

OPPORTUNITIES MEET OUR *FRANCHISE PARTNERS* & JOIN THE FAMILY!

PAUL & LIBIA PELLARINI

FRANCHISE PARTNERS, FRANCK PROVOST BARANGAROO SINCE 2017

What was your career background before you joined the Franck Provost Paris family?

PP: My background is in law and accounting, with expertise in insolvency and raising capital for start-ups. I have owned several businesses over the years and still do, mainly in the Sydney CBD. Libia is a hairdresser by trade and managed a group of salons in Sydney before we became the franchise partners for Franck Provost Barangaroo. She has strong CBD connections and experience with events and brands including Sydney Fashion Week, The Westin Hotel, 2DAY FM, Ernst & Young, Meriton Hotels, Myer Fashion Week, Telstra, PWC, Commonwealth Bank, New York Fashion Week, The Hilton Hotel, Allianz and the Hyatt Regency Wedding Event, working with some of Australia's leading bridal designers. She is the 'hands-on' partner and will work in the salon daily as the hostess whilst I focus on my other businesses. But we are both equally as proud to be associated with such a great brand as Franck Provost.

As experienced business owners, what do you look for when partnering with a group or brand?

PP: The four key qualities I look for is that the business is perceived as upmarket, successful, recognisable and international. Franck Provost, being a global luxury brand with more than 600 salons in 30 countries, ticks all the boxes. Libia is passionate about the hair industry and about Franck Provost in particular. It is a salon she has been raving to me about for many years, so you can imagine our pleasure and excitement when they accepted us as the franchisees for Barangaroo.

On that note, having lived in the Sydney CBD for more than 20 years, having a salon in the vibrant hub of Barangaroo must be very exciting.

PP: We like living in the city for many reasons, convenience being one. My accounting practice that I recently sold was located in the CBD and other businesses that I have invested in are also in Sydney's centre, including Machiavelli Ristorante Italiano and Evoke Nail & Beauty. Now of course, the Barangaroo salon is in the city as well. It has only been open for a few months, with four excellent stylists and Libia as the owner and hostess, and I can already tell it is going to be very popular with the local residents because many of them have already experienced our five-star service and returned. We both enjoy being connected with our local community. Apart from that, we like the vibrancy of city life – Sydney may not yet be New York but it's working on it.



How do you and Libia spend time outside of work?

PP: We both love to travel. We visit South America regularly, where Libia's family is from, and we are hoping to tick a few more places off our bucket list in the not too distant future including Africa, India and Japan. I enjoy keeping fit, reading, being involved in my businesses and spending time with the family. Libia loves yoga, dining out, socialising with friends, shopping, keeping in touch with what's trending in the hair and beauty industries and looking after her family, including her son and daughter and of course, me, which she does very well!

Although it's only early days, what are you enjoying about being part of the Franck Provost network?

PP: Since becoming a part of their team, I have come to realise why they are such a successful organisation. They only employ the very best hair stylists and insist on continuous training to maintain their skills and learn new trends. And, something that is extremely important to me, they have a fabulous, professional and supportive Head Office that made us feel like we are part of the family right from the start. In fact, I've been told, and totally believe, that this is a hallmark of the organisation internationally. A company started in Paris 42 years ago by, of course, Mr Franck Provost, who still heads it with many members of his family in key positions working in it. We are enjoying being part of this big family!

For further information about becoming a Franck Provost franchise partner, please visit:

<http://franchise.dcstrategy.com/franck-provost/>
or contact franchise@franckprovost.com.au