



WHAT IF WE DON'T HAVE TO FEEL READY BEFORE WE START?

Talitha and I talk about changing direction, learning new things and what it feels like to start. She describes building the next piece while still feeling frightened. A small first step can tell us something, even if we decide it isn't for us.

Talitha Cummins and I chat about reinvention and learning as we go.

LEARN AS YOU GO.

01 YOU'RE ALLOWED TO BE A STUDENT FIRST.

Talitha talks about studying diamond grading and learning practical skills. The new direction began with learning, rather than already having a business.

02 JUST BUILD THE NEXT BIT.

Talitha worked on a name and a strategy while still feeling frightened. She talks about building blocks, rather than one moment when all the confidence arrived.

04 YOU DON'T HAVE TO DO CHANGE ON YOUR OWN.

Talitha reflects on the honesty and support she experienced while making a big personal change. Her story makes room for the people alongside a personal change.

03 FEELING UNSURE DOESN'T SETTLE THE QUESTION.

Talitha talks about the insecurities that can come with starting a business. Doubt showed up, but it didn't automatically mean the direction was wrong.

05 TRY IT. THEN SEE WHAT YOU THINK.

A study module or another small first step can help you find out whether something fits. Talitha makes room for a different answer being useful too.



SILENCE ISN'T A VERDICT.

More useful bits from the conversation, each with one way to use it.

Pick the one that fits your week.

06 A SLOW REPLY ISN'T A NO

Talitha read silence after her first quote as failure, then realised it was one of many things on the customer's plate. **Try it:** Separate the fact of a delayed reply from the story you're telling yourself.

07 BRING YOUR OLD SKILLS

Journalism and sales seemed unrelated. Then her habit of checking claims helped her question what she was told. **Try it:** List one skill from past work that could help in a new field.

08 FIND THE EXPERT

Asking for help was Talitha's biggest business lesson. She doesn't pretend to know it all. **Try it:** Name one gap and ask an experienced person a specific question.

09 BOX THE PROBLEM, MOVE ON

With shipping hassles, Talitha looks at the problem, compartmentalises it and moves to the next one. **Try it:** Write the problem and its next action, then get back to what you can do.

10 NOTICE THE COST OF PRETENDING

Work she loves is tiring. Trying to fit a mould that isn't her is exhausting in a different way. **Try it:** Compare how you feel after a task you enjoy and one where you perform.



KEEP THE FIRST EXPERIMENT SMALL.

Then ask how it felt.

1 WHAT ARE YOU A LITTLE CURIOUS ABOUT?

Pick something you'd like to explore. You don't have to call it a career change. What could you learn by giving it a small go?

2 KEEP THE FIRST EXPERIMENT SMALL.

A class, a conversation, a short practice session. Choose a time and cost that work for you, and see what you learn.

3 SO, HOW DID IT FEEL?

What interested you? What drained you? What support helped? You can try again, change the experiment, or decide it isn't for you.

ONE THING BEFORE 50. OR STARTING NOW.

What's a safe way to give that idea a go? You might learn more from trying than from waiting until you feel completely ready.

OVER TO YOU

The thing I'm curious about is...

My first little experiment, and when I'll check in...
