

AN INVITATION TO WOMEN ENTREPRENEURS WHO ARE SERIOUS ABOUT GROWING THEIR BUSINESSES



Manverton

AWARDED GOOD PRACTICE BY THE EUROPEAN INSTITUTE OF GENDER EQUALITY (EIGE)
HIGHLIGHTED BY THE OECD AND EU AS AN 'INSPIRING PRACTICE'
WINNER OF THE EUROPEAN ENTERPRISE PROMOTION AWARDS 2015 - INVESTING IN ENTREPRENEURIAL SKILLS



GOING FOR GROWTH

“Enterprise Ireland is committed to increasing opportunities for women entrepreneurs and supporting them at every stage of their business journey. This includes working with colleagues and partners from across the ecosystem, to ensure we foster the skills, ambition and talent, and ensure that Ireland is a great location to start and scale a business. That is why Enterprise Ireland is proud to continue our support for Going for Growth, a programme which supports women entrepreneurs to scale their businesses and realise their growth ambitions.”

“Over the past 18 cycles, this initiative has demonstrated its impact in helping women-led businesses to increase revenue, create employment, and expand into new markets, and I would encourage all eligible entrepreneurs to apply and to engage with the peer support, expert guidance, and leadership offered through this unique programme.”

Jenny Melia, CEO, Enterprise Ireland



“Supporting female entrepreneurs as they build and scale their businesses remains a core priority for KPMG. Scaling in today’s market demands clarity of strategy, strong operational foundations, and smart, data driven decision making, especially as technology and AI continue to influence business. Through tailored KPMG workshops and the invaluable guidance of Lead Entrepreneurs, Going for Growth equips participants with the tools, network, and insights to scale with confidence and build resilient businesses for the future. We look forward to supporting the next cycle of ambitious female entrepreneurs in 2027.”

Olivia Lynch, Partner, KPMG



“The collaborative peer-based approach, based on growth goals and shared experience, gives the type of support that ambitious entrepreneurs need. I only wish that I could have participated in Going for Growth when I was developing and growing SoftCo.”

It is my pleasure to have been a voluntary Lead Entrepreneur on the initiative for over ten years, and to watch the peer support and the Going for Growth Community grow and strengthen over that time.”

Susan Spence, Manverton



AN INVITATION TO AMBITIOUS WOMEN ENTREPRENEURS

Are you facing challenges in growing your business? Would you benefit from peer support and the insights and experiences of successful women entrepreneurs? Then read on. The Going for Growth initiative could be just right for you.

A call is now being issued to ambitious women entrepreneurs who would like to be considered for participation in the 19th Cycle of the Going for Growth initiative. **Interested entrepreneurs should register on the website www.goingforgrowth.com and a link to an application form will be sent out.** The closing date for receipt of completed applications is 27 November 2026. From those that apply, up to 60 suitable entrepreneurs will be selected for participation in the new cycle.

The Going for Growth initiative is supported by Enterprise Ireland, KPMG and Manverton.

As the Lead Entrepreneurs are giving their time to the initiative on a completely voluntary basis, there is no charge to suitable entrepreneurs for participation in the round tables on the 19th cycle. They just have to cover their own expenses.

The emphasis will be on small numbers of committed participants at each round table who have a clear aspiration for growth, who value this opportunity, and who will commit to attending all the regular meetings.

IS GOING FOR GROWTH FOR YOU?

Applications will be considered from entrepreneurs across all sectors who are located in the Republic of Ireland. Whatever the size of the business at present, the application will be considered if a strong growth ambition can be demonstrated.

While the selection is competitive, the application process is not over complicated.

To be considered suitable for participation, the entrepreneur should already be the owner manager of a business of which she is a major shareholder and key influencer. Suitable applicants need to demonstrate significant aspiration for growth and should be working full time in the business. It is expected that the business will have been trading for several years. Only in exceptional cases will a business at an earlier stage be considered. Applications from those who have been trading for a shorter period or who are not trading but have raised significant equity investment must demonstrate that the product/service is highly innovative in nature, has a longer development cycle than the norm, has exceptional growth potential and expects to grow on export markets. If accepted, these participants will be known as **Starting Strong**. All applicants must indicate the manner in which they expect to benefit from the support offered by Going for Growth.

