

SUCCESS STORY



CYBF Entrepreneur: Candice Versace & Dolly Woo

CYBF Mentor: Wayne Scarrow

CYBF Community Partner: Canada-Manitoba Business Service Centre

Inception: 2004

Jobs created: 6

Location: Winnipeg, Manitoba

Website: www.candieanddoll.com



Candie & Dolls Inc.

Business Profile: Candie & Dolls is a shopping experience like no other. Using their business experience, love for clothes and all things pretty, Candice Versace and Dolly Woo made their dream a reality by creating a boutique that caters to professional urban woman in a warm and luxurious environment. Offering a unique clothing line with a strong focus on Canadian designers and an exclusive line from the United States, coupled with selling a limited number of each outfit, Candie & Doll ensures each client can be confident not to see a duplicate look at the office or a special event. Catering to female of all body types Candie & Dolls offers an unforgettable shopping experience that makes it 'Sweet to be a Woman'. www.candieanddoll.com

Their Story: Candie & Dolls has become Winnipeg's premier destination for suits, dresses and casual wear in Winnipeg. Prior to opening in March 2004, Candice and Dolly overcame many hurdles and one of the biggest was receiving financing. It was difficult but with a strong business plan and determination Candice and Dolly kept going until the right doors started to open. Opening a boutique in Winnipeg's Exchange District was risky because at the time it was not the hot spot that it is today. There was only one other store and limited restaurants. Today it is a thriving area with several store restaurants, and coffee shops!

Candice and Dolly continually strive to maintain balance in their business and personal lives. Candice now has two children (ages 3 and 1) and Dolly has 3 (ages 8, 6 and 1 1/2). It is not always easy to manage the business and family but with strong support from each other's families and a solid friendship between them, it is possible. Communication and honesty has been a key factor in their successful relationship.

Candie & Dolls - continued

ACCOMPLISHMENTS:

- 2006 - two years after opening, had a strong client base with over a thousand women
- Consistently exceed monthly sales projections
- June 2006 -The Dr. Phil Show came to Candie & Dolls to film a segment for a makeover show called "The Best Revenge"
- Candie & Dolls now has a client database of over 5000 women.
- Sales increase every month over prior year.
- Featured in Lou Lou and Flare magazine
- Appearances on The Big Breakfast TV show (City TV) showing great looks for each season.

The Canadian Youth Business Foundation (CYBF) is a national charity that helps to drive Canada's economic prosperity by providing youth, age 18-34, who have a great business idea but are unable to access funds through traditional sources, with start-up financing, world-class mentoring and business resources to create and sustain their own successful business.



Your Success Is Our Business

Entrepreneur

cybf.ca

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Short Quote:

"CYBF helped us pursue our passion for fashion!"

- Candice Versace & Dolly Woo, Candie & Dolls

Long Quote:

"CYBF has contributed to the success of Candie & Dolls by assisting us with financing and also a mentor to help guide our business. Wayne not only helps us with the numbers, but has also encouraged and motivated us along the way. Neither one of us had an accounting background before the business and with Wayne's help we balance monthly to the penny! He is an excellent teacher. The finances were used to expand our inventory and came at a much-needed time in our business development. CYBF is a wonderful and supportive organization that did not stereotype or judge us when we went to them for support. The doors were always wide open."

- Candice Versace & Dolly Woo, Candie & Dolls

CYBF – www.cybf.ca

The Canadian Youth Business Foundation (CYBF) is a national charity dedicated to growing our nation's economy one young entrepreneur at a time. We look at character not collateral, when providing youth, age 18-34, with pre-launch coaching, business resources, start-up financing and mentoring, to help them launch and sustain a successful entrepreneurial business. www.cybf.ca.

Canada/Manitoba Business Service Centre - <http://www.canadabusiness.ca/manitoba>

At the Canada/Manitoba Business Service Centre, our goal is to provide fast, easy access to comprehensive business and trade information for new and existing entrepreneurs. As the first point of contact for Manitoba's small business community, our knowledgeable and courteous staff are committed to meeting your needs for business information in an effective and user-friendly way.

**For any other information required, please contact
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