



This month Christine Heffernan, Cork County Council's Local Enterprise Office Cork North & West caught up with Margaret Hctor of Kilmullen Farm in Co. Wicklow. Margaret is one of their keynote speakers on Friday 6th March as LEO celebrates International Women's Day.



Christine Heffernan



Margaret Hctor

Are you looking forward to coming to West Cork?

Very much so on many levels. I love West Cork, so to combine work with a visit to one of the most beautiful places in Ireland is a big plus.

When speaking at events, how do you relate to an audience of entrepreneurs, start-ups and established businesses across all sectors?

I really enjoy speaking at these events. I'm telling my story - from corporate to farming and building the farm business and the mindset needed to manage that. I make sure that the second half of the talk has many takeaways that are relevant to the audience, for

example managing the self-doubt, the learnings shared over the last six years and also how we market ourselves on a tight budget. There is something in there for all who attend. It is also entertaining and very authentic so those who attend will enjoy it.

When you were made redundant from your job in the corporate sector, was this a difficult time in your life?

It was a very challenging time in my life. It was my 'Annus horribilis'. In 2013 not only did I experience job loss but we had a house fire where our kitchen burnt down, and I had a breast cancer scare, so in my story I will talk about that and the step by step rebuild! I am proud of where our farm business has grown to but equally delighted that I can now help others through, either coaching or in speaking sessions like this. Nothing makes me happier than when someone comes up to me afterwards and says, "What you said to me there really resonated with me".

Tell me how you find a work/life balance in your busy life?

This is the hard one! As part of my journey of writing my next chapter I worked out what was really important to me, and keeping the balance of family, exercise, financial stability came up as my top three. So I schedule exercise for a minimum of three times a week in whatever way that works. Family time is paramount so a big emphasis on family dinner three times a week minimum no matter what else is going on. We aim for that and then the flexibility of working for ourselves allows us to steal time in the day to watch a JCT match, be it hockey or rugby and appear on the side-line, which is a great joy to me. I cannot buy back this time with my two teenagers so the flexibility in sharing in events is the greatest gift of this new lifestyle.

If you were to give any advice to someone with a business idea who is unsure of what steps to take to start their own business, what would it be?

I would say write down the idea... write down how you see it evolving and then I would join a Start Your Own Business Programme with your Local Enterprise Office. These programmes are set up with you in mind and can give you a great flavour of what is involved. It can save a lot of time and steer you in the right direction.

On a concluding note, tell me one of your dreams in life which you hope to fulfill someday?

I would love to speak abroad to other groups, be it women in agriculture or business in general, preferably Australia where I have many friends! To be then able to say to my family "Why don't you come with me and have an extended holiday!" That would be just one dream of many! I am very much looking forward to this lovely event in Rosscarbery.

To find out more about Margaret, book in online to attend the Local Enterprise Office event celebrating International Women's Day: www.localenterprise.ie/corknorthandwest

Oifig Fiontair Áitiúil Corcaigh Thuaidh & Thiar

Local Enterprise Office Cork North & West



Local Enterprise Week 2020 (2nd - 6th March) Schedule of Events:

Monday 2nd March:

FREE Brexit Customs Training Workshop

Location: Fernhill House Hotel, Clonakilty
Time: 9.30am-4.30pm

FREE Business Advice Clinics

Location: Brookpark Business Centre, Dunmanway
Time: One hour appointments throughout the day

Tuesday 3rd March:

FREE Business Advice Clinics

Location: LEO Office, Clonakilty
Time: One hour appointments throughout the day

Wednesday 4th March:

FREE Business Advice Clinics

Location: The Ludgate Hub, Skibbereen
Time: One hour appointments throughout the day

Thursday 5th March:

FREE Business Advice Clinics

Location: The Ludgate Hub, Skibbereen
Time: One hour appointments throughout the day

Friday 6th March:

International Women's Day Networking Event

Location: The Celtic Ross Hotel, Rosscarbery
Time: To be confirmed
A subsidised cost of €30 per person (this includes a lunch)

FREE Trading Online Voucher Information Seminar

Location: Brookpark Business Centre, Dunmanway
Time: 9.30am-11.00am

FREE Website Advice Clinics

Location: Brookpark Business Centre, Dunmanway
Time: 11.30am-4.30pm

FREE Business Advice Clinics

Location: The Trident Hotel, Kinsale
Time: One hour appointments throughout the day

Bookings and payments for all events are only available from our website: www.localenterprise.ie/corknorthandwest
Contact us today to find out how we can help your business move forward in 2020.

Contact us at: **A:** Local Enterprise Office Cork North & West, 8 Kent Street, Clonakilty | **T:** 023-8834700
E: westcork@leo.corkcoco.ie | **W:** www.localenterprise.ie/corknorthandwest

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