

MONEY CENTRAL



COVER STORY

Meet the woman who's changing the face of skincare down under

Jenna Chan

INDUSTRY TIPS

The roadmap to success

The questions every entrepreneur must answer

CAREER TIPS

The ultimate career dilemma

Should I quit my job?



Business Success!
Mastering cash flow management

WEALTH BUILDING

Seven ways to create multiple income streams

FEATURE

Public Speaking
10 essentials hacks for success



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AUSTRALIAN MILLIONAIRES BUSINESS NETWORK

MONEY CENTRAL

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OPENING REMARKS

In this month's issue, we focus on the useful questions that modern entrepreneurs can ask themselves, in order to not only shape, but to stay on the right track to success. In today's very uncertain economic times, it helps to consistently to re-evaluate what success looks like to you and your unique organisation. To complement that thinking, we also explore the idea of pursuing one's passion - because ideally, the goal is to find a way to honour both our passions, and our work.

Jill Antonio
Editor-In-Chief

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THE ROADMAP TO SUCCESS: ESSENTIAL QUESTIONS EVERY ENTREPRENEUR MUST ASK

Becoming a successful entrepreneur requires much more than just a great business idea or a passion for your chosen field. It involves careful planning, strategic thinking, and the ability to answer crucial questions that can shape your path to success. By exploring and addressing these key questions, you can gain clarity, build a strong foundation, and set yourself up for success. Here are five critical questions that entrepreneurs must answer on their journey:

What Problem Am I Solving?

Successful entrepreneurs start by identifying a problem or a need in the market. Ask yourself, "What problem am I solving with my product or service?" It's crucial to comprehend the problems that your target audience is experiencing in order to create a viable business that provides real value. Conduct market research, analyze consumer trends, and engage with your potential customers to gain insights. By clearly defining the problem you are solving, you can create a differentiator for your firm and set it up for success.

Who Is My Target Audience?

Knowing your target audience is crucial for effective marketing, product development, and customer acquisition. Ask yourself, "Who will benefit the most from my product or service?" Define your ideal customer profile by considering demographics, psychographics, and behavioral patterns. Understand their needs, preferences, and pain points. Tailor your messaging, branding, and marketing strategies to resonate with your target audience. By concentrating your efforts on a certain market group, you may successfully meet their demands and build a base of devoted clients.

What Is My Unique Value Proposition?

In a competitive market, it's essential to differentiate your business and clearly communicate your unique value proposition. Ask yourself, "What makes my product or service stand out from competitors?" Identify your unique strengths, whether it's exceptional quality, innovative features, superior customer service, or a distinctive brand story. Develop a compelling value proposition that highlights these differentiating factors. You can attract customers, build brand loyalty, and gain a competitive edge by offering something that sets you apart.

How Will I Acquire Customers?

Customer acquisition is crucial for any business's success. Ask yourself, "How will I reach and attract customers?" Develop a comprehensive marketing strategy that encompasses both online and offline channels. Think about digital marketing strategies, including email marketing, social media strategies, content writing, and search engine optimization (SEO). Explore partnerships, influencer collaborations, and community engagement to expand your reach. Additionally, plan for customer retention by delivering exceptional customer experiences and fostering long-term relationships.

What Is My Growth Strategy?

Entrepreneurs must have a clear vision for the growth and scalability of their business. Ask yourself, "How will I scale my operations and expand my market presence?" Outline your growth strategy, whether it entails providing new goods or services, or expanding into new markets or exploring strategic partnerships and acquisitions. Develop a robust financial plan that accounts for scalability and profitability. Consider the infrastructure, resources, and talent required to support your growth plans. Thinking strategically and planning for growth can position your business for long-term success.

Answering these key questions is essential for aspiring entrepreneurs who want to build successful businesses. By understanding the problem you're solving, defining your target audience, differentiating your value proposition, acquiring customers effectively, and planning for growth, you can lay a strong foundation for entrepreneurial success.

THE ULTIMATE CAREER DILEMMA: SHOULD YOU LEAVE YOUR JOB TO PURSUE YOUR PASSION?

