



**FROM GARAGE TO GLOBAL.
A success story.**

Forced to leave work to care for his ill father, Martin Sucha was unemployed, with one computer, a second hand desk and some old carpet to help transform his garage into a makeshift office. It was the only way he could earn money as a web developer and still care for his father. He had just one client - and hope. That was 2003.

Today Martin heads two successful multi-national companies; An IT business and a manufacturing company with a patented ground-breaking process that's about to go global. (Martin sold his other multi million dollar software development company in 2007.) He is also on the Board of the Doxa Youth Foundation, a charity he co-founded with Dr. Peter Hollingworth in 1972.

So what's the secret to his success? Martin insists it could easily have gone horribly wrong. "I downloaded a sample business plan from the internet and ***quickly realised that being qualified in my field does not necessarily qualify me to run a business.*** I needed help – and quickly."

Martin enrolled in a Chisholm business course. There he learnt a set of fundamental business skills that he was able to apply across all his companies - and still uses to this day. "***No matter what your product or service, the template for running a business is the same***" says Martin. Another vital ingredient to his success is networking. "It's critical to recognise that you can't do it all yourself," says Martin. "***Business Networking gives you support, advice, encouragement and the reassurance you're not alone.***"

Martin's advice? "***Believe in what you want - be passionate; Choose the life you want to lead and find out how a business will help you achieve it.***"

And that's where Chisholm comes in. Chisholm's Business Enterprise Centre offers everything you'll ever need to help you succeed in business. As well as practical business training run by highly skilled experienced industry experts, Chisholm's Business Enterprise Network offers valuable information like free business seminars, advice and networking opportunities.

***Whether you're in business or about to start -
- make it your business to talk to Chisholm today!***



FROM DISASTER TO DESIGN A story of Inspiration

You would think the last thing a newly single mother with two young, very ill children would do was resign from her job. But the enrolment criteria for the Chisholm course she hoped would turn her life around required that Mary Delaney be unemployed. With a dining room table as a desk, an old electronic typewriter and a passion for interior design, Mary took that leap of faith – not knowing what was ahead. That was 1999.

Today Mary runs a successful multi-award winning interior design company with an impressive portfolio of design projects including the complete authentic restoration of a National Trust mansion in Brighton Victoria – just one of the many triumphs of her business to date.

Back in 1999 however, despite medical bills piling up and hours spent at doctors appointments, Mary remained positive that with the right training she could transform her love of architecture and design into a profitable business. **“My natural ability in design and project management as well as my interior design study meant I was well equipped in my field,”** says Mary. **“But I needed a way to gain more knowledge on how to run a business.”**

Mary was accepted into the Chisholm Business course - NEIS and soon realised just how little she knew about running a business - but she was determined to make it work. **“The course gave me the foundation I needed to make my business a success,”** says Mary. **“I was able to develop a set of business skills which included knowledge about marketing, accounts, communication and so much more.”**

Networking was also a vital element of the course that not only increased Mary’s workload but highlighted the benefits of having completed the course. **“Colleagues I met through networking who had not undertaken any kind of business study were obviously at a disadvantage,”** says Mary. **“There’s no doubt that when it comes to business success the course has given me an edge over the competition.”**

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