

## Education Builds the Future:

# From boredom to running a parlour with one's own name

A turn from a busy street to a quieter small road. Just in the corner lies a large blanket hanging on the wall stating "Beauty Parlour". Inside minor, just about three sq-meters flat stands the sisters' 4-months-old "Komal Beauty Parlour". It's not yet a vast saloon, but after all it's their very own parlour.

"I Have Managed to Be Independent, so Every iLEAD-Student Can Do It Also!"

Before forming a parlour of their own, sisters-in-law worked for about two years in different beauty saloons as employees. There they learned new skills and practices to their basic beautician competence, which they had acquired through iLEAD-training.

iLEAD gave the girls a good base and boost not only to their beautician expertise, but also to their future aims. Just after iLEAD the goal was determinedly clear: to form a parlour of one's own. As their husbands are brothers, Komal and Ashwini met when they become sisters-in-law. Not long after, they left their current saloons and in late Autumn 2012 formed together a new parlour: Komal Beauty Parlour.

### Good Service Brings New Customers

Now the sisters-in-law have around four to five customers per day. The owners aren't happy with this amount of customers yet, but the business is speeding up. An usual client visiting the parlour is an old customer who comes again. So far their best advertising has been mouth-to-mouth recommendations from former clients. Besides, the entrepreneurs have been calling to their friends to come up as customers.

10am to 8pm, Six Days a Week

At the moment entrepreneurs are earning after all the expenses approximately Rs. 8 000 per month, which they share equally among each other. Towards the parlour local community members have had mixed feelings: some say that women are not doing a good job, since certain people should do only a certain kind of work. Though, others admit and accept they are doing something different and think good about their work. Working from dawn till dusk not only do the parlourers work regular hours, but when a client is in an emergency because of a wedding et cetera, they do give visits to homes as well.

### Is It Better to Be Employed or Employer?

"If you are working for someone else, then you are doing what you are told to do – and getting a second-rate salary" Komal says, as Ashwini continues: "When working in somebody's company, schedules aren't of your own. You cannot negotiate to participate a festival, as you have to work."

## The Persons



Komal	: name :	Ashwini
22	: age :	19
Pune	: city :	Pune
3 years	: marriage :	1 year
10 <sup>th</sup>	: education until :	12 <sup>th</sup>
Beautician	: iLEAD-Training :	Beautician

### Family-in-law:

2 brothers, 2 sisters, mother and father, husbands, Ashwini, Komal and her boychild

### Employment :

Company owners in Komal Beauty Parlour



Forming a parlour together has given the sisters-in-law advantage that one can be on leave, while the another is taking care of the parlour. Who is on duty varies between the both owners. As an endline, Komal adds: "Now, when having a parlour of my own, all the hard work is undertaking for my own well-being."

### Mixing Family and Worklife

The both women are married. Komal also has a one-year-old boychild, who stays at Komal's mother's arms when Komal is working at the parlour. The practilities are easy, as her mother lives in the same building to the shop, just a few steps away.

When doing the interview, Komal's husband carrying their boy comes to visit the parlour. As does Ashwini's husband. Both of the husbands feel proud of their wives and their own company. The husbands do help their maids in some household tasks. "With a good self-confidence one is able to do anything: also managing the household and work together" Ashwini states. Seems like including family life to the picture with children isn't a problem either.

### Gaining Self-Confidence

The sisters gained in self-confidence during iLEAD. Also others have recognised this: their communication has changed and now they feel more open and relaxed while talking to other people. This can be felt during the interview as

" The path to be self-independent is having a company of your own."

- Komal

well. Seeing the confidence in their eyes and hearing certainty in their voice.

Although, not every day in the parlour has been sunshine and both of the sisters have encountered new challenges. One day Ashwini had a job to do: a hair-colouring. Task she hadn't done much before and felt unsure of. But then she just went on doing the colouring calmly, step-by-step. At the end the customer was satisfied on the work she had done. As Ashwini refers to what she learnt during iLEAD: "I recognised I am capable to do many things!"

After iLEAD both of the parlour owners have participated in CMD; Community Mobilization to promote iLEAD. Most of their friends have also done the training. The sisters are also teaching every now and then new iLEAD-batches and sharing their own experiences as entrepreneurs.

From bored-at-home to today's competent entrepreneur is a wonderful example, how with a little bit of faith to one's aims and a much of hard work, the dreams might actually come true. Today the parlour owners portray that after five years their parlour has moved to a larger space with three rooms, the businesses have grown and they have hired a few employees as well. Yet for a start, what basically one needs to form a company of one's own? The two Komal Beauty Parlour's owners think for a while and then answer: "A little bit of education and practice", Komal answer, as Ashwini continues: "self-confidence, courage, daring".