The programme involves a time commitment of a full day in January and June and about three and a half hours once a month between February and May 2027. Those selected to participate in Going for Growth are expected to attend all monthly meetings, and must be available to attend the full day National Launch Forum on 13 January 2027.



Susan Spence, Lead Entrepreneur, Gráinne Mullins, Grá Chocolates, Jenny Melia, Enterprise Ireland and Olivia Lynch, KPMG



Avril McCarthy, Derrycourt Cleaning Specialists, Going for Growth Ambassador



Aimee Connolly, Sculpted by Aimee, Going for Growth Ambassador



Olive O'Donoghue, KPMG, Jennie Haire, GiGi Supplements, Carol Gibbons, Enterprise Ireland and Oonagh O'Hagan, Lead Entrepreneur and Meagher's Pharmacy

WHAT IS INVOLVED FROM A PARTICIPANT'S PERSPECTIVE?

SUPPORTING GROWTH IN A UNIQUE MANNER

Participants are offered a unique learning environment with a peer led approach based on the shared experiences of both the Lead Entrepreneur and the other participants facing common challenges.

Going for Growth is based on peer support. The roundtables are led by experienced Lead Entrepreneurs, who each give of their time on a voluntary basis to meet with a small group of women owner managers to support their development.

Up to eight participants are invited by a Lead Entrepreneur to join her at a round table. The most important attributes of the Lead Entrepreneurs are that they have experience of growing a business and have personal experience of the growth journey on which the participants are embarking. Each is prepared to share her learning with the group.

In a spirit of collaboration, the Lead Entrepreneurs act as role models to the selected participants and share their knowledge and experience with them. Each participant will find a group of like-minded women around the table. The businesses will be different but many of the issues will be similar. A circle of trust develops around the table and all matters discussed remain confidential.

The initiative has been endorsed by successful business women who have agreed to become involved in the 19th cycle as Lead Entrepreneurs. These are **Caroline Reidy, Chupi Sweetman-Durney, Fidelma McGuirk, Leonora O'Brien, Louella Morton, Marissa Carter, Oonagh O'Hagan, Susan Spence, Tara Beattie and Vanessa Creaven**. These busy and successful business women have agreed to give their time on a voluntary basis to support women entrepreneurs to achieve their growth ambitions.

Most owner managers agree that it can be a very isolating experience and it can be difficult to find someone on your wavelength who understands the issues involved. The Going for Growth roundtable initiative is designed to address these challenges.

Going for Growth is action and results oriented and goes beyond class room style learning and the usual inputs of professional trainers, consultants and academics. The roundtables are designed not to be theoretical or academic, but to be based on real experience of what has worked and what hasn't worked in real life situations.

THE ROUND TABLE SESSIONS

Participants are expected to attend all meetings. These will take place once a month between January and June at a location convenient to the Lead Entrepreneur. As successful applicants will be placed with an appropriate Lead Entrepreneur, it may be necessary for participants to travel to attend the round table sessions. Unnecessary travel will be minimised, however. The arrangements for the monthly meetings (time and place) will be agreed by the Lead Entrepreneur with participants at their first meeting on 13 January 2027. A participant who is absent from two roundtable sessions will be asked to withdraw from the cycle.

A COMMON AGENDA FOCUSED ON GROWTH

The focus of this initiative is on the growth challenge. Participants are invited to identify what success looks like for them and to translate this into a series of SMART goals and milestones. The continued focus on the attainment of these, combined with an agenda that explores questions relevant to growth, together with good peer pressure and support, frequently results in participants achieving more and in a shorter period than they previously thought possible.

For each round table session, an agenda will be provided to reflect growth related issues. In exploring the issues under discussion, the Lead Entrepreneur will share her experiences and thoughts. The other participants will similarly share their experiences and learn from each other. In this way, real peer learning takes place.

On successful completion of a cycle, participants will be given the opportunity to join the Going for Growth Community and have access to further development support and a very strong network of likeminded women.

