**Tamara Knight – Massage Therapist**

Tamara Knight worked for 5 years as an event organiser for a large financial company. She worked long hours to meet strict deadlines and to make sure that her events went without a hitch. As a young, single woman this suited her lifestyle: she could be flexible with her time, and the good salary she made meant that she could afford to live with friends in central London.

Nearly 7 years later, Tamara is married with two small children. She gave up working when she had her first son so that she could be at home while her children were young. She realised quickly that she could no longer commit to the long hours and stressful demands of her previous career. In 2010 Tamara began to study massage, attending classes at weekends while her husband looked after the children. She would rush to classes after getting the boys up in the morning, get home just in time to put them to bed, and complete her study and assignments in the evening once they were asleep. She qualified in 2011 with a distinction grade and is now a registered massage therapist. Although she was unsure initially whether she would enjoy working alone after working so long as part of a team, Tamara recently said that she now finds her job incredibly fulfilling because she can see immediately the effect she has on her clients. “*When I see my clients relax during a treatment I know that this is because of me. I get more satisfaction from this than I did from organising large events for hundreds of people.”*

Tamara has set up her own business as a mobile massage therapist. She works only between 9am and 3pm while her sons are at school or after they are in bed, so she can still spend as much time with them as possible. She is slowly building up a customer base and is working hard to attract new clients. At a parents’ evening at a local primary school, Tamara offered to spend an afternoon massaging teachers. Although this was a spontaneous offer, it has been very profitable for Tamara as many of the teachers have now booked massages for their husbands, wives and friends.

**Discussion Points**

1. Why might Tamara have chosen to set up her own business?

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1. What would Tamara gain from setting up her own business that she might not get from working for somebody else?

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1. What might Tamara be risking by setting up her own business instead of working for somebody else?

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