

BUSINESS START UPS

CASE STUDY: RUGBY PLAYER and BUSINESS OWNER

Name: Rhys Gill **Age:** 34
From: Tonypandy, Rhondda

Playing Career Summary:

Rhys started his career with the Cardiff Blues Academy in 2005, making his debut in 2006. He moved to Saracens (2009-2016), winning his first Welsh cap in 2010 against Ireland and lifting the Premiership title in 2011, 2014 and 2015 and the Champions Cup in 2016. In 2016 he returned to the Cardiff Blues, where he is currently playing.

Second Career: Owner of Flooring & Camper Van businesses

Support from Player Association:

Rhys had a lot of support from Nigel Wray at Saracens, who actively supported and encouraged the players to put things in place ready to transition out of the game. He worked with the RPA to help get him started and point him in the right direction.

Second Career Highlights:

- Launching and building up a successful flooring business called Stores4Floors which has traded for 6 years now turning over c. £400k this year.
- Developing a property portfolio consisting of a variety of properties throughout South Wales with a market value of £1 million.
- Launching a self-drive van hire and campervan hire business in April 2021 which will hopefully grow and grow.

Second Career Challenges:

- Initially having to learn about an industry he had no knowledge of or experience in.
- Finding and retaining staff who are motivated to achieve success and come along on the journey.



“ It has been difficult over the past few years juggling the business alongside rugby but the more established it has become the easier it's got! Stores 4 Floors is now at a level where it runs itself with the staff in place who I can trust so this was the perfect time to branch out into the campervan business. ”