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## Hawken senior embraces emerging renaissance of Cleveland

JULIE HULLETT 10 hrs ago



Neil Tewari of Pepper Pike is planning to study engineering and technology in college after graduating from Hawken School at the end of the academic year.

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Alana Clark

At the age of 17, Neil Tewari of Pepper Pike has already launched his own start-up, Audacious, and published a book about the technology revolution.

Neil, now a senior at Hawken School, started Audacious when he was just 13 years old in hopes of helping people make better decisions. He explained that when a person wants to select a franchise, he or she relies on brokers or other experts for help. These advisers, Neil said, often pay more attention to their paycheck rather than the clients' overall needs.

"Audacious was named because it has a very bold role in helping shape how humans make decisions," Neil said. "Audacious is trying to help people make decisions for a wide variety of fields, but the proof of concept and one field that I focused on was franchises."

Neil's interest in franchises grew when he moved from New York City to Cleveland four years ago. He noticed many stores in Cleveland opening then closing after a couple of years, and determined that there must be a better way to succeed.

"The brokers that help these people work for a large sum of money, their goal is to get the deal done," Neil said. "They don't care about actual people, and they're getting a cut of the profit."

Neil explained that typically someone looking to select a franchise would contact a broker. Through Audacious, Neil works with clients and they pay him about one-tenth of the cost of a typical broker.

"It's not a profit initiative," he said. "The positive side of me being in high school is the lower cost, but I'm working in people's interest."

Part of Audacious is Neil's website, [fran4me.com](http://fran4me.com) with a guide that includes information on a variety of topics, including how to pick the best franchise, how much money needs to be invested, how to lower investors' risk and where to find financing.

Neil said he uses previous research data and information on company websites to gain insight into the franchise business. He also contacts experts in a client's particular area of interest. Neil said he currently has six clients spread between Cleveland, New York City and Boston.

"It seems very visionary at the moment, but I plan on seeing some real, tangible results soon," he said.

In addition to running his own start-up and website, Neil published a book in October titled "The Techno Revolution: Towards an Egalitarian and Entrepreneurial Society." In the book, Neil discusses how advances in technology are making society more egalitarian and entrepreneurial. The two comparable revolutions in world history that altered people's lives were the Agricultural Revolution and the Industrial Revolution, he said. The significance is that many jobs can now be automated, allowing people to select a career that they enjoy rather than one that is required to sustain society, he said.

"We have this self-revolution to inspire self-actualization," he said. "People can follow their dreams."

Neil drew on personal experience when writing his book, which took more than three years to complete. He said that his friends in New York City considered his move to Cleveland a "downgrade," but Neil saw Cleveland as an emerging renaissance.

The book is available on Kindle.

Neil spends his free time in various extracurricular activities at Hawken, including the debate team, the tennis team and an entrepreneurship club that he founded. He is a policy debater and qualified for states last year with his teammate. Neil also serves as the captain of the tennis team, where he qualified for states last year.

For his entrepreneurship club, Neil and other members meet with local businesses and ask what they believe would add value to the business. The club then takes that on as a project, and works closely with the business. One of the businesses that Neil and his club have worked with is Fabo Architecture, an architecture firm based in Cleveland.

After graduation, Neil is planning to study engineering and technology in college.





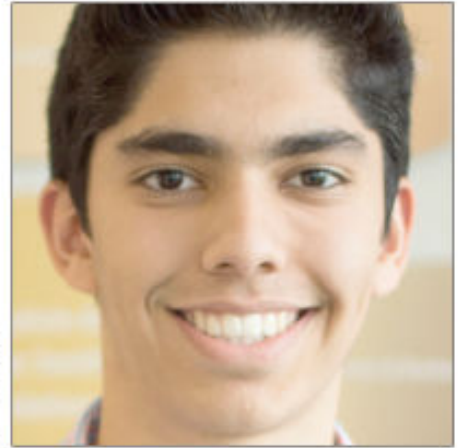
# Giving thanks

Photos by Alana Clark

**W**ow wonderful it is that nobody need wait a single moment before starting to improve the world" – *Anne Frank*

Every year, we offer our gratitude to the people in our communities who do not hesitate to improve our corner of the world. During this week of the Thanksgiving holiday, we shine a light on the police officer who has dedicated himself to the safety of our school children; the volunteer who quietly fulfills every need of her temple; and the father who has helped his son and countless others with autism through a local nonprofit. They don't ask for a handshake, applause or even a thank-you. But today we put them front and center and offer our sincerest thanks for leading the way toward a better community.

**Pictured clockwise, starting from top left, are Mark Rich, A17; Ria Desai, A15; Phillip Irvin, A16; Neil Tewari, A19; Debbie Lee, A14; Ben Kniskern, A8; and Gail Sanford, A18.**



Giving thanks

## Julie Hullett

Julie Hullett has been a reporter for the Chagrin Valley Times since August of 2018 and covers Gates Mills, Hunting Valley, Moreland Hills, Pepper Pike, Orange and Woodmere. She graduated from John Carroll University with a journalism degree in 2018.