-Founder of WE

Read more about WE at: www.womenempowered.co.uk





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Our Speakers:

We are privileged to be addressed by and then have a Q&A discussion with women and men who are in the eyes of the media talk about image, perception and self esteem.

We draw on the experiences of those who are arguably under more scrutiny than most being in the public eye and ask how they go about making an impression and what that impression is.

The opinions, observations and experiences from our speakers are ones that can be applied to many fields. What the perception and assumptions that have been made about of them? If they were negative how were they dealt with and overcome?

Have they felt any pressure on their appearance or the way they came across? Did they have to behave a certain way?

We will hear of their journey's in a niche and highly competitive industry and what their ethos is and how they have succeeded and using their experiences, wisdom and advice find our own way to "make and impression".



Hiro Harjani Chairman of Aftershock London



Shashi Gossain
Founder & Managing of
Pharmaclinix Ltd



Shavata Singh Founder of Shavata Brow Studios

Read more about our speakers at: www.womenempowered.co.uk



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Q&A with Hiro R Harjani

Chairman of Aftershock London

Aftershock London is a British Womenswear fashion label and has been established for over twenty years. The brand dresses some of the most famous celebrities and has gorgeous clothing and accessories. The brand is aspirational and is built on the pillars of 'affordable glamour,' and providing 'the ultimate makeover' in line with the latest trends both on and off the catwalk. Started in London, the brand now has over 150 stores and shop in shops internationally and is looking to grow its presence to over 300 stores worldwide by 2016. We look back and interview the Co-Founder and Chairman of Aftershock London - Hiro R Harjani to give us an exclusive insight into his career at the helm of one of the most dynamic fashion brands to emerge from the the UK:

Where did you career begin? What was your first job and where?

I never worked for anyone and never will. I always believed that if one has a hard work ethic and persistence you can achieve any goals you set. I was an immigrant who came to the UK in the 80s and worked on the market stalls in Petticoat Lane in London's East End. I also was a Taxi Driver in between but in hindsight this experience was invaluable as it allowed me to engage with customers and also develop knowledge of London as a whole.

Aftershock London is a family business, is family important to the working dynamic of the company?

The business is privately owed but we now work at a corporate level and have key management in place at an operations level. The dynamics of a family-run business are important to the company because it allows us to keep the company lean and control overheads. Furthermore, decision making is quick and allows us to also increase the number of stores we operate.

How does meditation and yoga affect your work practice?

Without being able to practice yoga and meditation each day, it is difficult to keep focus. It is a firm belief of mine that 'health is wealth' and if one cannot look after themselves, then how are they supposed to look after a business and the well being of others?

Each morning I do an hour of yoga and meditation and have been doing so for the past twenty years. It allows one to also keep calm and have the right mind set to overcome any challenges that come your way and deal with any challenges with a calm mind.

What has been a career highlight for you?

I would have to say our recent opening in the US. We have always wanted to expand stateside but did not have the right team in place to do so. We have a very dynamic US Director who has trained with us for a number of years and is overseeing the expansion in the US. We forsee having over one hundred stores and shop in shops in the US alone within the next few years.

What are your plans for Aftershock London for the UK?

We plan to open our new concept and a flagship store in London and also are looking for a new location in Manchester. It really depends on finding the right location and offer. We know what our capabilities are and do not want to over commit on projects outside our plan. We are continuing to drive our ecommerce and also open sister sites globally with franchise partners. The growth is just phenomenal and I never thought we would be able to purchase via Facebook yet alone Mobile.

Internationally what other territories do you have plans to open new stores in?

We have stores in Eastern Europe, Africa and Middle East. We will be opening new stores in India in the next few months and are looking for the right partners in Russia and China. All our stores outside the UK are franchised with the exception of our Outlets and we continue to look for business leaders and new partners who share an active interest in what we do and want the franchise of the brand for their region or territory.

Any final words of wisdom?

I believe our lives are Gods' gift to us, and the way in which we live our lives is our gift back to God. We have built and continue to build our brand on strong ethics from manufacturing to way in which we conduct business. The foundation means each year we give to charities we support and I believe our customers also recognise and value this. Aftershock London supports several charities including UNICEF, VITAL for kids and Cancer Research UK. If we don't give in this life, then when will we?

Enabling Partner



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TiE UK is honoured to be the mentoring enabling partnering for Women Empowered's Entrepreneurship Event tonight. We provide an acclaimed mentoring programme in partnership with the British Library Business and IP Centre. You can find out more about this on our dedicated mentoring page: https://uk.tie.org/TiEUKMentoring.

TiE UK is the London office of the world's largest not for profit dedicated to supporting and fostering entrepreneurship. TiE UK was founded in 2000 and has since grown to become one of the largest chapters globally, in London we have a strong network of 350 members and a reach of 261,500 people per year.

TiE was first established in 1992 in Silicon Valley, it has since grown to incorporate over 13,000 members worldwide. We have offices in 62 dynamic commercial centres across 17 countries. Each office promotes entrepreneurship and supports entrepreneurs through TiEs core programmes and busy event calendars.

In the UK this includes support and mentoring programmes, a range of business plan competitions geared to various age groups and business stages and through providing funding platforms and opportunities to start-ups and businesses looking to scale up.



Mentoring and Membership Offer

The following offer is exclusively for attendees at Women Empowered's Entrepreneurship event:

One years TiE UK Membership and the TiE UK Mentoring Programme (nine sessions over nine-twelve months) = £120 (Normally £150 (20% saving))

To claim this deal please contact Helen Sorrell via email (hsorrell@tie-uk.org) or phone (07943 751470).



Shashi's Dream

HISTORY OF PHARMACLINIX

Shashi Gossain

Founder & Managing of Pharmaclinix Ltd

This dream started many years ago.

