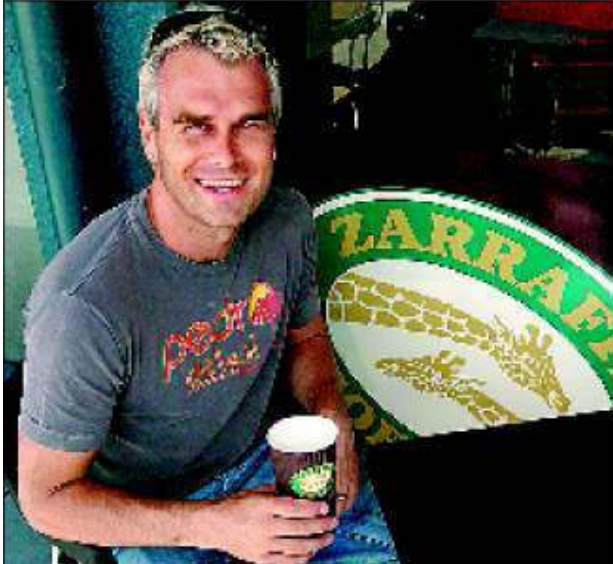




## Shoot for success

Source: Weekend Gold Coast Bulletin  
Date: 21 March 2009



FOR basketball legend Shane Heal, today's grand opening of Zarraffa's Coffee on Ferry Road represents a chance to publicly move into the next chapter of his career.

"Until now basketball has always taken up the majority of my time," said Heal.

"While we have been developing property and businesses for many years, it wasn't until I made the decision to retire that I was able to assume the day-to-day role as managing director of the Heal Group and fully invest myself in it."

In addition to two Zarraffa's Coffee franchises, the Heal Group owns and operates three Eagle Boys Pizza stores, three Noodle Box outlets, two Subway shops, a café and a number of commercial development properties.

Heal said he had always been business minded. "I knew my playing days were going to come to an end at some stage, so it was important to me that I plan for that," he said.

"It's something I try to give advice to the younger guys on too - you don't want to be getting out at 30 with no experience behind you and be looking for something to do."

For Heal the security of franchises appealed, as did owning a slice of the booming fast-food industry.

"Australians are eating out more and more often and you see these fast-food stores are always so busy," he said.

"I have a family and I wanted to invest in things that I didn't have to be there for all the time."



With a solid team behind him, including business partner Jimmy Williams, Heal has time to focus on the aspects of running a business that he relishes most.

"I enjoy taking things I've learnt from my basketball career, such as leadership and management, and applying them to what I'm doing now," he said.

"Just like with a sporting team, everybody in a business has their role to play and it's a matter of leading them towards that winning product."

When it comes to players on that team, there's been no shortage of people putting their hands up.

"We had 270 people apply from one ad for a barista," said Heal of the latest Zarraffa's store.

That's not the only area the recent raft of redundancies has impacted on, with Heal noticing a new trend in those interested in taking on their own business.

"I'm selling some interstate franchises and I've had a lot of interest," he said.

"There's been engineers and bankers: people who have lost their jobs and are looking to buy a job.

"The opportunity to grow something of your own is something I'd definitely recommend.

"It does take capital to get started.

"Many young people are saving up for a house deposit, so maybe this is an alternative, something that will bring in more cash flow."

Heal's fans have the chance to chat with him in person today at the store opening, at the corner of Ferry Road and Cotlew Street, Southport, from 9am.