

“I don’t know where you get that drive and ambition from...It’s not THAT important!” – My mum

Sorry, Mum, but you’re wrong. Intense ambition spurs me on to achieve great things. If you want something bad enough, you’ll get there. Yes, I’ve been hurt. Yes, I’ve fallen behind. Yes, I’ve failed...but I’m still here, and so are you. Why? Because drive means you CAN’T quit.

What pushed me to become an entrepreneur? The daily commute. Office politics. A monotonous 9-5 (7-7, in my case). Why be a cubicle slave when you could be free? Achieve YOUR dreams, not someone else’s.

Not that I hadn’t done well working for someone else. I worked for major mortgage and loan lenders – Boston Trust & Savings, Premier Portfolio, and The Beacon Group – and managerial roles in lending, collections, and customer services. Why not venture out alone? My time had come...

“Find a job you love and you’ll never work a day in your life.” – Confucius

In 1999, I co-founded Mdnationwide Ltd, a national direct-to-consumer financial services company. Within 5 years, pre-tax profit hit £1.8m, all made possible by a multi-faceted marketing strategy and exceptional CRM. Our repeat business was exceptionally high, showing my people-focused approach works wonders.

Two years later, I co-founded Bananas Inc, a national business-to-business mortgage packager. Within 3 years, pre-tax profits hit £0.4m. Our exceptional customer service showed our trustworthiness and integrity, nothing ever being too much trouble. A decade and over £2m in profit later, I’d only just begun. Drive and ambition devour success – time for a refed.

In 2007, both companies were acquired by The Beacon Group, a leading niche lender. Now a Management Board member, I was responsible for 3 of the 5 group companies including Beacon Mortgages Ltd. After a strategic review, Beacon Mortgages Ltd and Bananas inc Ltd merged to become Beacon Mortgage Packaging Ltd. The merger only took 3 months with considerable savings and efficiencies.

Honestly, I’m just an ordinary guy who believes that if you work hard, success will follow. Even from a young age I got regular promotions. I was a tough cookie not because of the cutthroat business world, but because at the tender age of ten, I faced the TOUGHEST battle of my life. One that almost killed me...

“The most important things in life aren’t things.” – Anthony J. D’Angelo

Cancer. More specifically, Hodgkinsons Lymphoma. For the worst two years of my life, I was pumped with drugs, going bald, and constantly sick. I was too sick for school, which isn’t so bad when you’re a kid...but I paid the price later. The next five years were tough because I’d fallen so far behind, but I still managed to achieve 6 ‘O’ Levels and 2 ‘A’ Levels.

Some say everything happens for a reason. I didn’t know at the time, but cancer also had a GOOD impact on my life. Fighting it helped shape me into the strong, determined man I am

today. This drive led to a highly successful career with a healthy income. That income allows me to donate generously to cancer and children charities. I'd love to see the day when cancer is beaten for good. Until then, every penny counts.

Memories of that bleak period remind me that there's more to life than money, business, even "success", so my home life is paramount. I always spend quality time with my family. We enjoy football, swimming, cycling, and golf. Greg, my six year old, particularly likes crabbing and fishing, which gets tiresome because he's such a trickster!

After all I've overcome, running a business doesn't seem so bad, does it? With the right support, anything is possible. You just need an advisor, someone experienced, motivated, and supportive. Unfortunately, Greg's schedule is fully booked, but I'm still available...

"Fear can hold you prisoner. Hope can set you free." – Shawshank Redemption

We all experience setbacks, but it's how we react that matters. Do you give up? Procrastinate? Panic? I will help you change. With my support, you will become confident, sharp, and business-smart. Whether it's boosting profits or motivating your team, use my 25 years' services sector experience to tap into your fullest business, and personal, potential.

You won't find a cold business approach here. My principles are built on a foundation of people, including loved ones, colleagues, and customers. This website is a hub where entrepreneurs network to form powerful alliances. Sharing success stories, and lessons learned after failure, we will inspire each other to greater success.

It won't be easy, my story shows that, but together we CAN do this. If you want to overcome business hurdles, build a powerful team, boost profits, improve cash flow, enhance your brand, and so much more...what're you waiting for? Subscribe to my mailing list for a FREE video series and start achieving your fullest potential today!