The inspiration came from a germ of an idea when I was working in a departmental store in my teenage years and was curious why there was no main stream premium skincare made more specifically designed to address the problems of Asian & Darker Skin tones.

The research and development took many years, resulting in 100's of samples being produced in order to stand proud amongst all the competition with the well established brands in the world.

The most minute detail was addressed right from the design of the colourful glass and metallic jars, the Logo's, the branding, the standard of printing, the sourcing of premium A grade ingredients and above all the unique formulation and the marketing strategy in order to establish it in the outside competitive world.

Initially in the year 2006, the PharmaClinix® range was introduced in the newly converted "one stop health and beauty centre" in Kensington as an "in house product". However through recommendations and word of mouth and a certain amount of advertising, the PharmaClinix brand quickly mushroomed in over 500 outlets in the UK in the first 6 months of launching.

Further exposure was given nationally through sponsorships of various life style shows, Bollywood premieres, Bollywood IIFA awards, Participation in various health and beauty exhibitions throughout the United Kingdom.

In January 2007, Nasser Pharmacy group in Bahrain approached us, after seeing our products being sold on Duty Free on Gulf Air. After our participation at the Dubai beauty world exhibition, in May 2007, we established our offices in Dubai and started distributing throughout the Middle East. Launches in the European Countries, Mauritius and Kenya and were all undertaken in the year 2009. Since then, we have successfully introduced the PharmaClinix® range in Sri-Lanka, South Africa, Philippines, Egypt and Saudi Arabia.

PharmaClinix had a big stand at the Dubai Derma Exhibition, which was a great success, as indeed was the Kuwait Health Expo, where we played a major role. We are now honoured to launch our products in Pakistan, Nepal, Thailand, Cambodia, Fiji Islands & Burma.

Our exclusive & effective products are being recommended by a whole host of dermatologists and re-knowned aesthetic clinics in many countries.

The Pharmaclinix® range is used by most members of the Royal Family in the MiddleEast & Bollywood Actors. We are now proud to announce that the Pharmaclinix range is available in over 10,000 outlets in over 30 countries, all due to personal recommendations!

I am honoured to have been recognised for my work internationally , which has spurred me to continue with my innovative work.



Dr.Rabia Malik

MRCGP, MBBS, BSc(Med), DCH, DRCOG, DFSRH, DHMSA

Dr. Malik specialises in providing non-surgical skin solutions and facial rejuvenation, choosing not to work with injectables. She has a holistic approach to managing common skin concerns, including acne and pigmentation. Her specialist area of interest is facial rejuvenation through the use of chemical peels and she combines these with other treatments to obtain maximum results with minimum downtime for her patients.

Dr Rabia Malik is a fully registered General Practitioner with a license to practice (GMC number 6103870). Since qualifying, she has worked at St Mary's Hospital, Paddington and in General Practice in Notting Hill, prior to establishing her Aesthetic Medicine practice. She continues to work part time in the NHS. Dr. Malik has a special interest in skin and completed an attachment in dermatology at the prestigious Johns Hopkins Hospital, in the USA.

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Recipe for success?

A combination of drive, commitment and a great deal of passion.

Shavata Singh

Founder of Shavata Brow Studios

I initially trained as a beauty therapist working as an employee for various salons in London. I quickly gained a very loyal clientele, who loved how I was doing their brows and the advice I gave them and word got around very quickly.

I had noticed that there was very much of a shift in the way that women were approaching beauty and grooming and becoming aware of their brows. It seemed to me that using the Indian art of threading for shaping eyebrows fast becoming fashionable and was key in achieving polished professional looks for modern women.

I was so convinced of this that in one beauty session in 2000 I informed my high profile client that she had terrible eyebrows, and so she insisted I immediately shape them for her. That client was none other than the editor of Vogue who was so impressed that she wrote about me in the magazine. Needless to say I was inundated with requests from desperate women with uncontrollable brows asking for appointments.

Shortly afterwards Harrods contacted me with an opportunity of opening my first studio in their iconic store. For months, in the beginning I worked full time seven days a week; it was a challenging time in my life as I had also just become a mother with a young child at home. However, I was determined to make the most of my opportunities as a parent and budding business woman. For my first studio my main priority was offering customers immaculate brows with expert shaping techniques and excellent customer service. I believe and still do believe that the philosophy of the business has to work in complete harmony with what you offer as service. I was reluctant to hire just anyone in my studio; I wanted to provide indulgence and perfection for every pair of brows I came across in my chair. This is what I continuously strive to do for every single client that walks into any one of my 21 studios. It was difficult getting the right staff at first as I was looking for people for whom the beauty industry was a burning passion. However I have been fortunate in being able to find and train staff who share passion for the business and are dedicated to the principles of unrivalled customer service.

I believe a combination of drive, commitment and a great deal of passion have got me where I am today; but above all good old fashioned hard work and a strong work ethic which I inherited from my parents. In many ways I have had lots of challenges, being a woman, being Asian, being a mother which constantly makes me feel that I juggle more than a few balls in the air at the same time! But because I built up the business from scratch, from the ground upwards, I never take the success of the business for granted. This is why in many ways I am constantly looking for fresh ideas to invigorate and never sit still.



DVK PLC

Deepak Kuntawala

CEO of DVK PLC

In the heart of London, based in Green Park, Deepak Kuntawala, the CEO of DVK has been making waves in the finance industry for several years. His calm and cool demeanour has proved to be his best asset guiding his company through and an ever-changing and volatile industry.

