

Industry Live



Information on the event

150 students from Years 7 to 12 from the following schools attended the Industry Live event on the 7th of May 2019.

The topic for this event was – **Being your own boss – How do you start your own business?**

1. Launceston Big Picture School, TAS
2. Prospect High School, TAS
3. Cosgrove High School, TAS
4. Hellyer College, TAS
5. Bowden Brompton Community School, SA
6. Clarence/Rose Bay High School, TAS
7. Deloraine High School, TAS
8. Jordan River Learning Federation Senior School, TAS
9. Kings Meadows High School, TAS
10. Moree Secondary College, NSW
11. Port Dalrymple School, TAS
12. Trafalgar High School, VIC

The logo for Emma Blomfield, featuring her name in a cursive script.	Emma Blomfield – Emma Blomfield Designs https://www.emmablomfield.com/
The logo for Sunshine Coast Motorcycle School, featuring a stylized motorcycle wheel and the text "Sunshine Coast MOTORCYCLE SCHOOL".	Tanya Price – Sunshine Coast Motorcycle School http://sunshinecoastmotorcycleschool.com.au/
The logo for LPM Automotive, featuring the letters "LPM" in a large, bold, blue font with "AUTOMOTIVE" in a smaller, black font below it, and a gear icon to the right.	Larz Martin-Walsh – LPM Automotive https://www.facebook.com/LPMautomotive/

Post event advice and tips from panellists

Emma

What is your number one top tip for students wanting to get into a career like yours?

Do some work experience with businesses like homewares magazines, there are free work experience programs that help give you a greater understanding of the interiors industry and practical hands on styling experience.

Also, have a plan and don't quit your day job too soon. Relying on the business to pay you a salary too soon into starting the business is the fastest way to go bankrupt. Have a savings buffer to help you through the first few months of business so you can invest back into the business.

Are there any resources you would recommend for students interested in getting into your profession?

Read as many books as you can! There are tonnes of helpful business books, just search through the business category in Amazon and find some with great reviews in the industries relevant to the one you want to work in.

Also, eCourses, Mentor programs, TED talks and Workshops.

What would you say are the top 3 skills required for someone in your profession?

Good communication skills, an eye for detail and a never quit mentality.

Tanya

What is your number one top tip for students wanting to get into a career like yours?

Decide on your approach, what you believe in, your business model for example. That might be no animal products, no cheap imitations etc. Determine your worth and stick by that. Many people will tell you how to do things. Yes, listen to them but if you feel strongly about a certain aspect, go with your gut. Do what is right for you.

Are there any resources you would recommend for students interested in getting into your profession?

I did read a lot of the articles in <https://business.qld.gov.au/>

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What would you say are the top 3 skills required for someone in your profession?

Communication skills – you have to be able to set expectations clearly, make sure you understand your client clearly, respond to questions in a timely manner, keep people informed. Most of the time when we experience bad customer service it's about communication – you need to be different and that is about how you communicate.

Confidence – believe in your skills, believe in your product or service and the customer will too.

Organisation – the clients will actually notice if you are 5 minutes late or can't commit to deadlines. If you have a shop they will notice if it's filthy or clean. Organisation, whether we like to believe it or not, shows you have attention to detail, that you will take care of your client's needs. Gives the clients confidence in choosing you.

Larz

What is your number one top tip for students wanting to get into a career like yours?

Back yourself.

Are there any resources you would recommend for students interested in getting into your profession?

Research using YouTube, Facebook and the internet.

What would you say are the top 3 skills required for someone in your profession?

Confidence, people skills and patience.

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Useful websites and resources

Starting a business toolkit - <https://www.business.vic.gov.au/setting-up-a-business/how-to-start-a-business/starting-a-business-toolkit>

A guide to starting your own business - <https://www.business.gov.au/guide/starting>

A checklist to help you get started - <https://www.business.gov.au/Planning/Templates-and-tools/Checklists/Starting-your-business-checklist>

Starting a business as a young person - <https://www.business.gov.au/planning/new-businesses/starting-a-business-as-a-young-person>

Starting your own business - <https://www.youthcentral.vic.gov.au/jobs-and-careers/starting-your-own-business>

ASIC information on small business - <https://asic.gov.au/for-business/small-business>

Information from the ATO on starting your own business - <https://www.ato.gov.au/Business/Starting-your-own-business/>

Money management tips for self-employed people - <https://www.moneysmart.gov.au/life-events-and-you/self-employed-people>

Choosing an accountant - <https://www.moneysmart.gov.au/life-events-and-you/life-events/choosing-an-accountant>