



**Charlie McIntyre MoIEE (Member of Institute of Enterprise and Entrepreneurs)**

I base my advice on 30 years' experience in a diverse range of Industries and Professions across all market segments. I don't do pink and fluffy but give solid, practical advice and assistance that produces results, increases sales and gross profit. I start with the mantra 'If it is not making money stop doing it.' I give a bigger return for everyone's time and effort.

I have delivered tuition and advice to a broad spectrum of market segments including Professional Services, Manufacturing, IT and Telecoms, Distribution, Retail, Printing, Marketing and Media etc. on the following subjects:  
Sales, Telesales, Key Account Management, Field Sales, Negotiating, Presentation Skills, Confidence Building, Personal Development, Mentoring, Communication Skills, Customer Service, Management Skills, Leadership Tuition, Networking, Screening Interviews, Appraisal Techniques and Coaching Skills.

The last 8 years in particular I have given 1:1 coaching to individuals at all levels of business and have recently completed work putting 50 SME's through a High Growth Programme in just over two years.



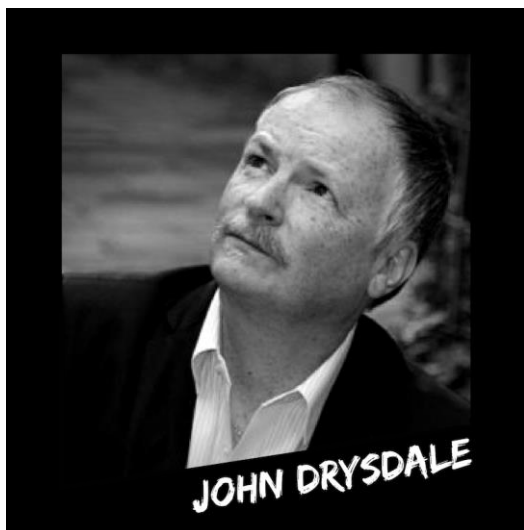
**Danny Clarke**

Danny has a unique, energetic style of training that makes his courses stand out from the rest both in terms of enjoyment on the day and tangible, practical learning skills that can be implemented afterwards. By using humour and real-life everyday examples, Danny inspires others to learn and develop.

He worked for Barclays for over 20 years, leading key operational business areas before becoming a trainer in 1999 and becoming nationally and internationally

recognised as one of their leading facilitators. In 2005 he started his own training company - evolving into Danny Clarke Training Ltd and is now delivering successfully across the UK, Europe, the Middle East and the Americas.

He has and continues to work with many key clients (e.g. Revolution Bars Group, DHP Family, Mission Mars, The Know Group, The Mere Collection, Intelliflo, Signature Pub Group, the NHS, Tesco Bank, Gulf Air, The AA, Pebble, Northwest Surgeons, Wyndham Vacation Rentals, Glen Dimplex, Glaxo Smith Kline, Jaguar Land Rover, CBRE, Liverpool City Council etc) and has continued to work with Barclays & Barclaycard. His training takes in an impressive range of sectors, extensively in leisure/hospitality but also including retail, banking/finance, HR, manufacturing, software designers, publishing, local authorities, housing associations and private schools.



**John Drysdale**  
**Professional Speaker**

John Drysdale is the MD of No Guru Ltd a leading consultancy that works with business and large organisations to develop the capability of people and teams.

An experienced and influential consultant, trainer and speaker, 'JD' has a well-deserved reputation for delivering practical and creative solutions for his clients.

John has trained and spoken to thousands of satisfied delegates over the years in the fields of creativity, critical thinking, coaching, customer service and how to win new business through building relationships.

Originally from Scotland, John is passionate about the city of Liverpool where he now lives and works with his wife Fiona. He is a huge music fan enjoying all genres; although learning to play jazz on Alto Saxophone is his current BIG challenge. He also enjoys running, climbing hills and once went on a walk to the bottom of Mount Everest.

The name "No Guru" comes from the Van Morrison album, "No Guru, No Method, No Teacher".