Its beginnings lay at the turn of the past century, when Deepak's grandfather started supplying the colonial army of the British Empire with textile wares while stationed in Southern Africa. This spirit undoubtedly percolated through the lineage down to Deepak who founded DVK in 2000. His achievements have been recognised by the business community winning six business awards in six months.

DVK has continued to prosper all around the world with a strong foothold in key locations of global trade, headquartered in London, Hong Kong, Mumbai and Moscow, the company's reach spreads through Europe, Saudi Arabia, the UAE, China, Russia, India and Central Africa.

DVK's service roster includes private equity, wealth management, asset and investment management, structured trade & commodity finance and global commodity trading while some of the sectors in which the company operates are aviation, commodity trading, media & entertainment, finance & banking, PPP infrastructure, and real estate.

Most recently, Deepak lead his company's expansion into the high-flying film industry by branching out and creating an entertainment and film fund. This fund is marking itself as an industry disruptor having brought Al Pacino to London after 29 years with 'An Evening with Al Pacino' at the London Palladium. Also, having financed the Bollywood 'super hit' Bhaag Milkha Bhaag, the fund continues to demonstrate its investment magic, sensing success where others may not.



WOMEN

PROTECT AND PRESERVE YOUR WEALTH FOR YOUR FAMILY AND YOUR RETIREMENT

Women have come a long way since the early suffrage movement. They have throughout the late 19th and 20th century fought to be free of discrimination and shunned the stereotypical roles set forth by men, family and society. The simplistic truth and something that we here at Wills and Estate Practitioners (WEP) recognise and value, is that times have changed and women now have a "choice".

Today many women are as successful as their male counterparts both in the business and professional world, as well as in their personal lives. In all marriages women contribute considerably to the family unit, either by working and providing financial input or by being the pivotal homemaker. Women additionally play a much more decisive role in planning the family future, ranging from which house to purchase, to which schools the children will attend and even down to the purchase of the ultimate male toy, the family car! At WEP, when we take instructions from a couple we listen carefully to the needs, plans and desires of both parties.

WEP was founded by two women, Saira Mirza and Neha Thakkar. They both have young children of their own and therefore share every woman's concern to preserve and protect their homes, their businesses and their wealth for their loved ones. Saira and Neha both qualified as solicitors and between them have a combined legal experience of 25 years. With their vast experience they have formed a professional union through the establishment of WEP, a distinctive and unique consultancy service specialising in Wills, tax planning, trusts and wealth management.

At WEP we are able to comprehend the fears and anxiety faced by women today. Below we have highlighted some of the misconceptions made by women and share with you a few of the concerns women have but often are afraid to voice:

- Let us take the scenario of a typical family unit consisting of the married couple and two minor children. If the matrimonial home and other assets are in the husband's sole name and he dies without leaving a Will, do not assume the wife will automatically inherit his estate. The most she will be entitled to is £250,000 of his estate and his personal belongings. Anything remaining will be divided into two parts. One half will be given to the children absolutely at the age of 18 (or earlier if they marry) and the other half will be held in a trust for the wife during her lifetime from which she will receive an income only. Surprised! Imagine the devastation this could cause to a wife trying to raise minor children on limited funds, yet knowing that her children will inherit a substantial sum of money at the tender young age of 18.
- Women are reluctant to address the issue of death and regard it as a taboo. Unfortunately death is a certainty and
 unless you make the requisite provisions in your lifetime the consequences can be fatal, especially if you have young
 children. In the event of an unfortunate accident in which both parents are killed, your child(ren) may not be raised by a
 preferred person of your choice.
- Women often fret over what would happen upon their demise. A common fear is that their husbands may remarry and
 possibly have more children. In this instance, the distribution of your estate could be significantly diluted. However, with
 careful planning you can preserve your half of the estate for your children alone.
- Whilst it is every mother's dream that their children find suitable lifetime partners and have happy marriages, regrettably
 the divorce statistics speak for themselves. With careful planning the family wealth can be preserved for your children and
 future generations and bypass the unscrupulous designs of a son/daughter in law.
- Women should not be under the mistaken belief that in the unfortunate event of their husband losing mental capacity, they will automatically be entitled to make decisions pertinent to his financial and welfare matters. This may not be the case unless Lasting Powers of Attorneys are in place.

Many of the above concerns can be eliminated by careful planning.

TAKE TIME OUT TO PROTECT AND PRESERVE YOUR WEALTH FOR YOUR FAMILY AND YOUR RETIREMENT



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Our Champions



Rajesh Agrawal
Chairman, Founder and CEO - RationalFX



Nina Amin Diversity Ambassador - KPMG



Cllr Lurline Champagnie OBE
Chairman, Harrow West Conservative Association, Councillor Pinner Ward,
London Borough of Harrow, Harrow Mayor (2004/5)



Cllr. Mrs Mimi Harker OBE

Mayor of Amersham, Amersham Town Council, Cabinet Member Responsible for
Community, Young People, Communications, Sports & Leisure, Chiltern District Council,
Parliamentary Candidate 2005



Dr Kamel K Hothi
Business & Community Director, Lloyds Bank - Group Corporate Affairs



Tasmin Lucia-Khan News Anchor and TV Host



Kanya King MBE
Entrepreneur, Public Speaker and CEO/Founder of MOBO Organisation



Seema Malhotra MP
Member of Parliament for Feltham and Heston



Natasha Mudhar CEO & MD of Sterling Media



Ruby McGregor-Smith CBE Chief Executive - MITIE Group PLC

Read our champion's statements at: www.womenempowered.co.uk



Our Champions



Anjali Pathak
Chef and food writer



Alpesh Patel
Co-author, 'Our Turn: The ultimate start-up guide for female entrepreneurs'
Former Visiting Fellow in Business, Corpus Christi College, Oxford



Priti Patel
MP, Member of Parliament for Witham

Founder Praefinium Partners



Rishi Rich Song Writer / Music Producer / Artist Management



Kulveer Singh Ranger Global City Adviser Former Adviser to Mayor of London Former Vice-Chairman of The Conservative Party (Cities)



Kiran Sharma Managing Director of KIKIT Ltd and Manager to singer Prince

Read our champion's statements at: www.womenempowered.co.uk

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WE and Me

- Lisa Åkesson

I was very fortunate to be introduced to WE by the lovely Ramien Thapar almost a year ago and did not realize the impact a women's networking group like this would have in creating new relationships and business opportunities. WE contributed to both.

