



**Entrepreneur:** Melissa Hardy & Paul Giles  
**Business:** Hardy Giles Consulting  
**Industry:** Management Consulting

Paul and Melissa are the dynamic duo from Lake Helen First Nation and proudly established Hardy Giles Consulting five years ago. The couple first decided to work for themselves to ensure their personal values were a priority, which made starting a business an easy decision for the pair. Based on personal experiences and passion, the couple began by researching markets that could be served by their products and services.



In order to carry out their mission to build capacity in First Nation communities, individuals and organizations through planning and training, the couple utilized the Aboriginal Business Canada (ABC) program through Nishnawbe Aski Development Fund. In addition to personal savings and bank loans, Paul and Melissa experienced some resistance accessing financing but persevered and found a way to make their dream work. Although business planning is part of Hardy Giles Consulting services, the couple hired outside support to ensure there were no holes in their business plan, and their ideas were legitimate. When problems did arise, the couple learned from their failures by focusing on improving weaknesses and kept the Seven Grandfather Teachings as a guide to overcome any obstacles.

Paul and Melissa pledge honesty, integrity and sacrifice to earning their credibility in the industry, and believe the best way to achieve long-term success is by setting goals and focusing on creating habits that will lead you to achieving success. The couple's advice to others is to follow your heart and to remember you only live once so go for it and become a legacy for our people.



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