



David Waterhouse
Angus Roberts Letting Agents
Ilkley, West Yorkshire
Member since: September 2014

“It can be lonely leading a business and TAB has given me a safe place to share ideas and build my confidence.”



After 25 years working against the tide in the declining wool trade, David Waterhouse knew the time was right to fulfil his long held ambition to run his own business.

While scoping out a new business venture in the commercial property sector, David was approached by the owner of Angus Robert’s Letting Agents.

When the first commercial property business was heavily flooded, it seemed fate was trying to tell him something! And so the big decision to re-mortgage, risk everything and buy a minority stake in the business was taken.

The property market has experienced some dramatic ups and downs over David’s time in the business and further share restructuring was used to raise finance.

David’s business partner launched a flurry of initiatives which were unsuccessful. It fell to David to take some tough decisions and he demonstrated full commitment to the future by buying out the original owner after some tough negotiations.

It was at this point that David was introduced to TAB by a friend. David immediately knew the TAB model would help him take control and grow the troubled business.

“Without TAB I would never have taken some of the actions which have led to growth, that’s the benefit of the board being outside, looking in.



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TAB has also helped by bringing clarity to my personal vision, reminding me - 'Why I am doing all this anyway'.

Five years on and David has built the business through market leading service, constant networking and strong 'word of mouth' referrals. Angus Robert's has focused on lettings and by delivering outstanding results for landlords and great service to tenants, he has grown the business strongly. David has made a success of the Harrogate office and now even begun to develop property in his own right – a long held personal ambition.

"My board have informed my approach to staff issues and marketing in particular. The contrasts in experience and style of my fellow board members just adds to the experience. There have been untold individual moments of great advice which have helped me grow the business. Combined with a boost of energy and the 'cathartic' effect of sharing, the board has really helped me cope with the ups and downs."

"My one to one sessions have brought a real focus to my thinking about the business, and to life in general."

"TAB coaching has guided me through an incredible journey. It is a trusted and long term relationship, focused on helping me and my business, not short term gain for my coach."

For the future David has a very clear and ambitious plan. This includes ongoing change for the business and development of his future role, but also for the first time balanced with personal time, travel and enjoyment. Which as an employee back in the wool trade he would never even have dreamed was possible.

"To anyone thinking about TAB I would say, don't hesitate, just do it!"

“ Being on a TAB Board is like having lots of non-exec directors that help you along. There's so much support.”



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About The Alternative Board

The Alternative Board (TAB) helps forward-thinking business owners to grow their businesses, increase profitability and improve their lives by participating in local business advisory board one to one coaching and great business tools and services.