THE NATIONAL LAUNCH FORUM

To start the cycle, a National Launch Forum will be held on Wednesday 13 January 2027. If selected, participants must be available to attend this full day event. The National Forum is designed to allow participants and Lead Entrepreneurs to explore a number of relevant topics and to have their first round table meeting.

The National Launch Forum will provide an opportunity for attendees to network with participants and Lead Entrepreneurs from other roundtable groups. It also allows participants to more fully understand the Community they have joined, the roles and responsibilities of Lead Entrepreneurs and participants, and the culture of collaboration and confidentiality, which is the hallmark of Going for Growth.

Previous participants derived great benefit from attending the National Forum.

GOING FOR GROWTH COMES STRONGLY RECOMMENDED

Over 1,200 women entrepreneurs have already participated in a cycle of Going for Growth. In almost every case, the round table sessions translated into practical changes within their businesses and they felt nearer to achieving their growth goals, as a result of their participation in Going for Growth.

Some of the many testimonials from previous participants may be read in this brochure or on the website - **www.goingforgrowth.com/testimonials**

CALL FOR APPLICATIONS FOR A NEW CYCLE

Women owner managers of established businesses and senior leadership members of family businesses are being invited to indicate their interest in becoming participants in the latest Going for Growth cycle.

As the number of participants that can be involved in this cycle is strictly limited, a selection process will take place. Those chosen to participate in the initiative will be those who, in the opinion of the Lead Entrepreneurs, will be most likely to benefit from the learning experience offered by the Going for Growth roundtables.

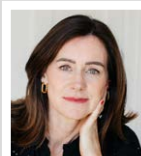
Those interested in applying should register their interest on www.goingforgrowth.com and a link to an application form will be sent to them

Completed applications must be received no later than 27 November 2026.



"Going for Growth allowed me to engage with like-minded people, in a confidential and safe environment, who were themselves on their own growth journey."

**Mary B Walsh, Ire Wel Pallets
Going for Growth Ambassador**



"The programme covered big picture issues such as strategy and goals, but also practical areas, crucial for a growing business such as recruitment, finance, and pricing."

**Aoife Matthews, SISTERLY,
Going for Growth Ambassador**

THE LEAD ENTREPRENEURS

The Lead Entrepreneurs are not, and cannot be, experts in every area of business but they have first-hand experience of facing the challenges of growing a business. They all agree that if such support were to have been available to them when they were growing their business, they would have found it most beneficial. The following will facilitate the round tables for the 16th cycle.



CAROLINE REIDY

Caroline Reidy is the Head of NFP HR Solutions and a HR and Employment Law Expert. Caroline previously was Managing Director of The HR Suite which was acquired by NFP an Aon Company in November 2025. Caroline is a former member of the Low Pay Commission and a former Adjudicator in the Work Place Relations Commission and an independent expert observer appointed by the European Parliament to the Board of Eurofound. She also serves on the Board of Design & Crafts Council Ireland and is a Governor on the Board of Munster Technological University. She is an Honorary Ambassador with the Irish Girl Guides. She has also completed a Masters in Human Resources in the University of Limerick, she is CIPD accredited as well as being a trained mediator. Caroline had worked across various areas of HR for over 20 years in Kerry Group and in the retail and hospitality sector where she was the Operations and HR Director of the Garvey Group prior to setting up the HR Suite in 2009.



CHUPI SWEETMAN-DURNEY

After a decade of working in the giants of commercial fashion, Chupi founded her eponymous jewellery line in 2013. Her creative and strategic vision has scaled Chupi to a luxury jewellery brand selling into 67 countries. Chupi is proud to be part of the coveted Ernst & Young Entrepreneur of the Year alumni and a Lead Entrepreneur on Starting Strong. To showcase the beautiful jewellery in a physical location, Chupi has opened a 5,000 sq. ft retail and studio space in a prime position in the Powerscourt Centre, Dublin. www.chupi.com