Many individuals find themselves at a crossroads in their careers, torn between the security and financial stability of a well-paying job and the pursuit of their true passion. It is a difficult decision that requires careful consideration. This article aims to explore the factors one should contemplate when contemplating leaving a good-paying job to pursue their passion.

Fulfillment and Happiness

One of the most compelling reasons to pursue your passion is the potential for increased fulfillment and happiness. Engaging in work that aligns with your interests and values can bring a sense of purpose and joy that may be lacking in a job solely driven by financial rewards. When you are passionate about what you do, work ceases to feel like a burden, and the line between work and personal life often blurs.

Growth and Development

Leaving a comfortable job for your passion can open doors to personal growth and development. Pursuing what you love often requires stepping out of your comfort zone, taking risks, and acquiring new skills. This journey of self-discovery and continuous learning can lead to a more meaningful and fulfilling career trajectory, enhancing your overall professional growth.

Increased Motivation and Productivity

Passion breeds motivation. When you are genuinely passionate about your work, you are more likely to be driven, enthusiastic, and proactive. This heightened sense of motivation often translates into increased productivity and quality of work. With passion as your driving force, you are more likely to go the extra mile, take on challenges, and continuously strive for excellence.

Creating Your Own Path

Leaving a good-paying job to pursue your passion allows you to forge your own path and create a life on your own terms. You have the choice to determine what success means to you without being bound by societal or corporate expectations. By taking control of your career, you have the opportunity to build something unique and truly fulfilling.

Financial Considerations

While passion is undoubtedly important, it's critical to think about how leaving a well-paying job can affect your finances. Pursuing your passion may initially involve financial sacrifices, as it takes time and effort to establish yourself in a new field or business. It is crucial to assess your financial situation, create a realistic plan, and have a safety net in place to sustain yourself during the transition.

Balancing Risks and Rewards

Leaving a stable job for your passion involves weighing the risks and rewards. It requires careful evaluation of the potential gains, such as personal fulfillment and happiness, against the potential risks, such as financial uncertainty and instability. It is advisable to conduct thorough research, seek advice from mentors or experts in your desired field, and have a well-thought-out strategy in place before making any drastic decisions.

Deciding whether to leave a good-paying job for your passion is a deeply personal and complex choice. While financial security is essential, one must also consider the long-term implications of sacrificing personal fulfillment and happiness. Striking a balance between financial stability and pursuing your passion is key. Ultimately, taking calculated risks, planning diligently, and following your heart can lead to a life of purpose and fulfillment, where work is no longer just a means to an end, but a source of genuine joy and satisfaction.



MASTERING CASH FLOW MANAGEMENT: TIPS FOR YOUR SUCCESS

Cash flow management is definitely an essential aspect of running a successful business. Maintaining a healthy cash flow ensures you have enough liquidity to cover expenses, invest in growth opportunities, and weather unforeseen challenges. This article will explore actionable tips to help you effectively manage your business's cash flow.

Monitor and Project Cash Flow: Regularly monitoring your cash flow is essential. Set up a system to track your income and expenses meticulously, allowing you to identify patterns and make informed decisions. Develop accurate cash flow projections based on historical data and future forecasts. This proactive approach will enable you to anticipate potential cash shortfalls and take necessary steps to address them promptly.

Establish a Cash Reserve: Creating a cash reserve acts as a safety net during uncertain times. Aim to accumulate a reserve that can cover at least three to six months' worth of operating expenses. This buffer will protect your business from unexpected emergencies, market fluctuations, or slower revenue periods. Consider automating regular transfers to your cash reserve account to ensure consistency and discipline.

Optimize Receivables: Efficient management of accounts receivable is crucial for maintaining a steady cash flow. Establish clear payment terms, send timely invoices, and follow up on overdue payments. Think about developing a system for periodic billing or providing incentives for early payment. If necessary, employ a professional collection agency to recover outstanding debts. Regularly analyze and address any bottlenecks in your collections process to minimize delays.


