

# CAREER TRANSITION

CASE STUDY: RUGBY PLAYER to ENTREPRENEUR

**Name:** Andy Hazell **Age:** 40  
**From:** Gloucester

## Playing Career Summary:

Andy spent his entire playing career with his hometown club. He made his debut for Gloucester Rugby as a replacement during the 1997/98 Premiership season and went on to make more than 250 appearances for the club as well as earning seven caps for England. He was forced to retire with immediate effect in February 2014 due to concussion.

**New Career:** Entrepreneur

## Support from Player Association:

Towards the latter stages of his career, Andy became committed to learning about e-commerce and setting up his businesses. Andy worked closely with the RPA, which helped him get his businesses off the ground, but also allowed him to become a mentor to current players who are exploring their options.

RPA Transition Manager Josh Frape said: "After working with Andy for the last nine years it has been great to see him find his passion, make the transition away from rugby and do so well. As a player he was a true professional who was respected by others."

## Career Transition Highlights:

- Established himself as a successful entrepreneur at the helm of thriving and well-regarded businesses.
- Winner of the RPA's quarterly Personal Development Award in February 2018.
- His business Smart Home Sounds was shortlisted for the UK ECommerce Awards.

## Career Transition Challenges:

- Found it difficult to accept his professional rugby career was over due to injury.
- Faced early challenges starting a business and growing brand awareness.



“ It’s been a tough and rewarding experience starting a business from scratch but the continued support from the RPA and my Transition Manager Josh Frape has been hugely beneficial. ”