FIDELMA MCGUIRK

Fidelma McGuirk is founder and CEO of Payslip, see www.payslip.com. Payslip is a Global Payroll platform that automates the management of international payroll. Payslip enables HR Directors to consolidate global payrolls, achieve centralised reporting compliance and data protection, and deliver useful insights and real control to the business. Payslip clients are multi-national employers, growing aggressively in more than five countries. Prior to Payslip, Fidelma has over 18 years' experience in international business. Fidelma studied her Bachelors in Business & German and Masters in Business in Trinity College, Dublin, Ireland & University of Regensburg, Germany. Fidelma trained as a certified Data Protection Officer. www.payslip.com



LEONORA O'BRIEN

Leonora O'Brien is a pharmacist and technology entrepreneur. She is the co-founder of Blazer Ltd, an AI platform and methodology for helping founders scale impact businesses across international markets. Leonora founded Pharmapod a company that developed a global software platform to reduce medication errors and deliver safe, effective clinical services for patients worldwide. Pharmapod launched in multiple international markets including US, Australia, UK and Ireland securing over 65% of the Canadian market and was acquired by Think Research in 2021. Leonora has served on a number of boards, including the Technology Ireland Board, the National Maternity Hospital Foundation Board and was a member of Council for the Dublin Chamber of Commerce. Leonora is an ambassador for women in business and STEM and is the current Jury President of the European region for the Cartier Women's Initiative Awards. She has won numerous awards for business, pharmacy practice and innovation, including WMB Woman in Technology Award, Business of the Year Award (Irish Women's awards), and the Tatler Woman of the Year Award for Entrepreneurship.



LOUELLA MORTON

Following a degree in computer science, Louella gained deep knowledge and experience in the education technology sector. This allowed her to observe trends in the sector, particularly the growing need for assessment tools and simple, easy-to-use online testing for certification. She saw a gap in the market to provide a full end-to-end online exam management system with in-built proctoring, and knew she had enough experience to set up a business to meet this need. And so TestReach was founded in 2014 by Louella and co-founder Sheena Bailey. TestReach employs 120+ people directly, plus over 200 exam invigilators. TestReach's main markets are professional bodies, educational/training organisations, and corporations, particularly those in highly regulated sectors like financial services, pharma and aviation. Over 80% of their business is currently from export markets, mainly the UK and EU. www.testreach.com



MARISSA CARTER

Marissa Carter is the founder and CEO of Cocoa Brown, one of Ireland's most successful and beloved self-tan and skincare brands. Since its launch over 12 years ago, Cocoa Brown has grown into a global brand, stocked by major retailers including Primark (Europe), Superdrug (UK), Lyko (Sweden), Walmart (USA), and many more. In a major milestone for the company, Cocoa Brown began full-scale manufacturing in Ireland in 2024. This move reflects a deep commitment to the Irish economy, supporting local job creation and prioritizing sustainability and reduced environmental impact. Marissa's achievements have earned her some of the country's most prestigious honors, including the Trinity College Praeses Elit Award; the UCD James Joyce Award; and recognition by WXN as one of the Top 25 Most Powerful Women in Ireland. www.cocoabrown.ie



OONAGH O'HAGAN

Oonagh O'Hagan is the owner and Managing Director of Meagher's Pharmacy Group. A qualified pharmacist, she was in her late 20s when she bought the landmark Meagher's Pharmacy on Dublin's Baggot Street from Pierce Meagher in 2001. She has since gone on to grow the business to nine pharmacies and a thriving online store www.meaghers.ie. She now employs 150 people with further growth planned this year. Meagher's has been named as a Deloitte Best Managed Irish Company for the past seven years and has been awarded Platinum Status these past two years. The Meaghers Pharmacy Group have represented Ireland in the European Business Awards and collected the two top business awards at the Irish Pharmacy News awards ceremony, taking away the Business Development of the Year award and the OTC retailer in the same year. Oonagh herself has picked up many business awards and was named as Image Magazine's Entrepreneur of the Year in 2016, was shortlisted for the Ernst & Young Entrepreneur of the Year Awards in 2021, and most recently was named Irish Tatler Businesswoman of the Year 2022.. www.meagherspharmacy.ie



