

## Little's Child Restraints

Business Owners    John Mannah - Managing Director  
                              Sam Mannah - Director  
                              Adam Buckley - Operations Manager

John and Sam are brothers and have been in business together for the past 10 years. My brother and I operated and owned a concrete construction business which ran successful as what we thought was successful. We decided to buy another business called Little's Child Restraints which is a RTA authorized fitting station.

After 2 years in operation we decided to Franchise the business and partnering with the original owner Adam Buckley. With the intention of setting up 8 vans in Sydney and 12 vans in Melbourne and following suit with all other states.

We engaged Tony Gattari of Icon Business Solutions as our business advisor and realized how little we knew in business ( you don't know what you don't know). John and I were so accustomed to working in the business until we met Tony who emphasized on the fact of a successful business is a business working for us without us being there.

Every meeting we have with Tony has always been challenging stretching our thinking which has made the business more exciting learning to work on our business not working in it.

Tony's experience has not only help in understanding business but also is teaching us to be better people as business leaders for our own franchisees, many life skills have been imparted from Tony which has had a great impact on our visions and goals.

Director

Sam Mannah