

Monday
AGRIBUSINESS

Tuesday
ENERGY DEVELOPMENT

Wednesday
TRAVEL, TOURISM & AVIATION

Thursday
INFORMATION TECHNOLOGIES

Friday
ENTREPRENEURSHIP

Risks vital to attain success in businesses

GAZIANTEP
Doğan News Agency

An entrepreneur has climbed the poverty ladder in the southeastern city of Gaziantep and is now the owner of a restaurant chain.

Tahir Tekin Öztan, 48, who used to eat scraps of baklava, a rich, sweet pastry, during his elementary school years as he could not afford to buy the pastry itself, has managed to become the owner of a chain consisting of eight facilities in Istanbul and Gaziantep since he stepped into commercial life at the age of 13.

One of five children of a factory worker, Öztan now manages the Sahar Restaurant chain, consisting of restaurants in Istanbul's Caddestan, Acibadem, Sütlüce, Çarşı, Vega, Sorti, Bostancı districts and Gaziantep's Şirhanı district. During his elementary school years, he used to work as an apprentice outside school hours.

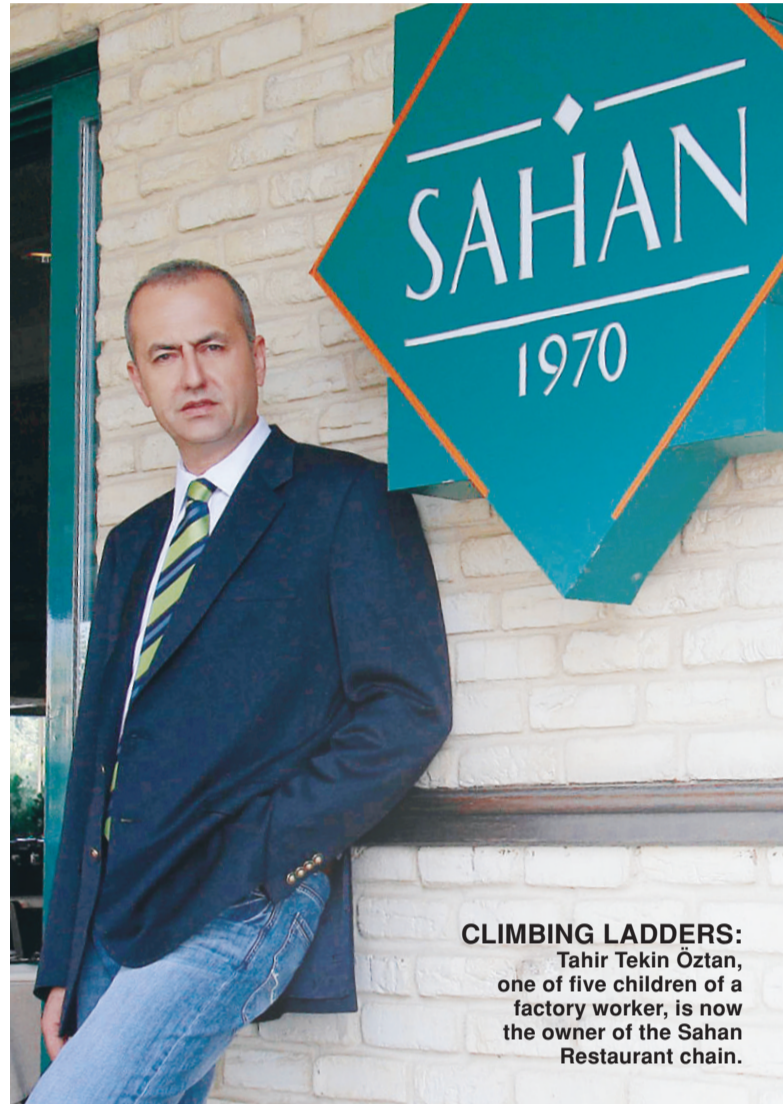
Regarding risk as a prerequisite for success, Öztan now aims to restore historic Yemişanı in Gaziantep and bring it into tourism as a boutique hotel in an attempt to show his fidelity to his hometown.

Entering business life early

Noting that he could eat just scraps of baklava with his pocket money during his elementary school years, Öztan said, "My friends used to get 1 Turkish Lira as daily pocket money. But mine was just one-fourth of that amount in two days. While they were eating pistachio baklava, I ate scraps of baklava because I could not afford anything more. And I used to tell friends that pistachio baklava was indigestible for me and that scrap baklava was light. Then my friends started to eat scraps just like me."