Negotiate Supplier Terms: Negotiating favorable terms with your suppliers can significantly impact your cash flow. Seek extended payment periods, discounts for early payments, or bulk purchase agreements. Building solid relationships with suppliers can open doors to mutually beneficial arrangements that provide flexibility and improved cash flow management.

Control Inventory: Excess inventory ties up valuable capital and increases storage costs. Implement a robust inventory management system that accurately forecasts demand and monitors stock levels. Regularly review your product offerings and identify slow-moving or obsolete items. Consider implementing just-in-time inventory strategies or dropshipping arrangements to minimize inventory holding costs and improve cash flow.

Manage Expenses: Conduct a thorough review of your expenses to identify areas for cost optimization. Analyze recurring expenses, negotiate better rates with vendors, and explore alternative suppliers or service providers. Implement cost-cutting measures without compromising the quality of your products or services. Regularly track and review your expenses to ensure they align with your business goals and eliminate unnecessary spending.

Secure Adequate Financing: Access to appropriate financing options can alleviate cash flow challenges during growth or unexpected expenses. Explore various financing options such as lines of credit, small business loans, or business credit cards. However, exercise caution and consider each option's costs, terms, and repayment obligations to avoid overburdening your business with debt.

Effectively managing your business's cash flow is critical to long-term success. By monitoring and projecting cash flow, establishing reserves, optimizing receivables, controlling inventory, managing expenses, and securing adequate financing, you can ensure a healthy and sustainable financial foundation for your business.



“Efficient management of accounts receivable is crucial for maintaining a steady cash flow.”

FINANCIAL FREEDOM: SEVEN WAYS TO CREATE MULTIPLE INCOME STREAMS

In today's rapidly changing world, creating multiple income streams has become essential for financial stability and freedom. Relying on just a single source of income can be risky, as unforeseen circumstances or economic downturns can disrupt our financial well-being. By diversifying our income sources, we increase our earning potential and create a safety net that provides stability and opens doors to new opportunities. In the article below, let's explore seven effective ways to create multiple income streams.

Start a Side Hustle

One of the traditional ways to create an additional income stream is by starting a side business. Identify your skills, passions, or hobbies, and leverage them to create something that fulfills a market need. Whether it's freelance work, consulting, e-commerce, or a creative endeavor, starting a side business allows you to generate income while pursuing your interests.

Invest in Real Estate

Real estate investment is a tried-and-true approach to generating passive income. Consider purchasing rental properties, commercial spaces, or vacation homes that generate consistent rental income. Additionally, you can explore real estate investment trusts (REITs) or crowdfunding platforms that allow you to invest in properties without the need for significant capital.

Develop and Monetize Your Skills

Identify your unique skills or expertise and find ways to monetize them. Offer consulting services, teach online courses, or become a freelancer in your field. Platforms like Upwork, Fiverr, or Udemy provide opportunities to showcase your skills and connect with clients or students worldwide. By leveraging your expertise, you can create a sustainable income stream.

Explore the Sharing Economy

The expansion of the sharing economy has created new opportunities for generating income. Platforms like Airbnb, Uber, or TaskRabbit enable you to rent your spare room, provide transportation services, or complete various tasks for a fee. Utilizing these platforms allows you to leverage your existing assets or skills to generate additional income on a flexible schedule.

Invest in Stocks and Dividend-Paying Assets

Investing in stocks, bonds, or dividend-paying assets can provide a passive income stream. Research and educate yourself about different investment options, and consider diversifying your portfolio. Over time, dividend stocks, index funds, or mutual funds can generate regular income through dividends or capital appreciation.

Create and Sell Digital Products

With the rise of the internet, making and selling digital goods has become a common strategy for making passive income. Write an e-book, develop an online course, or design digital artwork that can be sold repeatedly without significant overhead costs. Platforms like Amazon Kindle Direct Publishing, Teachable, or Etsy provide easy access to a global marketplace for your digital products.