I have worked with actors as well as run presentation trainings in both the private and public sector for over 15 years and what emerged over the last year was my passion for empowering women to communicate with confidence, credibility and impact. What struck me whilst working in this field was that many of the women I met were talented, hardworking and collaborative individuals but lacked the confidence and impact to put themselves forward, climb the career ladder and be seen for who they are and what they could offer. I had also met women entrepreneurs and business owners who were clearly experts in their fields but when asked to communicate their vision or message in public would often lose their audience within minutes not because they were not capable but because they lacked the gravitas and presence to keep their audience fully engaged. Such powerful content - so quickly lost! I know that with the right communication tools, the difference women can make is huge!

It was from this place, prompted by the wise Ramona Metha (a lawyer friend of Reena's) whom I sat next to at one of earlier WE events that our discussion began about how I could bring these skills to WE. In early July this year, I ran my very first women only "Personal Impact" evening which was well attended by many WE ladies (Reena included) and described as 'very useful', 'very effective' and 'invaluable'. This inspired me to launch my "Impactful Leadership for Women" workshop on the 9th November.

WE also gave me the opportunity to make connections with Barclay's Bank and the Queen's Award. The latter resulted in a "Personal Impact for Women" training day that I ran for the department with discussions for more workshops in the future.

Another wonderful thing that has arisen out of WE is the relationships I have built. Among others, Aibda Gafoor from Asian Wealth is someone I can genuinely call my friend and I am honoured she is now one of my business associates and someone I can contact anytime to discuss ideas with or just meet up for a coffee (or in my case a herbal tea!) We are looking forward to running trainings in the future on "Influencing and Negotiations".

So after a year, WE and Me have certainly been on a journey. I have learnt from so many inspiring speakers, been an Enabling Partner, undertaken new business opportunities and made great friendships.

Thank you Reena and Mona for your endless support, your openness and your continued vision to empower women – a vision that is very close to my heart.

Impactful Leadership for Women

Saturday 9th November 2013, K West Hotel, London

Find out more and book online at: www.lisaakesson.com

THE ABC'S OF STARTING YOUR OWN BUSINESS

by Deepali Nangia, a business mentor and founder of Empower, a social consultancy working towards female entrepreneurship and empowerment.

For many years, I evaluated business ideas for big corporations in many different sectors. I also managed to set-up a homegrown business in India called Tiny Feet, Giant Leaps with a local partner using a lot of the sensibilities I had learned while in the corporate world. We ran it from my partner's home like many other women-led Indian businesses; but the key reason being I wanted to start small and make it big. I always thought it is easier to upscale rather than downscale. Even though it was run from home, we managed to run it very professionally and effectively compete with others who probably had a much bigger overhead structure than ours.

I now run a consultancy in London, Empower through which I provide female entrepreneurs with the building blocks of starting up and converting their ideas into businesses. While I know that creativity knows no bounds, successfully harnessing it and building a business does have a formula. Here are a few tips that I hope help each one of you.

- A: Understand your "Audience". It is key in any business to understand who your target market is. Everything from the way you price your product to the way you market it will depend on who you are selling to. An easy way to begin would be by talking to your friends about your concept; ask them what they think of the product or service you plan on offering. Brainstorm with your family. You should also do some market research and I personally used a free online tool (Zoomerang), which helped me do a quick survey of my target market. When creating the survey, remember to keep most of them multiple-choice and closed-ended (yes or no). This makes analysis of the results easier and also prevents misinterpretation of the questions. Keep your survey short and sweet while ensuring that you have covered your concept and competition in enough detail.
- B: Write-up a "Business Plan": Writing up your product or service idea crystallizes your thoughts. Sections of your plan should include market opportunity, product/service, business vision, competition, pricing, marketing and cost structure/financials. Try and size the market opportunity by doing your research. For example, if you want to sell diapers, try and size out the market for diapers in revenue terms. Data on some markets are more easily available than others; for some you might have to do some "finger in the air" exercises and come up with guestimates. Alternatively, understanding your competition and their revenues will give you a good estimate of the market size. Each of the above mentioned section of the business plan warrants a lot of thought, which would go ultimately differentiate your business from others that are out there.
- C: Know your "Competition": "Keep your friends close but keep your enemies closer". Understand who else is out there who provides a similar product or service. This will help you better differentiate yourself to your audience. You can also learn a lot from someone who has already been doing something similar to what you plan on doing. Having many competitors in a certain market might also signal that while there might currently be a profitable opportunity; over time profits will decline due to over-supply. If you are trying to service an unmet demand, you should also try and understand why there is no one currently servicing the market. Is it too hard to do? Has someone already tried and was unsuccessful?
- D: How many "Dollars and Pounds" do you need? Ensure you understand your set-up costs (explained in "Financial Model" below) and whether or not you can self-finance them. Try and understand sources of finance available to you; friends, family, bank, start-up loans and when at different stages of your business you might need additional finance.
- E: Have an "Exit Strategy": How long do you plan on running the business for? Will you be working by yourself or with a partner? Will you be working with a friend? Especially important, when working with friends is to have a partnership agreement and ensuring you understand what happens if one of you wants to end the partnership. What is your ultimate goal; would you like to sell the business to someone else? I had a friend who ran a franchise and when it come to selling it was very hard for her to do since the originally franchise agreement she had signed made it impossible for her to find a qualified buyer. Ensure that you understand not just the legalities but also the operational consequences of starting your own business.
- F: Build a "Financial Model": Understand the variables that will drive your business model. All financial models have a revenue side and a cost side. The revenue side would be driven by price/fee of product/service and volume (number of transactions). The cost side would be driven by the day-to-day costs of operating your business such as rent, wages (if you have staff) and other overheads. In addition, while starting out, you will incur set-up (inventory you might need to buy, production costs, rental deposits, web site hosting etc.) costs. Try and do a break-even analysis, which would show at which point in your business, would you have recouped your set-up costs. A realistic monthly forecast of revenues and costs against which you can track your performance would be recommended. There are businesses that turn profitable, soon after set-up and others that take longer. Do not be disheartened since every business has a different profile. Your business might need capital injections at different stages of growth and it is prudent to try and figure this out as part of your financial model.
- G: Have a "Go-to-market" strategy: How do you plan on selling your product/service? If you are selling a product, are you planning on doing it directly online, via aggregators or via retailers. When approaching other companies to market your products, you must have a presentation that details your company, business vision, competition (and your differentiator) and pricing (wholesale/retail).
- If you are a service provider like me, you have to essentially promote yourself. In either case, you should have a web page and also chalk out a social media strategy (there is so much out there; please be careful not to be sucked in such that social media becomes your day job rather than your

