

# COURAGE BUILDS SUCCESS FOR BUSINESSWOMAN *Who Beat Heartbreak*

Having courage and faith in yourself is the key to success, says Solihull businesswoman **Stephanie Cartwright-Randle**.

**T**he road can be rocky, and feel lonely, as when Steph lost a dear business partner, Danny, who died suddenly in his 50s, of a brain haemorrhage.

She was emotionally devastated: but unexpected help came in the form of support from new-found colleagues in business networks, such as 4Networking.

She recovered her confidence and is now running two successful concerns: Cornerstone Print and Packaging, and Construct a Fence.

The rewards for her grit are seen in the impressive list of testimonials from clients who are clearly delighted at the service of her Construct a Fence company, specialists in fence and gate construction within the Birmingham, and across the West Midlands.

It's not been an easy ride, and the experience that brought her success was forged in the fires of adversity.

Made redundant by her last employer – where she met Danny – Stephanie suggested that they set up offering print and packaging solutions.

Cornerstone was launched, but four years later – having established a highly successful business – Danny suffered his brain haemorrhage.

Stephanie said: “I was emotionally devastated. I lost confidence in the business and couldn't find the answers I needed.

“I was urged to join some business networking groups – and haven't looked back since. Support of fellow members boosted my confidence. I realised that we all had problems that we could help one another with. Unlike family and friends, these people understand what you're going through.”



## Growing from strength to strength:

Stephanie Cartwright-Randle.

Stephanie added: “The network meetings have opened the floodgates of new business, and I do my own sales.

“I took on Construct a Fence, as a going concern, working with a team of excellent lads and doing all the quotations.

“What's been really great is that so many clients write and say what grand work we do. People can check our testimonials that confirm we do a solid and tidy job, with fencing to last.

“Setting out on a new business venture, at times you wonder if you are doing the right thing. Until you have a go, you won't know.

“I say to women thinking of setting up: ‘Pick up your courage, and go for it.’

“It's about having the courage and faith in yourself, and finding the confidence to do it. Give it a go, and keep trying until you get it right – and you will get results.”

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