

## WOMEN IN BUSINESS



### DEBBIE CAVIT OF CAVIT & CO |

#### Where does the Cavit & Co story begin?

It begins with creating warm inviting interiors that really suit our clients.

What was it like securing your first international brand?

It was a huge buzz. I was just 30, and got into this without realising the scale it would become. It is the relationships with our suppliers that are the golden core of our business. They will do the impossible to meet our client's expectations, in timing and customisation. Their quality is always superb, or we don't choose to work with them.

#### Was there a moment when you knew that Cavit & Co would become the leader in design that it is?

When we started the company it was to provide beautiful things that we loved from Europe and couldn't find in the market in New Zealand. I have a passion for fabulous design, and superb quality, which has drawn me to manufacturers and artisans of the best of type from around the world. We were thrilled so many other New Zealanders were on the same journey.

#### What drives you to succeed?

I personally believe in buying well and buying once. It is the greenest philosophy rather than buying cheap and replacing regularly. Also by far the most economical option to have

something fabulous you love, and live with for many years. The price becomes inconsequential, but you never regret investing in the quality or comfort.

#### What are some of your greatest life 'wins'?

Having two fabulous daughters who more than merely survived having a working mother; having resorts I have designed gaining international recognition (Likuliku Lagoon Resort in Fiji voted best in Asia Pacific for several years after its completion); having the fabulous stable of world's best brands at our fingertips to share with our clients.

#### How do you achieve that all-important work-life balance?

It is a never-ending challenge to get the balance right, but apart from the lengthy hours, it is the appreciation of having the opportunity of also visiting the world's finest cities to discover new and exciting ranges. I have just returned from a 14-day trip to London, Paris, Milan and LA sourcing new and revisiting existing collections. Working with the finest suppliers and with the fabulous clients we have throughout New Zealand – who wouldn't love doing what I do.

What advice would you give to businesswomen starting out?

Have faith in yourself and don't listen to the naysayers. Aim for the top and don't take no for an answer!