

## DAVID HALL



"An entrepreneurial and business development guru" is how the BBC described David Hall. He is one of Europe's leading facilitators of entrepreneurship and innovation who helps organisations to renew, revitalise and reinvent themselves.

David is an entrepreneur who started, grew and sold a £6m consulting business with 120 employees and fourteen offices. He prefers to be recognised as a practical businessman. He believes there is no magic formula for success but that most organisations have the wisdom within to enable them to grow. His role is to work with organisations to tap into that wisdom.

His latest Entrecode® research has proved groundbreaking, providing new insights into the way entrepreneurs build great businesses. The lessons are being used by many UK corporate firms to produce results beyond expectations. Typically the business benefits are six times their initial projections. The process involves working with the entrepreneurs within the business, building an achievement culture, finding new perspectives on problems and then creating superior new business opportunities.

David is the Author of three books; 'Hallmarks for Successful Business', 'In the Company of Heroes' and the Virgin Business Guide 'Doing the Business'. The books continue to be best sellers across the globe.

In 1992 he won a BAFTA Award for his BBC1 Business series 'Winning' and the UK Premier Business Award for Television for the BBC2 programme 'Get Better or Get Beaten'.

He was presented with the Ernst & Young North Region Entrepreneur of the Year Award in the year 2000 for his support of entrepreneurs.

Already a visiting fellow at Durham and Teeside Business schools, in 2004 he was awarded a Professorship from Curtin University Business School in Perth Western Australia for "a sustained and committed intellectual contribution to entrepreneurship knowledge and practice."

His current clients include 3i, Lloyds TSB, Standard Life Investments, ICI, Keepmoat Plc, BDO (Australia), Northern Foods Plc, BankWest (Australia), Irwin Mitchell, British Vita Plc, Yorkshire Forward, EWS, PriceWaterhouseCoopers, Virgin, Aon, 3M, Hanson Brick, LaFarge and Yorkshire Post Newspapers.