

REBEKAH PRINCE

How Kindness Enables Business Success

Trekking up the HYMALAYAS

INTERVIEW BY DR MARINA NANI

Rebekah Prince, Director of Prince's Consultancy Services Ltd is an authoritative leader in her field of quality assurance (passing audits) and health and safety. She has managed to excel in extremely tough male-dominated industries and received entrepreneur of the year award from Global Woman magazine in 2017.

Rebekah, you are a very successful woman with a difference. You told us that your success is the result of showing kindness and understanding whilst delivering superb value. What is your secret?

I treat every organisation and its employees as if it were my own; whether it be a hands-on approach or being emphatic to the staff's needs. Failure is not an option and there is always a way; you just have to think outside of the box and never give up.

You apply same principles into your personal life too. You love dancing, tell us about competing in Ballroom and Latin dance competitions.

My first competition was the largest one of the year at Blackpool (she laughed) it was like running a few races and then going to the Olympics. People laughed at me and said I was brave. However, you have to start somewhere and it may as well be at the top!

You are an entrepreneur but you are kind and considerate, you are no pushover. With 100% audit pass success rate in the past 5 years, you deliver your objective with such enthusiasm and kindness combined with a wealth of knowledge and expertise. What is your view on winning in business?

Sadly, so many people in business are cut throat and focus on costs and what they can get; not caring about the impact of their actions and cost-cutting on individuals, large organisations, the environment etc... Instead of looking at every opportunity as a win-win situation. It is imperative to be kind and to offer value as well as always exceeding expectations and succeeding.'

When I start with a new client they often say 'we will fail, it can't be done, we never pass first time' but I continue to motivate and be kind and complete each requirement until they do pass. Then, my favourite part of my work is seeing everyone beaming with happiness and celebrating the success.'

A philanthropist at heart, you are known to your friends and family for your kindness and, at the same time, 'as the busiest person and always doing something to help others'. Tell us more about your philanthropic actions. What is your key message to our readers?

Despite being known for always wearing high heels, I have trekked up the Himalayas and Macchu Pichu for local Hospices and participated in many local fun runs to raise awareness.

So many of us live to work and I encourage the balance. I was misguided before and was a workaholic. I now understand how important it is to also enjoy your life and your loved ones. For this reason I have created a bucket list and encouraged a group of friends to do the same.

We book something every month from our lists.....we have archery, an afternoon tea in a cat cafe and a weekend with Tony Robbins (a motivational speaker) that involves a fire-walk booked.'

Rebekah's drive, passion and ambition is what has empowered her to continue to flourish. She shares her successes with her clients and has enabled many organisations to save thousands and go onto better opportunities by winning large tenders. Rebekah offers one-off or ongoing support to assist people to succeed in all areas of accreditation e.g. ISO 9001: 2015. You can find out more about how Rebekah Prince could help you at www.princesconsultancy.com or www.rebekahprince.com.