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## Store with 'potz' of Iollies

GLEN Currie has taken the big leap from the long-term security of working for Queensland Rail to running his own business in a tough economic climate.

Mr Currie and his wife Robyn have opened the first Lollypotz franchise in Cairns, an online and retail business specialising in chocolate gift bouquets.

They opened the doors to their store at shop 7, on the corner of Sheridan and Minnie streets on Saturday after working from home for the past six months.

Mr Currie said it was a brave move considering the economic climate.

"It has grown, it has picked up a bit but not as much as we would have liked and a lot to do with that was because we were operating from home," he said.

Mr Currie said they decided to open their own retail store after tasting success at Christmas.

"We have casual leases at Cairns Central and at Earlville over Christmas and did quite well," he said.

"We decided that we needed to be in the public eye and have taken out a lease for the next 12 months."

Mr Currie said he worked for Queensland Rail for 29 years after starting as a porter at Atherton when he left school at the age of 15.

He said it got to the stage when he no longer enjoyed working for the railway and decided to try something different.

With his wife Robyn, who has



had many years' experience in retail as a merchandiser for Arnott's Biscuits and other companies, they decided to buy the Lollypotz franchise.

They make up the chocolate bou-

quets themselves using companysupplied branded tins and boxes.

The chocolates are all loose and we wrap everything up in tins and boxes," Mr Currie said.

They are joined by their daugh-

ter Alysha and another casual employee.

"Lollypotz is one of Australia's fastest-growing franchise operations with more than 45 nationally, three in New Zealand and with

plans to expand into Singapore later this year," Mr Currie said.

The Lollypotz range includes chocolate bouquets and boxes for all occasions and are priced from



Dedicated: Kyle Olufsen has targeted a niche rental market in the real estate industry in Cairns.

## Couple puts focus on managing properties

TWENTY-FIVE year old Kyle Olufsen has established a property management firm.

He said Rent City, which would focus on property management only, was being operated with his partner Natiesha Brischke, who had been in real estate sales.

Mr Olufsen said he had worked in the real estate industry, mainly in property management, since he left school.

"I feel there is a need to create a business that is dedicated to property investors and landlords with a high level of service," he said.

Mr Olufsen said he had decided to break out on his own despite the struggling local economy. "I think it's a good time. The economy will get better and investors are starting to return to the market," he said.

Mr Olufsen said two areas he wanted to pursue were property owners who were renting out the family home waiting for the market to improve before they sold and holiday letting.

"Holiday letting is an area Cairns used to be strong in and it is something I would like to focus on in the next year or two," he said.

Mr Olufsen said traditional real estate companies were focused on selling and paid little attention to looking after the property management side of the business.

"We believe that by focusing our core business on the management of a property we are able to provide a service that far exceeds other competitors," he said.

Mr Olufsen said good communication between tenants, agents and landlords was vital. Mr Olufsen said he would work with selected

real estate agencies if any of the properties they managed was to be sold.

"We will not be selling any properties. We will be leaving that to other specialists," he

"We're starting from zero and will take the time to build up our business.'

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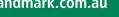
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