



NatWest

## Gypsy Jayne Tattoo Studio: fresh ink on business mortgage deal



For Newport-based tattoo artist Kylie Evans-Talbot, the dream of owning her own studio was more than skin deep.

Grandparents can often be relied on to help out with important family matters, but few can lay claim to being instrumental in their granddaughter's first foray into her new career as a tattoo artist.

"It was my grandfather, Ray, who suggested I tried tattooing, and he was also my first guinea pig," says Kylie Evans-Talbot, owner of Gypsy Jayne Tattoo Studio. "I did it in his kitchen while he was watching *The Weakest Link*, and he's so proud of it."

Tattooing appealed to Kylie because she wanted to run her own business and, as she says: "I was 22, didn't have a clue, and the only thing I could really do was draw." She learned the ropes in a nearby tattoo studio before renting her own premises, but after almost a decade and with demand for her artistic skills growing, she realised that she needed a larger studio.

### Former shoe shop hits the spot

She found what she needed earlier this year in the centre of Risca, Newport – a former shoe shop that inspired her to dig deep into her savings for a deposit for a mortgage. Business development director Mike Davies of broker HCF Commercial Finance steered her towards Ian Pottle, business development manager at NatWest, and Kylie was thrilled to find the bank more receptive to her grand plans than others. "Tattooing is not really looked upon as a very 'professional' industry," Kylie explains. "A lot of places just aren't willing to back you, but NatWest was brilliant."

With a diary chock-full for the next six months, business at Gypsy Jayne is looking good: Kylie now has two artists working alongside her that she's trained, and she has a third apprentice coming through the ranks. "She first came to me eight years ago looking for an apprenticeship, but I wasn't ready to take anyone on at the time," says Kylie. "If that's not perseverance, then I don't know what is, and I'm a big believer in not taking no for an answer. Getting my first job in a tattoo shop was really difficult and took me a year-and-a-half."

There's little doubt that Kylie's years of tenacity have paid off, and few would disagree that her new studio is proof of that. "It really feels like an achievement," she says, "like I've done something quite big. I see myself here until I retire, now."



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