Peer-to-Peer Lending and Investing

Platforms for peer-to-peer lending let you make loans directly to individuals or businesses in exchange for interest payments. By cutting out traditional financial institutions, you can earn higher investment returns. Platforms like LendingClub or Prosper facilitate these peer-to-peer lending opportunities, allowing you to diversify your investment portfolio and create an additional income stream.

Creating multiple income streams requires effort, dedication, and a long-term perspective. Setting realistic expectations and investing time and resources into building and managing these income streams effectively is essential. Moreover, continuous learning and adaptability are crucial to staying ahead in the evolving landscape of income generation.

MASTERING THE ART OF PUBLIC SPEAKING: TEN ESSENTIAL HACKS FOR SUCCESS

Public speaking can be a terrifying task for most people, but with the proper techniques and mindset, anyone can become a confident and effective communicator. Whether you're delivering a presentation at work, speaking at a conference, or addressing a large audience, these ten essential hacks will help you enhance your public speaking skills and leave a lasting impact.

Prepare Thoroughly

The key to successful public speaking lies in thorough preparation. Research your topic, organize your thoughts, and create a clear structure for your speech or presentation. Practice extensively to familiarize yourself with the content and anticipate potential questions or challenges.

Know Your Audience

Understanding your audience is vital. Research their demographics, interests, and expectations. Tailor your message to resonate with them, utilizing terminology and illustrations they can understand. Engage the audience by addressing their specific needs and interests, ensuring a more impactful and memorable speech.

Start with a Strong Opening

You need to lock in your audience straight away. Begin with a captivating anecdote, an intriguing fact, or a thought-provoking question. A powerful opening sets the tone for the rest of your speech and captures the audience's interest, ensuring they are engaged and attentive throughout your presentation.

Use Visual Aids Wisely

Visual assistance like presentations or objects can enhance your presentation, but use them sparingly and purposefully. Keep visuals simple, uncluttered, and easy to comprehend. They should complement and reinforce your message, not distract or overwhelm the audience. Practice with visual aids to ensure a seamless delivery.

Speak with Passion and Energy

Your enthusiasm for the topic will captivate the audience. Speak with conviction, infuse your voice with energy, and project confidence. Use appropriate intonation and vary your speaking pace to keep the audience engaged. A passionate delivery helps convey your message effectively and leaves a lasting impression.

Connect with Stories and Personal Anecdotes

Stories and personal anecdotes are powerful tools for connecting with the audience. They add a human touch, making your speech relatable and memorable. Incorporate relevant stories that illustrate your points, evoke emotions, and provide real-life examples. Authentic storytelling helps create a strong connection with your listeners.



Maintain Eye Contact

Establishing eye contact builds trust and engagement. Make an effort to connect with different individuals in the audience, maintaining eye contact as you speak. This fosters a sense of connection and involves the audience. Avoid fixating on one spot or constantly looking at notes or slides.

Utilize Body Language and Gestures

Effective body language enhances your presence and helps convey your message. Stand tall, maintain good posture, and use purposeful gestures to emphasize key points. Facial expressions should reflect the emotions you want to convey. Utilize confident and open body language to establish a solid and engaging presence.

Practice Active Listening

Public speaking is not just about speaking; it's also about listening. Pay attention to the audience's reactions, non-verbal cues, and feedback. Adjust your pace, tone, or content based on their responses. Active listening allows you to adapt and connect with the audience more effectively, fostering a two-way communication experience.

Embrace Mistakes and Learn from Them

Even the most seasoned speakers make mistakes. Accept them as chances for development and education. If you stumble or forget a point, take a deep breath, and continue with poise. Be authentic and genuine; the audience appreciates speakers who show vulnerability and resilience.

You can definitely improve your public speaking abilities with practice and the right strategies. By following these ten essential hacks, you can elevate your public speaking abilities and leave a lasting impact on your audience. Embrace the challenge, and you'll become a confident and influential communicator with time.