At the age of 13, Öztan started to work at his uncle's kebab shop serv-

The story of an entrepreneur born in the southeastern city of Gaziantep proves that taking risks is at the core of success. Tahir Tekin Öztan, who stepped into commercial life at the age of 13 and now manages a chain of eight restaurants, now aims to restore a historic building in his hometown as a boutique hotel



CLIMBING LADDERS: Tahir Tekin Öztan, one of five children of a factory worker, is now the owner of the Sahar Restaurant chain.

ing up the traditional meat dish.

"With the money I earned there, I started to save by getting a Cumhuriyet gold piece each week and giving it to my sister. When my savings totaled 3 million liras, I decided to open my own my own workplace."

He preferred a workplace that had changed hands nine times in the coastal district of Istanbul's Anatolian side. He established Caddestan Sahar for 3 million liras

a photocell faucet and automatic doors for the first time, Öztan said.

"Dreaming is crucial. You cannot own anything without dreaming. While establishing Vega Sahar in 2003, I invested all my savings. I was uneasy as everyone told me that I would go bankrupt. If I did, I would have changed my area of business. But then I thought it was crucial to take risks to become successful. I had \$300,000, borrowed \$1.2 million and opened Vega Sahar, which has a capacity of 1,500 people."

Hygiene is an essential factor at all his places, he said, adding that Sahar Şirhanı, which he founded in Gaziantep with around \$10 million, is a payback to his hometown. Noting that Gaziantep cuisine has started to degenerate, Öztan said, "Food is a culture for Gaziantep. I have founded Sahar Şirhanı as I was not willing to see this culture be destroyed. I struggle to leave works of art with the money I have earned."

Öztan said that he is the only person to go from West Turkey to the East, adding, "If one day the East dies down, then the West will not be able to find a person to sell its goods. Should everyone spend 10 percent of their earnings on their own professions, problems would disappear. Everyone should do their business well. Nobody should boast about making delicious food. If you are selling something, you should already make your best of it."

The kitchens of all Sahar restaurants are open to customers, Öztan said, "People should know about the environment in which their food is prepared."

despite comments that the workplace would not attract traffic there, Öztan said. "For two years, I worked as both a kebab and döner [a Turkish dish made of lamb meat] master at this restaurant and saved from wages of two workers. And I could make good business there and paid my debts."

Besides working systematically, the restaurant also broke new ground in the sector in Turkey by using a dishwasher, a glasswasher,



JOBS: A total of 101 projects will create employment opportunities.


Projects to provide many jobs

TUTKU AYYAZ
ANKARA - Referans

New vocational training projects supported by the European Union are expected to create employment opportunities for up to 12,000 jobless people in Turkey.

A total of 101 projects to create employment opportunities, particularly for women and young adults, amid the economic crisis have been chosen from 25 cities. The EU will provide 16 million euros in funding for the projects.

Several organizations will offer various vocational-training courses with the support of the Turkish Employment Organization, or İşkur. The highest number of programs will be offered in the cities of Istanbul, Ankara, Kayseri, Hatay and İzmir. The projects, which will last for up to one year, are being funded at a cost of between 68,000 and 320,000 euros and will provide a wide scope of training courses, including those on outdoor advertising, welding, food and milk processing and child and elderly care. The aim is to enable around 12,000 unemployed to benefit from training, and to help half of them obtain jobs.



BLUE POINT
Real Estate Agency Ltd. Co.

Office: 0212 351 51 98 (Pbx)
Fax: 0212 351 50 68
Contact Mr. Husein 0532 736 13 30
Mr. Burak (Francophone)
0533 35275 66

We deserve our reputation with our free of charge after sales services & extensive portfolio from Bosphorus and compounds.

