

BUSINESS START UPS

CASE STUDY: RUGBY PLAYER and BUSINESS OWNER

Name: Joe Gray **Age:** 33

From: Nottingham

Playing Career Summary:

Joe has played 14 seasons as a professional rugby player starting his career at Northampton before going to Saracens and Harlequins where he currently plays as a hooker. He has also represented England on two tours.

Second Career: Co-Founder of sports recovery company MyoMaster

Support from Player Association:

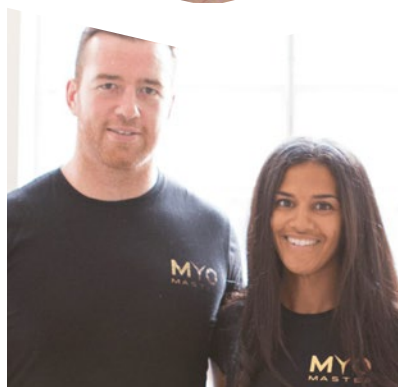
The RPA helped him gain a carpentry qualification which gave him the confidence to build new things and gave him the skills required to develop different products and tools. He has also gained a Level 2 coaching qualification as he wants to build up his coaching when he retires from playing.

Second Career Highlights:

- Creating products which really work and are accessible and affordable for everyone.
- Setting up successful partnerships with professional sportspeople, physiotherapists and coaches.

Second Career Challenges:

- Going through a rigorous process developing many prototypes and testing products before getting the finished products ready to sell.



“ Coaching is something I really want to do when I retire. I’ve always wanted to stay around rugby, and while the coaching course took me five years to complete, it was essential in terms of equipping me with the required skills and knowledge to take my interest further. ”