



USA WEEKLY

Interview with David Ankin, Founder and CEO at ToyMakerz

Starting a business is a big achievement for many entrepreneurs, but maintaining one is the larger challenge. There are many standard challenges that face every business whether they are large or small. It is not easy running a company, especially in a fast-paced, ever-changing business world. Technology advances, new hiring strategies, and now, political changes coming with the new administration, all add to the existing business challenges that entrepreneurs, business owners, and executives have to deal with.

Maximizing profits, minimizing expenses and finding talented staff to keep things moving seem to be top challenges for both SMBs and large corporations. We have been interviewing companies from around the world to discover what challenges they are facing in their businesses. We also asked each company to share business advice they would give to a younger version of themselves.

Below is our interview with David Ankin, Founder and CEO at ToyMakerz:

What does your company do?

Our company designs and builds custom vehicles. We do everything from cars, motorcycles, reverse trikes, and everything in between. We build or customize everything from your child's first car, to the retired person who saved their whole life to rebuild their dream car, to the celebrity who wants a completely original over-the-top custom build.

What is your role? What do you enjoy most about your role?

I design, build, and drive everything in our shop. I get to come up with new design ideas, whether it is taking an existing OEM car to the next level, or sketching an idea on a napkin and bringing it to life. Engineering a car from scratch and coming up with new and innovative ways to do

things is a true passion of mine. It keeps things fresh and exciting in the shop and helps keep my industry alive.

What are the biggest challenges in your business right now?

The biggest challenge is time. Juggling time, money, family, employees, and customers is always a struggle for the small business owner. Sometimes my biggest challenge is trying to come up with the next "big idea" for a build. When you are developing a custom build, it takes time from inception to fruition. Very seldom is anything store bought; it has to be designed, engineered, fabricated and tested to have an incredible ride and a drivable work of art.

If you could go back in time, what business advice would you give to a younger version of yourself?

Take your time and don't be impulsive. It isn't easy and it doesn't happen overnight. You have to work hard, be persistent, and never give up. Believe in yourself and your dream. Have faith and surround yourself with people who have the same values and vision that you do. And did I mention work hard?

