

Louise Curtis, 40
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Choc heaven

Lollypotz is Australia's largest chocolate bouquet supplier, supplying gifts online, through its stores and popup shops. It has 43 franchised and company-owned operations in Australia and three in New Zealand.

What is the best part of your job? Every day is different. I am dealing with new exciting initiatives on a daily basis which are then rolled out to our franchise owners. I am dealing with people, product, promotion and there is never a dull moment. I love the team of women I work with and proudly boast that my management team consists of five intelligent, dedicated fun loving women.

What is one of the big perks of your job? Interstate and international travel is common in my position and I do enjoy the travel, although find it hard with young children as I miss them so much when I am away.

Owning a chocolate company, however, certainly has one very

distinctive advantage ... I am surrounded by chocolate!

What is the worst job you've ever had? Would have to be my first job at Kmart when I was 14. I worked as a checkout chick!

If there was one piece of advice you could give to someone starting out, what would it be? I believe in karma. I believe if you work hard consistently, with integrity and honesty it will all come back to you. I would recommend anybody just starting out to reinvest in their business for the first three years, always understand the value of marketing and don't be afraid because success awaits you, if you dare to find it.

Who is a business person you find inspiring? Janine Allis from Boost Juice. Richard Branson – I love to read his books he is just so prepared to take a risk – it's always a calculated risk but I love his big picture perspective.

What motivates you? MONEY! Seriously, I'm motivated by motivated franchise owners who are striving for success – their success is my success and I love being part of that.

If money was no object, what would you do? I really think I would like to sit at home and write novels. My dream one day is to go to university and to study creative writing.

What is the most important lesson you've learnt during your career? The most important lesson I have learnt relates to franchising. I realised that people would not always work as hard as I do, would not have the same drive, ambition and drive as I did – not be prepared to give their absolute all. Finding a balance in managing franchise owners who are not self-starters has been difficult, but I think we are getting there. It's important to recognise what is important to every individual and treat them on an individual basis.

If you could meet one person, living or dead, who would it be? Hillary Clinton. I have always admired Hillary Clinton because she has stuck to her guns and continued to strive for her own personal success. I admire the way that she handled scandal and always held her head high. She is resilient.

How do you define success? Having a happy life both in health and finance – providing a workplace for a team to work together which provides rewards, fun and inspiration. Overall, being able to stand back and look at what you have built, what you have achieved and be able to sleep at night knowing you wouldn't have done it any other way.

What's been the highlight of your career so far? Winning three Telstra Business/Businesswomen's Awards in 2008 – a huge highlight which recognised my hard work and commitment to my business.

What's the best Business Chicks experience you've ever had? The best Business Chicks experience I have had is that one of our franchise owners was a member. She was at our national conference and conducted a presentation on Business Chicks. As a result, many of our franchise owners are now members – it is inspiring to hear of this wonderful networking experience. Lollypotz has received wonderful feedback from other Business Chicks members. 