SUSAN SPENCE

Susan Spence is the co-founder of SoftCo, one of Ireland's most successful software companies and a leading procure-to-pay solution provider globally. SoftCo was recently acquired from its founders by Keensight Capital, in one of the largest Irish technology transactions. Susan is also co-founder of Manverton, which over the last 10 years has invested in property and extensively in the Equine industry including Breeding, Development, and Racing. In addition, Susan chairs the Dublin Regional Enterprise Plan, a Department of Enterprise initiative. Susan supports Social Entrepreneurs Ireland and has a long-term association with Going for Growth, an organisation that helps female entrepreneurs develop, and scale their business. Susan is an Entrepreneurial Ambassador for TU Dublin, working specifically with the School of Marketing and Entrepreneurship Susan was the Irish Tatler Entrepreneur of the Year 2018 and is a former recipient of the Veuve Clicquot Businesswoman of the Year.



TARA BEATTIE

In 1998, Tara and her husband Brian founded Mange Tout, initially a fine dining restaurant, then becoming an event catering business which grew to include 8 SI Cafés across Leinster. Whilst running and growing this business they saw a gap in the market for a professional hospitality staffing company and established The Caterwaiter. This grew to a recruitment company with prestigious clients such as Facebook, William Fry, Google, Aramark, etc. In 2019, they sold this business. In 2021, Tara and Brian set up their new SaaS company, Prepsheets.com. Prepsheets has investment from Enterprise Ireland and is part of the NDRC start up ecosystem. Tara's career has enabled her to gain deep insight in business from start up, growth, multi site operations, closure as well as sale. www.prepsheets.com



VANESSA CREAVEN

Dr Vanessa Creaven is an Irish entrepreneur, dentist and co-founder of Spotlight Oral Care and Made By Dentists, two innovative oral care brands founded alongside her sister, Dr Lisa Creaven. Since launching Spotlight Oral Care, Vanessa has been instrumental in scaling the business from an Irish start-up into an internationally recognised oral care company, combining clinical expertise with innovative product development, brand building and global retail expansion. Building on this success, the sisters launched Made By Dentists in the US market, securing nationwide distribution with retail giants Target and Walmart, which collectively operate over 6,600 stores across the United States. With extensive experience in entrepreneurship, investment, international expansion and scaling consumer brands, Vanessa is passionate about supporting ambitious female founders and sharing the practical lessons of building successful businesses. www.eu.spotlightoralcare.com

The following Lead Entrepreneurs will facilitate Continuing the Momentum round tables.



ÁINE DENN

Áine Denn is a technology entrepreneur, board director, and strategic advisor with 30+ years' experience in sales, business strategy, and growth. She is co-founder of Blazer (blazertech.ai), an AI-native business strategy and management platform for founder-led businesses. Áine began her career in IT consulting before moving into senior executive and director roles across public and private companies. She subsequently co-founded Altify, a global B2B SaaS company that developed innovative sales technology. She spent 14 years building and scaling the business across the US and Europe before its acquisition in 2019. Áine is a non-executive director of several fast-growing technology companies, serves on the boards of Technology Ireland and the Irish Writers Centre, and advises the IMRO Technology Committee.



FIONA O'CARROLL

Fiona O'Carroll helps ambitious founders cut through complexity and build clarity and momentum in the AI era. She is the founder of NoNee, the trusted companion for small and medium-sized businesses navigating growth. NoNee demystifies AI and digital complexity, giving leaders clear, actionable pathways to scale boldly—without fear of being left behind. With more than two decades of leadership experience, Fiona has guided companies of all sizes across industries including technology, retail, food, media, and gaming. She has scaled businesses to exit, raised venture capital, and served on executive and non-executive boards in roles such as CEO, COO, Chief Digital Officer, VP Marketing, and eCommerce GM. Alongside her work at NoNee, Fiona created The Digital Mindset framework and is a co-host of the Shedding Skin & Blisters Podcast.

EXTERNAL RECOGNITION OF GOING FOR GROWTH

Going for Growth is the brainchild of Paula Fitzsimons who put it forward in response to an initiative on women and entrepreneurship proposed by the NDP Gender Equality Unit in the then Department of Justice, Equality and Law Reform. *'My mission in Going for Growth is to support women entrepreneurs to achieve their growth ambitions and to get more women entrepreneurs into a growth frame of mind'.*

Since 2009 the merits and excellence of *Going for Growth* have been recognised repeatedly by the EU, OECD, and European Institute of Gender Equality. In 2015, *Going for Growth* was awarded the European Enterprise Promotion Award, Investing in Entrepreneurial Skills. In 2016, the initiative was included by the EU and OECD in a compendium of examples of innovative initiatives. The entrepreneurship tool for policy makers released by the EU and OECD includes Going for Growth as a case study.



