

Client Testimonials

Becoming an MD at 23 meant that despite running a business for over 6 years I have had no-one to learn from or to help me grow as the business grew. Brian was introduced to me at a crucial point in my businesses evolution, where we have reached a size that means that I cannot control every aspect of the business personally as once I could.

Brian has shown me the importance of a written and communicated vision and business plan in order to align my team behind me and ensure that we are all working towards the same goal. He has helped me to provide the leadership, structure and processes needed to make the business a success and has instilled a new sense of purpose and confidence within myself (and consequently my team). I cannot recommend Brian strongly enough, the MD's position is a lonely one but with the assistance of Brian this just adds to the pleasure of the challenge.

Alex Craven; MD at Bloom Media, Leeds. Web design, development & Internet marketing Agency

"ISDS has brought a wealth of experience and knowledge, directly related to my role as MD, which proved invaluable for improving my decision making and focus on a number of key business issues. This expert insight has certainly increased my own comfort zone in some difficult areas and enabled us to improve our competitive positioning."

Neil Warnock; MD at Luminary Solutions, Leeds. IT systems integration and Ingres solutions partner

"I value the common sense and practical approach to integrating seemingly disparate strategic change elements in providing synergy and value for both myself and our company. I now feel better informed to cope with and manage the challenges associated with implementing these changes."

Dr Neil K Partlett; MD at Sarnatech BNL, Knaresborough. High Tech plastics & bearings manufacturer

"Brian is a pragmatic businessman with wide and relevant experience for a company such as ours. He has acted as a combination of sounding board, devil's advocate and advisor. I have found his support to be effective beyond my expectations and I face the future with new relish.

I have no hesitation in recommending Brian's services to others in my position".

Richard Shaw; MD at Ellis Patents, Malton. Specialist Mouldings manufacturer



..... **Making a Difference!**

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Operating as Mentor to early stage high growth enterprise:

"Brian, thank you for all your time, help and advice. Your sessions help us to see so many things in a positive and creative way. We continue to develop our strategies and plans using the processes you left with us. They really help us to focus on the many, many issues we have ignored, delayed or forgotten about but this approach is making everything so much clearer and helping to give us direction in so many areas. I feel like I have a much better understanding of the whole business process and the reasons behind it."

Tracey Goldsmith, Director at Artic Storm Limited, Batley. Specialist art supplier to business and recreational facilities.

Operating as Part-time Chairman at BM:

"Working with Brian has been a breath of fresh air, his input into our business has revolutionised the way we work, helped us to structure the business for success and deliver results. Brian has supported us through some tough times and forced us to make some tough but necessary decisions. By helping us to build solid foundations, our business is now thriving despite the wider economic downturn. I cannot recommend Brian highly enough!"

Alex Craven; MD at Bloom Media, Leeds. Web design, development & Internet marketing Agency

Operating as Strategic Business Planning Coach:

"I first engaged with Brian in 2008 to help me structure my ideas for the growth of our business into a workable business plan. Over the past year Brian has not only delivered a solution that has had a major impact on our development he has also supported me through difficult decisions and become a trusted member of our team.

Every business needs a Brian. If you don't have one call him."

Simon Robertson; MD at Selective Edge, Leeds. Search, Selection and Recruitment specialists.

Operating as CEO at COE Group plc:

"As plc Chairman at COE Group Ltd., I worked with Brian when he was CEO. I always found him to be of first class character with a professional appreciation of the Board room, a good leader and sound strategist. I am therefore very pleased to be able to recommend him."

Dick Eykel; Non Executive Chairman at Sterne Group; Netherlands



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