INTRODUCING Jenna Chan

MEET THE WOMAN BEHIND HAIR & SKIN SCIENCE CLINICS

In the ever-evolving world of hair loss and skincare, one name stands out as a beacon of innovation and affordability: Jenna Chan. With over two decades of experience in the industry, 59-year-old Jenna Chan has become a trailblazer, providing accessible PRP & PRF hair loss treatments, Neo Graft Hair Transplants, injectables and fillers across Australia. But her journey is not just about business success; it's a tale of determination, resilience, and a mother's unwavering commitment to her children's future.

Jenna Chan's story is not that of an overnight sensation but rather a lifelong dedication to her craft. With a career spanning more than 20 years, she has not only honed her skills but also refined her mission to make top-tier treatments affordable for everyone. As a single mother facing challenges head-on, Jenna has embodied the spirit of entrepreneurship, determined to reshape the skincare world.

In the wake of the Covid-19 pandemic, Jenna Chan's Hair and Skin Science clinics experienced a surge in demand, igniting an exponential growth phase. With her finger on the industry's pulse, she seized the opportunity and expanded her vision. Today, her clinics have become a symbol of excellence. It's not just about numbers; it's about giving clients the confidence to face the world with rejuvenated skin and hair.

Jenna's journey is intrinsically tied to her aspiration to provide her children with more than she had growing up. At 59, she took the courageous step to launch her own anti-aging skincare clinic, a move that wasn't without its challenges. As she navigated the highs and lows of business ownership and single-handedly raised her family, Jenna's story became an embodiment of strength, determination, and unyielding love.

Hair and Skin Science's commitment from day one has been to offer affordable, effective hair loss and skin treatments performed by medical experts. The clinics have not only fulfilled this promise but exceeded it.

With treatments carried out by medical doctors and nurses, they've conducted over 100,000 PRP hair loss treatments and 30,000 PRP skin treatments. These figures aren't just statistics; they're testaments to lives transformed and confidence restored.

In the world of skincare, Hair and Skin Science has emerged as the go-to destination for the famous 'vampire facial.' By harnessing the body's own resources, the procedure rejuvenates the skin, leaving clients with a fresh and youthful appearance. This innovative technique, beloved by celebrities like Kim Kardashian, has solidified Hair and Skin Science's reputation as an industry pioneer.

Jenna Chan's journey has evolved into a family affair as she partnered with her son, Royce. Together, they have not only embraced success but multiplied it. With the recent launch of eight additional clinics, their collaborative efforts have brought the total number of Hair and Skin Science clinics to an impressive 25.

Jenna Chan's story is one of passion, innovation, and family values. From her early struggles to the heights of success, she continues to leave an indelible mark on the hair loss and skincare landscape. Through affordable treatments, unwavering dedication, and love for her children, Jenna Chan is transforming not just faces but lives throughout Australia.

MoneyCentral magazine recently had the opportunity to connect with Jenna Chan to delve into her entrepreneurial journey, and here's a glimpse into the insightful conversation.

Can you tell us about your journey in the beauty industry and how it led you to launch your own anti-ageing skincare clinic, Hair and Skin Science?

I have worked for several small cosmetic clinics for many years. Many loyal clients and friends encouraged me to open my own clinic, and they said they would support me...so I did. I opened my first clinic at 59 years old. Better late than never.





“Never, ever give up. You cannot fail if you never give up. There are many people who became successful entrepreneurs much later in life. Age is not a reason not to go for your dreams.”

What inspired you to focus on affordable hair loss and skin treatments, performed by medical doctors or nurses, as your mission for Hair and Skin Science clinics?

Many cosmetic clinics had only focused on injectables, so I saw a gap in the market for medical cosmetic clinics offering both hair loss and skin rejuvenation treatments. Affordability is important to me as I've always struggled throughout my life with financial hardship, so I made it my mission to make our services accessible to the majority of people living in Australia. Everyone deserves to feel happy and confident!

With the exponential growth of Hair and Skin Science after the Covid-19 pandemic, can you share some insights into the strategies that contributed to your success during challenging times?

Thankfully in Australia, the government was helpful in providing some financial support to pay staff wages and clinic rents. We did our best to pivot during the pandemic. However, our core service is in-clinic. We were able to provide hair regrowth & skin products to patients during the lockdowns.

