



[Anna Maria Darmanin]

[Malta]

"Do what you love doing....this is what you do best"





Person's background

I had been in employment for 6 years prior to setting up my own company.

The companies which I co-owned were: Santucci and Brown International; Guess; Wirtna.

I started learning how to sail in December 2011. I Loved it even more and decided to keep on learning and improving my qualifications. I got my commercial endorsement in 2013 shortly followed by my Cruising Instructor qualification. This is when we set up our company. Early in 2018, I set for my YM Instructor qualification (only 700 people in the world have this qualification).

Besides owning my company, I am also a visiting lecturer at the University of Malta and an accredited tutor of the Henley University of Reading MBA.

Educational background:

- BA (Hons) in Communication Studies
- MA in Human Resource Management
- Nobel Manhattan coaching
- RYA Yacht Master Instructor
- RYA Yacht Master Offshore Commercially Endorsed Skipper

Brief Introduction

Anna Maria Darmanin, 46 years old, married to Gareth Thomas. I have a dog whose name reflects his character Qwerky (he is a sea dog). Currently owner and Director of a company with my husband.

I would define myself as: a sailor, a trader, a lover of life and a dreamer.

First steps in entrepreneurship and faced difficulties

My first steps in entrepreneurship were taken when I was tired of working for other people without feeling fulfilled or being able to implement the things I thought were needed due to various reasons. Together with a friend who used to feel the same about his work, we decided it was time to take the leap and start doing the things we wanted do. We set up our own consulting company. By the time we split and went separate ways, we had 3 companies and ran a foundation.

The major difficulty was overcoming my fear. I spent sleepless nights thinking about my loan and about the fact that I will not have a regular set wage (security of employment). This was so hard for me. I would say it was the biggest step to take but once taken I never looked back.

I do not like calling things that happen in life as failures. Everything happens for a reason and we always get a great opportunity to learn. Failure is a mental state, one that I resist falling into.

How and why the person has succeeded, lessons learnt

Hard work, tenacity and perseverance. I believe that life treats you the way you treat others. I am personally blessed with some amazing friends (several which are entrepreneurs) who have been there for me through thick and thin.

It is difficult to say why I succeeded. I would imagine it was a mix of things. Looking back at my most recent success, which is the area of sailing, I think it was hard work and really giving it my best. It's key to know when it is time to let go and move on. By moving on I mean not reminiscing on what could or could not have been.

Lessons learned

Lots of lessons learnt. Primarily in how to deal with the financial institutions. But more personally, the importance of staying true to one's values, this is what makes us who we are.





Present situation and tips for success

A few years ago, I opened a company together with my husband. We wanted to do what we both really loved, sailing. The company operates an RYA sailing school, which is in Malta in summer and in the Canary Islands in winter. We also do chartering. Besides, I still do EU related work. The company is contracted by a European Association which represents a specific sector of the maritime industry, in this way I carry out the work of Secretary General for this Organisation.

I juggle between the different things I must do and the different roles. But I wouldn't have it otherwise, as I do all the things I love doing. This does not give me wealth in terms of money, but it gives me the joy of doing what I really love to do.

I love learning new things, this gives me life. So, two years ago I embarked on learning how to trade in options on the stock market. It was very daunting as I was never (until now) savvy to anything financial. It took time and perseverance, however today I trade directly on the US stock market and this gives me great satisfaction.

Tips for success

- Follow your dream
- Do what you love doing....this is what you do best
- Success is within us all....we just have to not suppress it
- Be yourself
- Personal growth and contribution to society are key

Conclusion

When I left university, I would have never imagined that today I would be doing what I am doing. I guess it is important to reinvent ourselves, adapt to our world and do what we like doing. This is the journey that got me to where I am today. A journey with its trials and tribulations. Nonetheless, my journey. And I am sure that there are many more exciting things to come my way in the future too.