business!). Have a detailed profile written in the first person up on Linked in, a link to which you should add to your business cards. I also have a blog with which I try and engage with my "Audience". Write up a tag line. It should be something that describes your business in one or two simple sentences. This will help you at times and moments when you are out at a networking event and have to talk about what you do. Understand the use of PR and advertising for your business. Try and find as many PR sources if you can. Many magazines and newspapers offer low ad rates for start-ups and many local newspapers also offer free space. Before using paid advertising, ensure you have fully exhausted all the free services available to you.

Last and the best tip I can pass on: H. "Have a thick skin". Being in business is about being passionate about what you do but most importantly to be ok with taking "No" for an answer. Tough to accept, but it is better to ask and not get than not to ask at all. How many times a day do my children ask me for something, get "No" for an answer and still come back and ask for the same thing and often other things that I am even more unlikely to give them? Never give up and the rest will follow.

Email: nangia.deepali@gmail.com - Facebook: https://www.facebook.com/empowerbizsupport

Make an Impression

On Thursday 16th May 2013, under the high glass ceiling at Bright Courtyard Club in Baker Street Women Empowered (WE), on their one year birthday, held an event focussed on image, self-confidence and perception with the title "Make an Impression" sponsored by Lloyds Banking Group.

Over 140 guests came to hear the experiences and advice of Nina Wadia, national icon and British Asian television pioneer best known for her roles in Goodness Gracious Me and Eastenders. Sharing the stage was Sadia Siddiqui an entrepreneur, former model and TV Presenter and a male perspective was provided by BBC Asian Network and Radio 1 DJ Nihal Arthanayake.

Reena Ranger, chairman and founder of Women Empowered, explained that the social initiative decided to hold an event on this topic by using the experiences of people in the media eye who are arguably more scrutinised than most. This would allow others to apply their approaches and advice to their circumstances to learn how to make the best impression one can and to keep going when faced with difficult situations. She went on to explain that the perception of her and co-founder Mona Remtulla over the last year was that they were both staunch feminists and the perception of the clichéd image that word conjured up was different from their understanding.





Dr Kamel Hothi of Lloyds Banking Group and the sponsor for the evening, opened the discussion with saying that, "no matter how hard you work, how dedicated you may be unless you give the impression to people around you that you need to be counted, you won't make the right impression". She went on to say that one should not be afraid to ask people around you of the impression that you give. She went on to explain that "As a woman we have a number of faces: at work, as a mother during our family life and each comes with its own impression."

She reminded those present that ensure the impression that you give is the one that you want people to remember you for. As a British Asian woman she had had to project herself properly to show that she was capable in the business world and at home living in an extended family, and ensure she was projecting the right impression in each of these environments as they may not necessarily be one and the same.

Nina Wadia explained that for her the best way to make a first impression was her sense of humour. She said, "When you walk into a room you need to have something that people remember you for and for me that was slapstick". She captivated listeners with a humorous account of her journey into the world of theatre, TV and radio. She emphasised she is always learning. She advised to learn from who ever is around you and that is one of her life lessons. Learning leads to a level of confidence. She talked about taking things and making them your own by adding your own qualities as she had done with her character in Eastenders.

Nina spoke about a documentary she is making called Changing Faces about women in India, to try to empower those women to know that they are supported by women in the UK to have the same rights as they do and as men do.

Nina also raised awareness for the NHS Organ Donation campaign, something that had touched her personally and urged all present to sign up to the register.

Image(s) courtesy of Cynthia Nolan of Shoot Me Studios - www.shootmestudios.co.uk

Make an Impression

Sadia Siddiqui opened with the words of her father, "if you can dream it you can do it" and said during her time as a model she was scrutinised and fell foul of many of the stereotypes associated with models. She explained that it was not the prejudices of men that she had to overcome, it was the prejudices of other women and we must learn to nurture young women and help them to realise their full potential. She said that one must persist, charge ahead no matter the odds, overcome fear ad believe in yourself. "Without belief it is very easy to give up" she went on to emphasise "where there is no opportunity, we must create the opportunity! Look good, stand tall and make eye contact, and be sure about the message you want to deliver" She went on to say that even if a first impression goes belly up, get up, shake it off and carry on. She said of her journey, "in the end my father was right".