My son and I had strategised to expand rapidly during the reopening post-pandemic. We saw this as an opportunity to sign leases at great prices and push ahead while other businesses were being very conservative.

How did you manage to navigate the financial hardships and highs and lows of doing business while being a single mother raising two young children?

It was tough being a single mother throughout the years. Truthfully, before Hair and Skin Science launched in April 2017, I didn't have much to my name at all. I'm now almost 65 years old, and my life is completely different from what it was only seven years ago. It's never too late to go after your dreams!

The 'vampire facial' has become a popular treatment at Hair and Skin Science. Could you explain how this procedure works and what makes it stand out from other skincare treatments?

One of our most popular skin treatments is the vampire facial which became famous because of Kim Kardashian.

The procedure is performed in four simple steps:

1. A registered nurse takes a small sample of your blood.
2. This blood is spun in a centrifuge separating the platelets (growth factors) from the red blood cells.

PRP solution is applied using tiny injections combined with microneedling.

Vampire facials combine the powers of micro needling and PRP. During a traditional micro needling treatment, needles create tiny incisions in the skin, stimulating the skin to repair itself with new collagen and elastin. However, in a vampire facial, this is coupled with platelet-rich plasma, which contains growth factors to help stimulate repair.

Opening 25 clinics in Australia in such a short period of time is a remarkable achievement. What were the key factors that enabled you to expand your business to this scale?

There are three key factors that I never lose sight of while building Hair and Skin Science. One is customer satisfaction, affordability, and employee satisfaction. I do my best to address these three core factors while continuing to expand continually.

Can you elaborate on your partnership with your son, Royce, in running the business? How has this collaboration contributed to the success of Hair and Skin Science?

Royce and I are like Ying and Yang! I'm so lucky that we work well together and have complementary skills. Royce is very good at brand building, marketing, and finance. I'm really good at being hands-on and internally operating clinics and empowering key staff. It's important to find a business partner with a different skill set to grow the business to its full potential. In my opinion, if you're about to start a business with a friend or relative, I'd make sure that your skills are complementary and not overlapping too much.

Hair and Skin Science clinics have performed an impressive number of PRP hair loss and skin treatments. What sets your clinics apart in terms of customer satisfaction and results?

We have built a culture at Hair and Skin Science of putting the customer first and always doing the best we can to provide an affordable service that provides excellent hair and skin rejuvenation results.

We also have unique treatment protocols exclusive to Hair and Skin Science. These strict protocols are used by all our medical doctors and registered nurses.

What has been the most rewarding part of your journey as a business owner in the beauty industry, and how do you measure the impact of your work on your clients?

Being able to develop and nurture our registered nurses into leadership positions and give them opportunities to further their careers and aspirations. It is so satisfying to watch it unfold! Happy registered nurses mean happy patients! We measure the impact of our work through online reviews and word of mouth. If you're doing a great job, patients will refer their friends and relatives.

Your story is truly inspiring, showcasing that it's never too late to chase your dreams and achieve success. What advice would you give to aspiring entrepreneurs, especially those who face challenges like financial constraints or age-related concerns?

Never, ever give up. You cannot fail if you never give up. There are many people who became successful entrepreneurs much later in life. Age is not a reason not to go for your dreams. You have the experience and wisdom that many young people do not, I also see having financial constraints as an advantage! It forces you to get creative and really squeeze as much as you can out of every dollar. These skills that you develop will set you up for continued success.



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MISSION: Our mission is to present the most unique and compelling original Australian content by tapping into the hottest local talents and events.



A woman with long brown hair, wearing a wide-brimmed white hat, a white short-sleeved dress with ruffles, and brown boots, is sitting on a sand dune. She is holding a brown crossbody bag and sunglasses. The background shows a beach with waves and a blue sky with light clouds. Two wooden posts are visible in the sand.

