

## Happy New Year

We wish all our clients and contacts a prosperous and healthy New Year.

In line with many organisations Allander Noble has not sent out Christmas cards – making a charity donation instead. We look forward to working with you all as the year progresses.

## Allander Noble

Our move to Adam House, 7-10 Adam Street, WC2N 6AA drew much comment and has proved a great success with our clients and we look forward to welcoming you to these splendid offices, just off The Strand.

All our telephone contact is now centralised on 01892 519 829.



## Current activity

Our activity centres on board and senior management recruitment across a wide variety of sectors. Finance and Business Development roles have featured strongly in the last quarter but less mainstream activities have included:

- A part time marketing director for a professional firm
- A non executive director for a not for profit organisation (see also the article below on The Big Society)
- An interim FD to assist a business through a time of great change

Central to all our work is the assessment of people skills and cultural fit. We want our clients to get not just the technical benefits of a new team member but the wider benefits of an additional business leader.

## The Big Society

Allander Noble has always encouraged partners to invest time beyond our business.

Social capital is very much in the business news these days, and executives themselves are also being encouraged to put some of their own transferable skills back into their community.

One of our Partners – Andrew Sales – has been a director and trustee of the Lifetrain Trust ([www.lifetrain.org.uk](http://www.lifetrain.org.uk)) for several years. This is a charity that empowers young and disabled people with life skills through training and NVQ qualifications.

Not only has this been an opportunity for Andrew to contribute to a worthwhile charity, but it has also put him into direct contact with the Not for Profit sector, in terms of compliance, funding issues in these difficult time, and delivering a first class service to those who most need it.

Andrew has learned to operate within this community and believes that he has benefited strongly both in terms of using transferable skills but operating positively and interacting with those who may not have your business skills.

Andrew derives huge personal satisfaction from his involvement and is now being asked to add his skills to other activities within his local community.

Many charities are on the lookout for trustees, it is a great way to enhance your CV and to break into the non executive marketplace. Remember the adage ‘that the hardest non executive post to get is the first one!’ – an early contribution to a not for profit organisation can pay great dividends to you later in life.

## How a bailout works!

In a spirit of levity, our financial advisors suggest we share this wisdom:

*It is a slow day in a damp little Irish town. The rain is beating down and the streets are deserted. Times are tough, everybody is in debt and everybody is living on credit.*

*One day a rich German tourist drives into town and stops at the local hotel. He lays a 100 euro note on the desk and asks to inspect some of the rooms, in order to pick one for a night's stay. The owner gives him some room keys and as soon as the German walks upstairs, the hotelier grabs the note and runs next door to pay his debt to the butcher.*

*The butcher takes the note and crosses the street to repay his debt to the pig farmer. The pig farmer takes the note and heads off to pay his bill at the supplier of animal feed, who in turn pays off his pub bill for entertaining farmers.*

*The publican slips the money to the local prostitute who has been providing him with 'services' and she rushes to the hotel to pay off her room bill.*

*The hotel proprietor then places the note back on the counter, just as the German comes downstairs. He picks up the note, declares the rooms unsatisfactory, pockets his note and leaves town.*

*No one has produced anything, no one has earned anything, but half the town are now out of debt and look forward to the New Year with optimism!*

And that ladies and gentlemen, is how a bailout works...

## And Finally

On behalf of all the partners of Allander Noble, please accept our very best wishes for the year ahead. With good planning, careful management and determination, let's hope that we can tackle the challenges as they arise.