**Entrepreneur Q&A With Maria Hatzistefanis (aka @MrsRodial)**

We met up with Maria Hatzistefanis, beauty entrepreneur and founder of Rodial Cosmetics, to hear her tips on starting out in business. After filming ‘[What to think about when you’re starting out](https://princestrust.fuseuniversal.com/redirect?to=https%3A%2F%2Fwww.youtube.com%2Fwatch%3Fv%3D48mCm0iuF6M%26list%3DPL0fNb0-yJOhe08N5uXlnTBWCJxZ76ln0Y%26index%3D9%26t%3D0s)’ and ‘[How to break into retail](https://princestrust.fuseuniversal.com/redirect?to=https%3A%2F%2Fwww.youtube.com%2Fwatch%3Fv%3D1c7G-Zgxmwc%26list%3DPL0fNb0-yJOhe08N5uXlnTBWCJxZ76ln0Y%26index%3D8%26t%3D2s)’. We sat down to dig a little deeper into what makes her successful.

**With two beauty brands, a book and a podcast, you’re clearly a very busy woman! What does a normal day look like for you?**

I wake up really early in the morning – lately, I’ve been waking up around 5am. I use this time before everyone else gets up to get myself into the right headspace. I plan what my day is going to look like, what message I want to give my team, and how I’m going to drive my business forward that day. I might also read a chapter of a book or go through my emails. At 7am, I go to the gym to work out for 45 minutes, before heading into the office. I like to have all my meetings with my teams first thing, where we go through what needs to be done that day, that week. I eat a quick lunch at my desk and then visit one of the stores to talk to our sales teams. They give me great insight into what the bestsellers and customer favourites are, which helps to inform new products that I want to develop. I then head back to the office to catch up with the US teams before I leave. It’s a long day!

**You’ve just launched your podcast, Overnight Success. Which podcasts do you listen to?**

There’s a couple of business podcasts I really enjoy. [One is How I Built This](https://princestrust.fuseuniversal.com/redirect?to=https%3A%2F%2Fopen.spotify.com%2Fshow%2F6E709HRH7XaiZrMfgtNCun) with Guy Raz, where in every episode they interview a different entrepreneur. They talk about the challenges they’ve faced and how they overcame them. I can definitely relate to a lot of the stories and challenges, so that’s a great one for other entrepreneurs to check out. Another that I love is [Girlboss Radio with Sophia Amoruso](https://princestrust.fuseuniversal.com/redirect?to=https%3A%2F%2Fopen.spotify.com%2Fshow%2F0ACc3MNKtpKv2rF5f1xjw5). It’s really cool – it’s all about young, creative entrepreneurs and is full of advice and ideas. They have some great guests on, and I always feel super motivated when I’ve listened to an episode. I’ve just launched [Overnight Success](https://princestrust.fuseuniversal.com/redirect?to=https%3A%2F%2Fitunes.apple.com%2Fus%2Fpodcast%2Fovernight-success%2Fid1437280705%3Fmt%3D2), where I want to inspire and also entertain listeners every week. We’re serving motivation for 30 minutes every week! Check it out.

**What do you wish you’d known before you launched Rodial?**

When I first started, every single problem seemed like the end of the world. I’d go into panic mode, thinking that the business would collapse. But you get through each crisis and you learn from it. It’s not the end - everything is going to be okay. That’s something I had to learn along the way because the fires come up every day when you’ve got a business. Now I can face each problem more calmly, knowing it will pass.

**Would you recommend having a mentor to young people?**

Absolutely. When I first started, I had so many questions, and I didn’t know where to find my answers. What I did at the time was go online and join a lots of communities of young entrepreneurs. We shared ideas and helped each other out. If I had a problem one day someone else would have a solution, and vice versa. That peer-to-peer mentoring really helped me, especially in the first few years, to get out of a few sticky situations and to progress with my business. If you can, I’d absolutely recommend getting involved with a mentoring programme as that can help to advance your business very quickly.

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