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SNEAK PEEK: CELEBRITY HOMES UNLOCKED
WALT DISNEY'S FAMILY MANSION

The mastermind behind Disneyland and Walt Disney World and the creator of some of the world's most beloved children's films, Walt Disney was one of America's greatest visionaries, animators, movie producers and business innovators. A native of Chicago who got his start as the cartoonist on his high school paper, Walt Disney first moved to Los Angeles to pursue a career in animation in 1923, following a stint as a Red Cross ambulance driver in World War I. Together with his brother Roy, he formed the Disney Brothers Studio, which would become the international powerhouse The Walt Disney Company. The studio's first major success was with the iconic character Mickey Mouse, originally voiced by Walt himself. In 1932, with the proceeds from his Mickey Mouse and Silly Symphony films, Walt purchased a plot of land in LA's Los Feliz neighborhood, where he would build a home and raise two daughters with his wife, Disney Studio secretary Lillian. It was in this house where Walt imagined and worked on some of his most important movies, such as Snow White and the Seven Dwarves, Cinderella, and Pinocchio. In fact, the original home theater where Walt watched the dailies of his famous films, now updated with modern technology, is a major feature of the home.

Currently owned by Kazakh filmmaker Timur Bekmambetov, himself a big-time Disney fan, the property where the Disney family lived from 1932 to 1950 is being offered for lease at \$40,000 per month. Walt worked with architect Frank Crowhurst to design and build his striking residence, which mixes French Provincial, Country Tudor, and Neo-Gothic styles. Covered in vines, the four-bedroom mansion features a turret, a cobblestone motorcourt, and stained glass windows. All the rage in the 1920s and 30s, LA's storybook homes feature whimsical designs that evoke the aesthetic of fairytales. Years later in 1955, the architecture of Walt's Disneyland theme park in Anaheim would follow a complementary style.

The meticulously maintained home boasts a mixture of modern convenience and Old World charm, furnished with carefully chosen antiques. Enter through the rotunda to find a grand two-story living room, with vaulted-wood-beamed ceilings, wood-paneled walls, a brick fireplace, and views of the gardens and LA skyline. The gorgeous kitchen features a center island, stainless steel appliances, marble counters, custom cabinets, and a walk-in pantry. The formal dining room includes French doors and a muraled ceiling. The spacious primary suite boasts ample closets and a massive bathroom with dual vanities.

Sitting on over an acre, the park-like grounds feature a large pool, landscaped walkways, lush lawns, and a trellised outdoor dining area. An adorable cottage-style playhouse that was the Disney girls' Christmas gift in 1937 still adorns the yard.

Los Feliz is a hillside LA neighbourhood that abuts Hollywood and the 4,200-acre Griffith Park. Disney's home is only a short drive from the park, which includes numerous options for entertainment including the Griffith Observatory, The Greek Theatre, The Roosevelt Golf Course and dozens of trails. Celebrities who call the neighbourhood home include Angelina Jolie, Katy Perry and Eva Mendes.

The listing is held by Chase Campen of Compass. Photos by Joel Danto of TheLuxLevel. Source: www.compass.com.

Photo Credit: Jodel Danto | Source: TopTenRealEstateDeals.com





10 REALITY CHECKS TO CONSIDER BEFORE STARTING A NEW BUSINESS

Starting a business can be a fulfilling experience, but it's important to understand the realities and challenges involved before taking the leap. Here are some realities to consider before starting your business:

Starting a business is hard work: Starting a business is not a quick or easy process. It requires a lot of hard work, time, and effort, particularly in the early stages when you're setting up the business and getting it off the ground. Be prepared to put in long hours and make sacrifices, particularly if you're juggling a day job or other commitments.

It takes time to build a profitable business: Building a profitable business takes time, and it's unlikely that you'll start making money right away. It can potentially take months or even years to build a customer base, establish your brand, and generate enough revenue to cover your expenses and turn a profit. Be prepared to invest time and money in your business for the long haul.

Cash flow is critical: The lifeblood of any firm is cash flow, and it's critical to manage your finances carefully. You'll need enough money to cover your expenses, pay yourself, and invest in your business, particularly in the early stages when you're not yet generating significant revenue. Be sure to keep careful track of your finances and have a plan in place for managing cash flow.