DJ Nihal spoke of embracing new situations and being strong and confident. He feels as a British Asian that he can go anywhere, do anything and achieve anything now as he has every right to be where he wants to be. He spoke of how his childhood of being one of very few Asians growing up and he learnt form a very early age how to "work it". He learnt that he had to stand up for himself and be quick to learn to judge the character of others which meant when he was older he was a confident individual in an industry which was tough and had many people who lacked confidence. He stressed the importance of not having a chip on his shoulder and showing others empathy and if you need to be ruthless then that is what you have to do. His father had always warned him that he may have to work twice as hard to get where he wanted to but this was not necessarily a negative thing and one can not always use race as an excuse for not achieving things.

Mona Remtulla, co-founder, said of the event, "today marks one year of WE and we are also seeing what impression Women Empowered has made on those who have attended our events or followed our progress. Both Reena and I are proud of what we have achieved and we are receiving positive feedback and hearing some wonderful stories from people who WE has touched. It seems that WE and we are making the right impression!"

WE tries to support individuals by putting them in touch with organisations that can nurture their ideas and mentors who can assist in achieving those goals. It is a place to meet like minded people and create alliances for the future. At this event the Art of Living Foundation and Lisa Akesson were enabling partners who hold courses in self confidence and personal development. Cynthia Nolan of Shoot Me Studios was championed as the evening's photographer.

Image(s) courtesy of Cynthia Nolan of Shoot Me Studios - www.shootmestudios.co.uk

Women Get It Right Roadshow

On Thursday November 22nd in Haveli Restaurant in Slough, Women Empowered, in conjunction with Jeena International, and as part of a Sewa Day initiative, held a free "Women Get it Right" Road Show.

The drop in event attracted 120 diverse women. Here, those who needed could find legal advice, talk with counsellors, get career advice or hear about the local amenities available to them.

The event sought to raise awareness for issues that many who need assistance would normally feel uncomfortable asking for.

The busy open day had free initial advice on legal issues and solicitors available to offer guidance on family, criminal and immigration law in the UK and representatives from the UK Border Agency were present along with solicitors from law firm Cameron Clark.













Financial benefit advice was available from Destiny Support, a community based organisation in Slough. Slough Volunteer Centre were particularly targeting women who wanted to increase their skills to update their CVs or for those who have never worked.

Representatives from the Forced Marriage Unit and UKBA attended amongst others to raise awareness about ones rights in the UK and to offer advice in how to become involved in the democratic process along with what protection is available under UK and EU law to those affected by this issue.

The British Army offered advice on job opportunities within the Army.

The event, which included a free lunch, gave women a place to meet, talk and learn more about their rights in the UK as well as raise awareness on issues that still remain taboo in certain communities.

Jeena International is dedicated to working with communities to challenge social norms that discriminate against the most vulnerable in society and is hoping to launch a 24 hour helpline in the new year. Women Empowered presented Jeena International with a cheque for £1080 which it had raised during a fundraiser lunch earlier this month which was held at Indigo Restaurant in Gerrards Cross. The money will be doubled to £2160 through a local "Just Giving" initiative. http://localgiving.com/charity/berkshirecf

The Women Get it Right Road Show is hoped to be repeated in 2013 in Southall and Kenton. More information can be found at www.womenempowered.co.uk or www.jeenainternational.org . The next free open day event, "The Health Road Show", will be held on 7th March at Haveli in Slough which will include information and advice on mental and sexual health.







A Women's Guide to "Having it All Now!"

The eternal puzzle, "how to have it all", is rarely away from our minds for long; juggling work, family and the frequently forgotten "ourselves" is ironically one many of us just don't have time to put together!

In the hope of coming someway closer to finding the answer to this perennial dilemma and fittingly during International Women's Week, Women Empowered launched "A Woman's Guide to Having it All Now" By Ritu Sethi at Bright Courtyard Club in Baker Street on Wednesday 6th March 2013.

The launch was attended by nearly 200 people including Seema Malhotra Member of Parliament for Feltham and Heston who is also a Champion of Women Empowered, heard the journey of Ritu Sethi, a woman, daughter, sister, wife, mother, successful career women, solicitor and partner in her own law firm and public speaker, who has found time to balance her working and family life and at the same time not neglected her personal ambitions and goals.











Ritu Sethi, who has won many awards and accolades for Law and Business, shared her personal real life experiences, from overcoming professional hardships by remaining resolute and determined and not accepting failure to what she believed were the secrets to a healthy marriage. Ritu has based her book on a "Wheel of Life" that helps one to put perspective, focus and balance to various key aspects of life. Ritu stressed that if more women became leaders in their chosen fields and thought leaders, then more women would benefit from getting the balance right and staying longer in the workforce. She went on to say that it is for our generation to make the difference and change the power dynamics to reflect equality.

Through listening to Ritu's story the women and men present found affinity and applicability to the concepts she extolled and through her words and vision maybe they too could learn to find what having it all really means to them and how to achieve it for themselves. Sadly there isn't a simple cookie cutter solution for us all but learning from the experiences of others opens doors and a new level of possibilities and ideas for us to build upon.





Images courtesy of Sonny Sehgal and Raj Bakrania

Is it a Man's World?

On Thursday 24th January Women Empowered, the social initiative aimed at championing issues for women, held its latest event titled, "Is it a Man's World?". The event was to focus on women who have made great strides in politics, which has been regarded as a male dominated arena. The sold out event was sponsored by KMPG and featured Priti Patel MP, Cllr Lurline Champagnie OBE and Cllr Mimi Harker OBE. Seema Malhotra MP, who was due to attend was unfortunately delayed abroad.

