



## Keran Wicks FOUNDER AND MANAGING DIRECTOR, NETWORK VIDEO

Keran Wicks has had to overcome some major obstacles to achieve success. After leaving school at 13, she discovered that she loved hard work and had a knack for finding opportunities. "The more responsibility I was given, the better I became at what I was doing," she says. "I'd find myself looking at my bosses, thinking, 'I can do that better', and pretty soon I did." Fired from a retail management position at 24, when she fell pregnant, Wicks took a part-time video library job and soon saw the potential for a wholesaling business. With all the right licences, but nowhere to store the videos, she began selling from the boot of her car. She opened her first warehouse a year later and now has over 400 Network Video stores across Australia—a 15 percent share of the \$1 billion DVD rental/retail market. Today the business turns over more than \$100 million a year. Her secret to success? "I am very decisive. I find the wrong decision is better than doing nothing. If I need to go back and change things, I do."