You need a solid business plan: A solid business plan is vital if you want to succeed. It should outline your goals, target market, competitive landscape, marketing strategy, financial projections, and other key details. Your business's strategy will be laid out in your business plan and help you to stay on track and make informed decisions.

You need to be comfortable with the risk: Starting a business involves taking risks, and success is not guaranteed. You'll need to be comfortable with uncertainty and be prepared to take calculated risks in order to achieve your goals. This could involve investing your own money, quitting your day job, or taking on debt or investors.

You'll need to wear many hats: As a business owner, you'll need to be a jack-of-all-trades, at least in the early stages. You'll be responsible for everything from sales and marketing to accounting and customer service. Be prepared to learn new skills and take on various responsibilities.

Marketing is essential: Marketing is essential for any business, but it's particularly important for new companies trying to establish themselves in the market. You'll need to develop a marketing strategy that reaches your target audience and helps you to stand out from the competition. This could involve social media marketing, email marketing, content marketing, or other tactics.

You'll need to be adaptable: Businesses need to be adaptable to succeed. You'll need to be willing to pivot your strategy, change direction, or try new things if your initial approach isn't working. This could involve changing your product or service, targeting a different market, or adjusting your marketing strategy.

You'll need support: Launching a business and isolating experience might be lonesome, mainly if you're working from home or don't have a team. It's essential to have a support system in place, whether it's friends, family, or fellow entrepreneurs. You'll also need to build relationships with suppliers, partners, and customers.

You'll need to be passionate and committed: Finally, starting a business requires passion and commitment. You'll need to be passionate about your business and committed to making it successful, even when things get tough. Be prepared to weather setbacks and challenges, and keep your eyes on the prize.

In conclusion, starting a business can be a fulfilling experience, but it's essential to understand the realities and challenges involved before taking the big leap.





MEET YOLANDI FRANKEN: THE PRODUCER OF
STREETS OF COLOUR



Female entrepreneur and producer Yolandi Franken is making waves in the entertainment industry with her recent project, "Streets of Colour," in collaboration with director Ronnie S. Riskalla. This powerful and gripping film revolves around the life of Tez, a 23-year-old drug dealer, whose world turns upside down after being unjustly blamed for the death of his best friend in a racist street fight.

"Streets of Colour" takes audiences on an emotional journey as Tez not only faces the grief of losing his friend but also the heart-wrenching reality of losing custody of his son, whom he has never met. The heartrending plot unfolds as Tez must now find a way to reclaim his life, get back on track, and reunite with his son before it's too late.

Yolandi Franken's passion for storytelling and her keen eye for compelling narratives have driven her to create this thought-provoking project. As a female entrepreneur and producer, Yolandi is breaking barriers and paving the way for more diverse and inclusive stories to be told on the big screen.

Director Ronnie S. Riskalla's creative vision complements Yolandi Franken's producing expertise, resulting in a captivating cinematic experience that resonates with audiences on a profound level. Riskalla's ability to bring raw emotions to the forefront and depict the struggles of the characters in a genuine and relatable manner adds depth and authenticity to "Streets of Colour."

At its core, "Streets of Colour" delves into themes of redemption, second chances, and the strength of the human spirit. Tez's journey reflects the resilience and determination of individuals striving to rise above adversity and rebuild their lives, even in the face of seemingly insurmountable challenges.

The film's exploration of racial tensions and the impact of such conflicts on the lives of those involved adds an important layer of social commentary. By shedding light on the consequences of racism and its far-reaching effects, "Streets of Colour" encourages reflection and dialogue on these pressing issues.

Yolandi Franken's commitment to bringing meaningful stories to the forefront is evident in her involvement in "Streets of Colour." Through this project, she aims to not only entertain audiences but also to spark conversations and promote understanding.

With Yolandi Franken's vision and passion driving the project, and director Ronnie S. Riskalla's artistic brilliance, "Streets of Colour" is poised to make a significant impact in the world of cinema.



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