

# Keynote speaker: Bernard Savage

Bernard Savage's career is a game of two halves and then Tenandahalf. In the first half he worked in blue-chip companies Procter & Gamble and Shell. The second half led to Tenandahalf when after an in house role at Eversheds Bernard saw an opportunity to help 'smarter' professional service firms. Such firms understand that just having good technical practitioners isn't enough to be commercially successful.



As a specialist Business Development agency helping law firms, barrister chambers', patent and trade mark attorneys, architects and accountants grow, Tenandahalf has worked over the last 13 years with practices throughout the UK, Ireland and Channel Islands. Tenandahalf help such businesses of all sizes to improve the 'top and bottom line' through strategic and tactical support, group training, 1on1 coaching and client research.

In the accountancy sector Bernard has delivered projects for Mazars, Armstrong Watson, BDO, Alliotts, RDP Newman, Duncan & Toplis and Cooper Parry and delivered talks at EMEA conferences for DFK, Alliot Group, Morison KSi and MSI. Bernard is also an avid follower of Mansfield Town Football Club and listens to Trojan music when he is travelling the length and breadth of the UK for business or pleasure.

## Testimonial from Alliot Group, Chief Executive, James Hickey

“Without exception, the feedback from delegates to Bernard's presentations have been very positive....Tenandahalf really understand the issues facing professional service firms looking to run their business better, to differentiate themselves and provide these firms with a defined approach to win and retain new clients.”



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