The speakers shared their life experiences, obstacles faced and how they had overcome them along with the experiences what had led them into the political world.

Kulveer Ranger, former advisor to The Mayor of London, gave the key note address offering a male perspective to the issues raised.

Marianne Fallon, Partner, Executive Board Member, UK Head of Corporate Affairs & UK Head of Charities at KPMG shared her views on diversity and the need for women in the corporate world. She said that sadly the figures of women in the Parliamentary world were faring better than those in the corporate world at board level and spoke on what KPMG are doing to tackle some of the issues raised on the evening.





Reena Ranger, Chairwoman, and Mona Remtulla, co-founder of Women Empowered, welcomed the guests and spoke about how the event had been meant to be about experiences in the political world but recent news & events had raised issues as to why we needed more female representation throughout the civic processes. Getting involved did not necessarily mean becoming a member of parliament but getting involved at any level, from residents associations to boards of governors in schools, from charitable trusts to local government and beyond.

Priti Patel, MP for Witham and the first female Asian MP for the Tory party, who had worked in both the political and corporate world said there were not enough in either. She stated that she was against positive discrimination and quotas particularly since there was a limitless pool of talented women which needed to be tapped into. She also added that women should also help other women. We should not be frightened to challenge social norms, push boundaries and pick ourselves up from failures and move onwards and learn from every challenge and setback.

Cllr. Lurline Champagnie OBE, the first British Caribbean Councillor of Harrow Council, Mayor of Harrow in 2004/2005 and Chairman of Harrow West Conservative Association, gave a passionate speech in which she said that whatever you want you should go for it; one has to be strong and believe in themselves and not consider themselves the weaker sex. She added that there are obstacles in all paths of life and that she had entered politics at a time when there were very few women or people of colour, let alone women of colour. She emphasised that there is more than one way to get round your obstacles; you can go under them, over them and around them. As a woman she recounted a number of personal anecdotes which illustrated her sheer determination to succeed and be the best at what she was doing, always giving more than 100%.

Image(s) courtesy of ISHK Photography - http://www.facebook.com/ishkphotography

ls it a Man's World?

Cllr. Mimi Harker OBE, the first Asian Mayor of Amersham, spoke how she had entered politics in an unexpected way when she opposed a new property development in her local area. She spoke candidly of the challenges she had faced and sometimes of having to exert herself in what is a male dominated environment. She urged those present that they should show a dogged determination to succeed and achieve their objectives regardless of opposition faced. Mimi addressed the importance of getting involved and how it could benefit the local area and the country as a whole. Nationally, Cllr Harker, is responsible for the 12A cinema classification and founded the national 'Save Our Post Office' Campaign. She has worked on the Cross Party Task Force encouraging women to participate in public life.

Mr Kulveer Singh Ranger spoke about how he too has worked in both political and commercial worlds and also had noticed the lack of women in both at a certain level. He also commented on the unfortunate fact that when some women achieve senior positions they are labelled as alpha females and somehow this implies that they have to become like men to succeed. He acknowledged that women brought many qualities including compassion and intuition to the table, but were often told to exclude these from their work to the loss of the organisation they were engaged with.

Women Empowered had collaborated with Conservative Women's Network and Fabian Women's Network, who offered advice & courses which can be used in many walks of life. Women Empowered championed and thanked Sabiha Hudda-Khakhu of ISHK Photography for the pictures the world would see.



Image(s) courtesy of ISHK Photography - http://www.facebook.com/ishkphotography

Entrepreneurship Event

On Wednesday September 26 over 150 men and women gathered under the clear glass dome of The Bright Courtyard Club in Baker Street for the Women Empowered (WE) Entrepreneurship event.

The Panellists, Sally Overhead of Mojomums, Kiran Sharma Managing Director or KIKIT Ltd and Manager to singer Prince, Anjali Pathak, Brand Ambassador Culinary Development Patak's Foods, Chef & Food Writer and Rupinder Virdee Director of Revolution Creative Agency shared their journeys on how they started and grew successful businesses.

Alpesh Patel Co-author, 'Our Turn: The ultimate start-up guide for female entrepreneurs' and founder of Praefinium Partners spoke passionately about the need for more women entrepreneurs saying that they were needed to save the world. He stressed that they were needed to be key decision makers and influencers so that they not only contributed to the world economically but could then make strides in ensuring social justice was carried out.

Reena Ranger, chairwoman and co-founder of WE said that the organization thought that the traditional definition of entrepreneur had evolved and now with the boom of mumpreneurs (that mother who starts a business so that she can combine working with looking after her children or just a mum in business) the entrepreneurial landscape had changed. Finding a work and family balance is not easy and with the holidays children are given off school combined with the state of the economy many women are finding the best way to solve their employment needs is to start their own enterprises and create employment for themselves and others. Women are turning their hobbies into income streams or are taking their formal job training one step further and starting up their own businesses. It is said that women are natural born entrepreneurs, naturally tuned to communicate, build relationships, are arguably more creative and multi tasking is the norm and this event was to showcase and highlight these attributes and encourage women who wanted to take that next step.





Mona Remtulla, co-founder of WE, introduced the panel as diverse and was sure that those present who had wanted to find their special something would, with the words and wisdom of the panellists, be encouraged and empowered to take that next step. She also thanked two entrepreneurs for their contribution to the event; Reshma of CRR Photography for the pictures the world would see and Sophia Wasu of the Egg Free Cake Box and praised the sponsor for the event, Hassanain Remtulla of Desynz for their generosity which enabled the event to take place and proliferated WE's message of empowerment.