Visit our frequently updated website for detailed information and pictures
www.bluepoint.com.tr

ARNAVUTKÖY: 110 sqm apartment, 2 bedrooms + study, amazing Bosphorus view	€2.500...
ARNAVUTKÖY: 260 sqm 4 bedrooms, full activities	\$6.500...
BEBEK: 260 sqm apartment, 4 bedrooms, spectacular Bosphorus view, security, parking, terrace	\$9.500...
BEBEK: (Maya Residence Compound) Luxurious apartments	from \$2.500... up to \$15.000...
BEBEK: 210 sqm apartment, 4 bedrooms, terrace, security, amazing Bosphorus view	\$7.000...
BEBEK: 170 sqm apartment, 3 bedrooms, nice view, swimming pool, terrace, garden	\$3.900...
BEBEK: 200 sqm apartment, 3 bedrooms, spectacular view, huge terrace, garden, swimming pool	\$5.500...
BEBEK: 240 sqm apartment in a leafy compound, 5 bedrooms, swimming pool, balcony	\$4.000...
BEBEK: 110 sqm apartment, 2 bedrooms, Bosphorus view, private wharf	\$5.000...
BEBEK: 310 sqm Split Villa, 4 bedrooms, maids room, terrace, parking, swimming pool, Bosphorus view	\$6.500...
ÇHANGIR: 240 sqm apartment, 5 bedrooms, garage, terrace, recently renewed	\$5.500...
ÇHANGIR: 140 sqm apartment, 2 bedrooms + study, terrace, spectacular Bosphorus view	€2.600...
CIRAGÇAN: 210 sqm apartment, 4 bedrooms, terrace, Bosphorus view	\$5.000...
EMIRGAN: 400 sqm Villa, 4 bedrooms, garden, swimming pool, tennis court	\$5.000...
EMIRGAN: 380 sqm Villa, 3 bedrooms, terrace, swimming pool, garden, garage	\$5.400...
EMIRGAN: 420 sqm Villa, 5 bedrooms, swimming pool, garden, quite and leafy area	\$7.500...
EMIRGAN: 280 sqm attached Villa, 4 bedrooms, swimming pool, garden, Bosphorus view	\$8.400...
EMIRGAN: 270 sqm apartment, 4 bedrooms, spectacular Bosphorus view, terrace	\$6.500...
EMIRGAN: 350 sqm apartment, 5 bedrooms, swimming pool, amazing Bosphorus view, garden	\$7.000...
ETILER: (San Konaklar Compound) apartments, with all activities	from \$3.000... up to \$6.000...
GÜMÜŞSUYU: 210 sqm, 4 bedrooms, Bosphorus view	\$4.000...
KEMER COUNTRY: Villas 250-800 sqm with all activities	from \$4.000... up to \$12.500...
MAÇKA: 120 sqm brand new prestigious apartment, 2 bedrooms	\$2.000...
ORTAKÖY: 160 sqm apartment, 3 bedrooms, swimming pool, garage, Bosphorus view	\$4.500...
TARABYA: 400 sqm Villa within a compound, private garden and swimming pool	\$8.500...
TARABYA: 650 sqm Villa, 5 bedrooms, 2 living rooms, private swimming pool and garden, indoor garage	\$8.500...
TARABYA: 410 sqm Villa, 4 bedrooms, garden, swimming pool, Bosphorus view	\$8.500...
ULUS: 340 sqm apartment in a compound, 4 bedrooms, maids quarter, garden, swimming pool, sea view	\$10.000...
ULUS: 250 sqm apartment within a compound, 4 bedrooms, Bosphorus view, swimming pool	\$7.500...
ULUS: (Compound) flats, 200-390 sqm with all activities	from \$3.000... up to \$5.500...
ULUS: (Platin Compound) Luxurious flats with all activities	from \$4.000... up to \$12.500...
YENİKÖY: 420 sqm Villa within a compound, 4 bedrooms, private garden, pool, tennis court	\$7.500...
YENİKÖY: 140 sqm apartment, 2 bedrooms, garden, swimming pool, Bosphorus view	\$4.700...
ZEKERİYAKÖY: Villas with garden and swimming pool	from \$2.000 up to \$6.000...

FOR SALE

ÇENGELKÖY : A jewel on the water: 270 sqm, 6 bedrooms, garden, swimming pool private wharf \$ 3.975.000-
GÜMÜŞSUYU : 160 sqm apartment, 3 bedrooms, spectacular Bosphorus view \$ 550.000-

LET THE BLUE POINT WORK FOR YOU WHILE YOU ARE ENJOYING THE MAGIC LIFE OF ISTANBUL

E-Mail: info@bluepoint.com.tr
Zeytinözü Caddesi Babil Sokak Babil Apartmanı Akatlar-Etiler/Istanbul



TECH NEEDS: Internet brand Superonline prepares a special solution package to meet the telecommunication needs of small and medium-size enterprises.

