



Created by



Sharing the pivotal lessons and moments  
that can help you navigate your career

**Episode 3 Highlights with guest**

**Hannah Forbes**

**Founder & CEO @ The Funding Crowd**



“ **Crowdfunding...  
a new approach  
to finance that  
democratises  
access to finance** ”

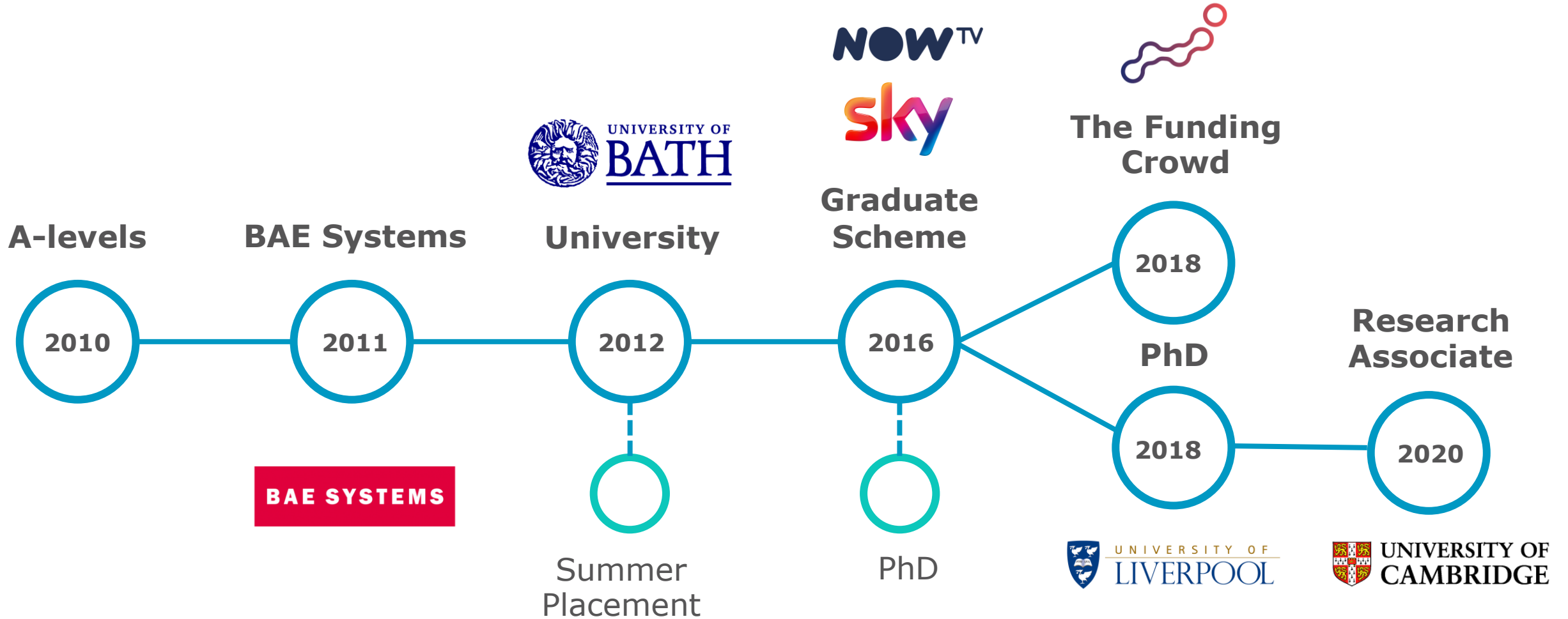
- Ms. Hannah Forbes, 2020  
Finding True North Episode 3



**Profile |** Hannah is the Founder and CEO of The Funding Crowd, a consultancy helping start-ups get funding via alternative routes such as crowdfunding. After studying Mechanical Engineering at University, Hannah found an interest in working with and in technology start-ups. This initially led to her starting her career as a Software Developer at Sky before deciding to start her business in October of 2018. As well as supporting businesses, as part of her PhD studies Hannah also conducts research into crowdfunding at Cambridge Judge Business School at the Cambridge Centre for Alternative Finance.



# HANNAH FORBES





# PIVOTAL MOMENT



The goal is not a better title or even better pay, it's being able to spend more precious time in the way you want to



Paul Forbes (My Dad)



## 3 THINGS I WISH I KNEW BEFORE STARTING MY BUSINESS

1

THERE'S NEVER A PERFECT TIME TO START

2

THE HARDEST THING IS NOT THE WORKLOAD BUT THE RESPONSIBILITY

3

REST IS VITAL TO STAY PRODUCTIVE

*Learn more about Hannah's business, [The Funding Crowd](#), [here](#) !*



# 3 TAKEAWAYS



**1**

YOU DON'T NEED TO HAVE IT FIGURED OUT YET

**2**

FOCUS ON IDENTIFYING WHAT YOU REALLY LOVE SPENDING YOUR TIME DOING

**3**

ALWAYS BE LEARNING



## HANNAH'S RECOMMENDED ACTIVITIES FOR SELF-REFLECTION & CAREER GROWTH



THERE ARE SO MANY BOOKS TO READ, HERE ARE A FEW...

*'Rest'* by Alex Soojung-Kim Pang; *'How To Make Friends and Influence People'* by Dale Carnegie;  
*'Why We Sleep'* by Matthew Walker; *'You're Not Broke You're Pre-Rich'* by Emilie Bellet; *'The Alchemist'* by Paulo Coelho.



GRAB YOUR BOARD!

Get a skateboard or penny board (smoother on roads) and have fun learning a new skill and roll around in some amazing weather.



PRACTICE ACTIVE LISTENING TO HELP BROADEN YOUR PERSPECTIVE

This is not so much an activity in the same way as skateboarding but reading up and practising "active listening" has been hugely transformative for me.



# Q&A

## Hannah asked...

### What are your thoughts on internships and placements?

Done/doing them and think they're great



Haven't looked into them but could be useful



Waste of time, better things to do



## Hannah was additionally asked...

*Question: What are the best tips and advice you have been given about resting, especially in between managing different projects and stakeholders?*

Hannah's answer: Love this question - the specific types of rest that work, I think, is quite personal but the main aim (especially when switching between projects) is to remove your mind from work. If you're checking emails and thinking about work, you're not really resting. Find something that you love doing that removes you from "work mode". My book recommendation 'Rest' by Alex Soojung-Kim Pang is the best advice I've received on this.

*Question: Has your perspectives of failure and success changed over time as you progressed through your career and personal growth? If so, how?*

Hannah's answer: Great question - yes definitely. This is a bit cliché but I really don't regard mistakes/errors as "failures" they're either opportunities to get better or they're pushing you onto a different path. The experiences I once regarded as failures I look back on and realise they allowed me to transform, grow and actually get me closer to what I was aiming for. Aiming big and falling short is way better than living cautiously and never pushing your own boundaries.

**Want more Q&A? Watch Hannah's Finding True North episode [here](#).**





The Tech Allies Network immensely thanks

*Hannah Forbes*

for being a guest on Finding True North!



# Tech Allies Network



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