

The SOSE Spotlight podcast

Series 2, Episode 1 transcription

Presenter – Lesley Forsyth

Hello and welcome to the SOSE Spotlight podcast.

Wherever you are, in Dumfries and Galloway, the Scottish Borders or beyond, if you're a business, entrepreneur, community enterprise or aspiring to be one, this is for you. We are South of Scotland Enterprise and we're all about helping people in the South of Scotland to thrive, grow and fulfil your best potential.

This series is focused on Pathways, the Scottish Government funded pilot that has been delivered by South of Scotland Enterprise, which aims to help aspiring entrepreneurs across the region to find the confidence and strength to begin their business journey. In these six episodes, we will be speaking to SOSE staff, our dedicated Pathways coaches and the clients to find out all about Pathways and their experience.

We will be finding out: What is it? Why is it critical for aspiring entrepreneurs? Why now? What opportunities are there for you and how can South of Scotland Enterprise help?

I'm Lesley Forsyth and with me today is Derek Chisholm, one of the Pathways clients. Derek lives in Dalbeattie, in Dumfries and Galloway and with the help of support that Pathways has provided and the one to one coaching from his coach Holly, Derek is now in the process of setting up his own gardening and house maintenance business.

Hello, and welcome to the SOSE Spotlight Derek. So Derek, tell us a little bit about yourself and how you first heard about Pathways.

Guest – Derek Chisholm, Pathways client

Hello. I'm now 51 and I have worked for so many employers over the years and I just feel that my time is undervalued and I'm not appreciated. So here I am starting up on my own. So basically my local job centre and they put me in touch with SOSE and here I am, aye, it's all go.

Lesley

Can you tell us a little bit about the support that you've received through Pathways and how has this helped you start your business?

Derek

Well, I have to admit my coach has been very, very helpful and gave me a lot of confidence. And so much information has been put my way as to where I'm going. So yeah, I was quite nervous to start with and I hadn't a clue. So, I'm not quite sure what the next steps are going to be and I look forward to my journey.

Lesley

That's great, Derek. And do you think you feel less nervous now to take this next step in the journey?

Derek

Yeah, there's a few more steps to come, but I think with a lot of more help from Holly, I'll be able to overcome them steps.

Lesley

Brilliant. So what have some of the challenges been when starting a business?

Derek

Oh well, advertising and getting your name out there. And I was kinda nervous to start with, but I think I'm kinda underestimating a lot of what I can do. So word of mouth - a big thing.

Lesley

OK, so what are some of the challenges when starting a business?

Derek

I feel way I'm taking a big step into the unknown. There's so many obstacles to overcome. But with the help of SOSE, it's been a lot more comfortable, relaxing and yeah, I'm waiting forward to my journey.

Lesley

Good And some of those obstacles that you talk about, what are those obstacles?

Derek

The advertising. I mean, I wouldn't have a clue where to start it. So, Holly pointed me in the right direction of what to do. I've made-up some business cards and I aim to hand these cards into shops and just get my name out there.

Lesley

Brilliant. So what do you think the impact has been on you getting this help through Pathways?

Derek

Well, it's allowed me to buy new equipment that I wouldn't have dreamt of buying because, well, I'm not in a financial position to do that. And it gave me so much knowledge of what I need to do and it's made my journey a whole lot easier.

Lesley

And this equipment that you talk about with that make your day-to-day easier, does it mean you can have more clients, more customers? How does that make a difference to your business?

Derek

Yeah, having new equipment. It's a lot more reliable. I don't need to borrow equipment cos that's the part I was nervous about, not having the equipment.

Lesley

So, do you think you would have been confident to start your own business on your own without support from Holly and Pathways?

Derek

No, I would never have dreamt it. I'm not a confident person within myself. Starting my own business was always a dream and I like to think this dream is being made possible.

Lesley

How do you feel, Derek, that your living in your dream now?

Derek

I'm still nervous, but I'm really looking forward to it. Yeah.

Lesley

Well done. It's great to see that you're embracing it because you're doing really well. Finally, Derek, for any listeners today wanting to start their own business but not sure where to start. What would your advice be?

Derek

Do not be afraid to do things that might be terrifying. There's always somebody out there to give you help and support. And if you don't try it, you'll never know.

Lesley

Brilliant. Thank you, Derek, for coming along today and sharing the successes and the experiences you have enjoyed as a Pathways client. South of Scotland Enterprise is proud to be supporting new entrepreneurs.

To find out more about Pathways and the success stories along the way, visit our website: southofscotlandenterprise.com/pathways or get in touch. Our email address is clienthub@sose.scot or give us a call on 0300 304 8888 that's 0300 304 8888.

We'd love your feedback and please subscribe. You don't want to miss our next episode. I'm Lesley Forsyth. Thank you for listening to the SOSE Spotlight. Please do join us again next week for more inspiring Pathways stories from around the South of Scotland.