Superonline offers a solution package

ISTANBUL
Hürriyet Daily News

A solution package prepared by Superonline for small and medium-sized enterprises, or SMEs, offers up to 40 percent reductions on all voice services and reduces costs in telecommunication investment budgets through its Internet offers.

Superonline, a leading Internet brand and an innovative telecom operator with its own fiber optic infrastructure, has prepared the special solution package to meet all SMEs' telecommunication needs. This package aims to offer quality communication to enterprises.

The Superonline package provides significant advantages for phone calls. Besides up to 40 percent reductions on all voice services, SMEs can benefit from free

calling for up to 240 minutes for all calls, including local, long-distance, international and GSM calls.

With 10 megabytes of Web space and a company e-mail address included, the package enables the creation of a professional Web site, while Web addresses under the company's name with extensions of .com, .net and .org offer a chance for SMEs to introduce their brands to the world.

The advanced security package including antivirus, antispam and antispyware software in the solution package provides protection against viruses and spyware. Superonline delivers international Internet service worldwide at more than 100,000 spots. On May 1, Superonline merged with Telcom İletişim Hizmetleri, which was founded in June 2004 as a firm of Turkcell.



Act first, know yourself later

You can't know yourself just by taking a test, attending a course or thinking deeply. Knowing yourself is a continuous act. Self-discovery doesn't come just by sitting in your office and doing the same things. It comes with experimentation, at unexpected times and places.

These days the world is filled with so-called experts preaching the value of self-knowledge, or prodding us down the path of "personal development." Whichever paper you read, whichever magazine you flip through, it seems someone is talking about the importance of "knowing yourself" to succeed in life. Improving and understanding ourselves better will apparently unlock the secrets to a fuller life where all our dreams can come true.

I think these people are putting the cart before the horse, though. They are telling us to know ourselves, and then take action. People are told to take tests to see if they have the skills of an entrepreneur, a salesman, an artist or an engineer. They are told to think about who they are and what they are good at, so they can choose their next steps well.

But you can't know yourself just by taking a test, attending a course or thinking deeply. Knowing yourself is a continuous act. Even if you knew the person you were at age 30, you'll be a different person at age 50.

We evolve with time and we find out who we are through trial and error. Self-discovery doesn't come just by sitting in your office and doing the same things you've done before, except better. It comes with experimentation, at unexpected times and in unexpected places.

An 'illegal' story

Take Bob Geldof, the legendary Irish singer. Now he's famous around the world as a rock star, benefit organizer, and philanthropist. But when he first got his start over 35 years ago, he was an unemployed illegal immigrant in Canada. He didn't have any particular professional skills, but he did know he loved music. So he applied for a job as a writer at a music magazine. He didn't know whether he could write well or not, but he lied about it at the interview and got the job. It turned out that he was actually a very good writer, and in fact he made quite a name for himself as a music writer in Canada.

But since Geldof was working illegally, he ended up being deported back to Ireland. One night, in a bar back in his hometown, he and some of his friends were bored and decided to start a rock band. That band, the Boomtown Rats, became Geldof's springboard to wealth and fame.

Geldof's road to fame started with writing for a magazine when he had never written before, and leading a band when he had never led a band before. He didn't become famous because some test told him his true talents lie in writing and music and he should pursue those. He found his true talents by bouncing around illegally in Canada, and getting bored with his buddies in Irish pubs.

Research shows that people follow a similar path when they change their careers. They try on their new career first, like one tries on new clothes in a dressing room in a store. They test the career to see if it feels right and to find out if they have the skills it will take. The experimentation comes first, the self-knowledge later.

Thinking of your own career and how it got started. Perhaps you are a brilliant purchasing manager now. But when you first started your career, did you know you were a brilliant purchasing manager? Probably not. How could you have? It was your first job and you couldn't know if you would be good at it, or if you would enjoy it, not until you tried it. Today you are a brilliant purchasing manager, but years ago when you first started you were just experimenting with something.

Making the move to entrepreneurship is no different. In the early days, you won't know if you are cut out for it, and no matter how smoothly it goes, you'll learn things about yourself that you never would have imagined. The dream of the entrepreneurial life is great before you start, but only with time do you find out if the reality is right for you, too.

Knowing yourself is not an act of thinking; it is an act of doing. The idea that deeper self-knowledge will make your road to success shorter is seductive for sure, but it is also unrealistic. Genuine self-knowledge only comes after the experiment.