COMPLIMENTARY INITIATIVES

STARTING STRONG

Starting Strong is designed for ambitious female entrepreneurs who are at an earlier stage in the development of their business than traditional participants on the Going for Growth programme. However, the application process is the same, with those interested registering on www.goingforgrowth.com in the first instance. To be considered the businesses will have moved well beyond the concept and prototype stages and must have made some initial sales or raised significant equity investment. Starting Strong is aimed at exceptional female entrepreneurs whose length of pre-revenue development, degree of innovation and growth potential are all significantly greater than the norm. They should also expect to be exporters. Starting Strong participants have a specially tailored programme including round table sessions with Lead Entrepreneurs and relevant topic based workshops. This is made possible by the contribution of the following Starting Strong Supporters – Beauchamps, Glandore, KPMG and Manverton. www.goingforgrowth.com/starting-strong



CONTINUING THE MOMENTUM

On successful completion of a cycle, participants can stay connected by joining the Going for Growth Community. Members can apply to participate in Continuing the Momentum round tables, take part in topic based workshops and are invited to attend the annual Community Forum. Continuing the Momentum was developed following a clear demand by many participants for continued participation on Lead facilitated round tables in order to continue their growth journey through a focus on goals and milestones and the benefit of an advisory panel of peers. Supported by Enterprise Ireland and KPMG, the activities of the Community are tailored to deliver focused developmental support to the individual member and her business, together with enhanced networking opportunities.

www.goingforgrowth.com/continuing-the-momentum/



ACORNS

Several members of the Going for Growth community, who have started and grown businesses in rural Ireland, are now acting as voluntary Lead Entrepreneurs on ACORNS, an initiative to support early stage female entrepreneurs in rural Ireland. As past participants of the Going for Growth programme all have first-hand experience of the round table peer learning approach and of its benefits. Going for Growth Lead Entrepreneurs also give of their time in a voluntary capacity to facilitate ACORNS Plus, a growth-focussed round table initiative. Over 600 female entrepreneurs have taken part in ACORNS to date, with a further 50 being selected for the next cycle of the programme. ACORNS was designed and developed by Fitzsimons Consulting and is funded by the Department of Agriculture, Food and the Marine. www.acorns.ie



OUR SPONSORS

Enterprise Ireland (EI) is the government organisation responsible for the development and growth of Irish enterprises in world markets. EI works in partnership with Irish enterprises to help them start, grow, innovate and win export sales on global markets. In this way, EI supports sustainable economic growth, regional development and secure employment. You can find detailed information on Enterprise Ireland's activities, strategy and performance on www.enterprise-ireland.com

KPMG in Ireland is a provider of professional services, offering a range of audit, tax, advisory and consulting services to a broad range of domestic and international clients across all sectors of business and the economy. We operate on an all-Ireland basis and have 138 partners and over 4,000 people in offices in Dublin, Belfast, Cork and Galway. KPMG works with entrepreneurs and start-ups to support the early achievement of business objectives and has a reputation for continuing these strong relationships as organisations evolve and grow. KPMG's reputation for excellence is based on passion for business and an unrivalled understanding of key industry issues in all sectors of the economy. Find out more at www.kpmg.ie

Over the last 10 years, **Manverton** has invested in the Equine industry including Breeding, Development, and Racing. The Manverton Foundation is also the charitable arm of the SoftCo co-founders and supports multiple initiatives, including the Injured Jockeys Fund, Shona, and Goal. Its multi-year support of Going for Growth is to enable the initiative to build on its achievements over many years and to look to the future in a sustainable and confident manner, so that Going for Growth can continue to support ambitious women entrepreneurs and owner managers into the future.

GOING FOR GROWTH WHAT'S STOPPING YOU?

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Manverton