She went on to introduce each panel member highlighting the inspiration each provided. Anjali Pathak, a third generation female entrepreneur from the famous high quality authentic Indian "Patak" food family encouraged the audience to "discover" that a skill that one perhaps took for granted could actually be the key to your next step as Anjali's grandmother did when she came to the UK in the late 1950's. Sally Overhead, a mother of five children, all under seven years old, and an entrepreneur with two companies one of which is dedicated to helping mothers back into work. She explained that she had tried to get the right work/family balance and had managed to achieve success in both family and business life while at the same time approached the discussion of social entrepreneurship. She spoke of Kiran Sharma whose story started with posters on her walls of the greatest music legends and she now manages one of them, Prince. The final panellist was Rupinder Virdee, a working mother who found a complimentary niche to call her own and set up a PR and marketing agency.

Image(s) courtesy of CRR Photography

Entrepreneurship Event

Sally Overhead urged those thinking of doing something to "just go for it" waiting for the right time or right thing might mean that you would always be waiting.

Anjali reassured those listening that a fear of failure was acceptable and it was okay to fail sometimes and that one should look at failure as a dress rehearsal for success.

Kiran urged people to do one thing everyday towards your goal and in a month that would become 30 things have been done and that would be progress towards success.

Rupinder advised the attendees to take an idea, plan it and then really go for it.

Women empowered had collaborated with TiE UK, a forum for entrepreneurs, as their mentoring partners and Deepali Nangia the mumpreneur of Empower who provided career and business support to working mums.

The evening ended with those who attended browsing through the stalls that were being championed by WE all of which were started up by women entrepreneurs.



Image(s) courtesy of CRR Photography

Our Launch Event

On Thursday, 24th May 2012; under the high glass ceiling of the sunny Atrium at the Bright Courtyard Club in Baker Street, 120 attendees came together tat the Women Empowered Launch Event. The high profile Launch was attended by many high profile guests, many of who are WE's Champions, including Mayor of Amersham Cllr Mimi Harker OBE, Seema Malhotra MP, MOBO Awards Founder Kanya King MBE, Dr Kamel Hothi; Business & Community Director at Lloyds Bank Group, brand ambassador of Patak's food; Anjali Pathak, Mrs Nina Amin; Diversity Ambassador KPMG, Author; Alpesh B Patel, TV Presenter; Tasmin Lucia-Khan and London Mayor Boris Johnson's former Director of Environment and Digital London; Kulveer Ranger. WE's other champions include Pritti Patel MP, Kiran Sharma; Manager to PRINCE and managing director of KIKIT Ltd, Cllr Lurline Champagnie OBE and Ruby Mc Gregor-Smith CBE; Chief Executive MITIE Group PLC. Other notable guests included Baroness Shreela Flather, music producer Rishi Rich and Ch4 "The Family's" stars and radio presenters; Sunny & Shay Grewal.









The Key note speaker was Baroness Sandip Verma, Minister for Women and Equalities and Whip for the Cabinet Office. The other speakers were Ms Tasmin Lucia-Khan, (TV Presenter and News Anchor) and Entrepreneur Geeta Sidhu-Robb (CEO and Founder of Nosh Detox).

Baroness Verma said the launch of WE shows that work still needs to be done to get a fair deal for women in society. No society can move forward whilst treating more than half of its population as unequal. She pledged her support to inspire those women who do not have easy access to professional networks.

Ms Tasmin Lucia-Khan narrated her own story and how she overheard her father talking of how he had wished she, his first child, had been born a boy. To date she felt this in her heart and tried her best to act as if she was a boy for her father. She was appalled by the violence against women in society and that it must be addressed in earnest. She was heartbroken to see young girls in Bangladesh selling their bodies for food and she would like to do her best to eliviate the plight of such girls and is a supporter of the charity Restless Beings for which she raised awareness.

Ms Geeta Sidhu-Robb, an entrepreneur, described how both her marriages left her in despair and how she decided to take charge of her life when one day she found herself on the road penniless. As a result of her courage she went on to become a success and found fulfilment in life.

Chairwomen and Co-founder, Reena Ranger, spoke about how women are multi talented, hardworking and committed and how as British Asians she was privileged to have so many examples to learn from. From the Queen who has been serving her people for 60 years with dignity and grace whilst being a wife, a mother, grandmother and great grandmother. It just goes to prove women can do extraordinary things when given the opportunity.

Image(s) courtesy of CRR Photography

Our Launch Event

Reena continued "We many not all agree with their politics but you can not doubt the strength and capability of women such as, Baroness Thatcher who turned Briton from a sick man of Europe to the most prosperous economy in just 10 years, as Prime Minister of our country, and changed the fortunes of millions of people. We have the late Indira Gandhi, the late Benazir Bhutto, the incumbent president of India, her Excellency Pratibha Patil, Sheikh Hasina, the prime minister of Bangladesh, Sirimavo Bandaranaike, 3 time prime minster of Sri Lanka, and of course Aung San Suu Kyi and so many others."

Co-Founder Mona Remtulla said the aims of WE are to provide women with a forum, a platform and a network where they can find support, mentoring and inspiration to try and get out of life everything they want and to support them through the journey by putting them in touch with organisations that can nurture their ideas and mentors who can assist in achieving those goals. WE aims to be broad and provide an array of speakers on the same topic at each event so that women can find applicability and can find an affinity with one or more of them to make the difference to their lives.

A vote of thanks was given by Mr Rajesh Agrawal CEO of RationalFX. He said he was happy to sponsor the launch as he felt WE is a worthy cause and should be supported.

Thanks was also given to Bea's of Bloomsbury for their cupcakes and to CRR Photography.





















Image(s) courtesy of Redhotcurry.com

