

*Helping our clients to achieve*

## **Feature Article**

### **Title: Secrets of success**

**From Pam Whittle, Phillips Solicitors**, direct line 01256 854642 email [pwhittle@phillips-law.co.uk](mailto:pwhittle@phillips-law.co.uk)

We'd been warned. We knew that women were making the most of their education and opportunities to move up the career ladder but nothing could have prepared us for the success that many women are achieving in business today. And those successful women, who are shaping and changing Britain for the better, still manage to juggle the home and the children. Just how do they do it?

We asked some of the successful women at Phillips what their secrets are and if they could be applied to all women in business. Sheila Glyn-Owen qualified in her 20's as a barrister, re-qualified as a solicitor later in life and is now managing partner at Phillips. Sheila says: 'It all boils down to belief in yourself and keeping focused: take your ambition, think big and work harder than you ever thought possible. Ignore the knock-backs, prioritise your family needs and keep going, remembering to have some fun along the way. Find other like-minded people and you'll reinforce each other's self-belief. The Basingstoke 'Women in Business' group is a great organisation, whose members meet once a month over a sociable lunch or dinner, with a guest speaker. Meetings are fun and non-competitive and have proved time and again that 'women who talk together do business together'.

Aspiration isn't just for high flyers though and a lot depends on the support of your employer. Four members of Phillips who joined as secretaries are busy training to become Legal Executives. Trish Coutts had a baby last year and is an inspiration to us all by somehow achieving that really hard balance between work and family. Trish's secrets? She says: 'Decide what you want, set boundaries and try to stick to them; mine are that work happens at work, not at home, and deserves my full attention; weekends are for home. I've also found that it's OK to explain my priorities to clients and my employer. They have families and similar issues, so they can understand my need for balancing work and home.'

Women are making a significant contribution to the success of their organisation at all levels, whether they are a high flying entrepreneur or a high street employee. We should celebrate their successes.

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