

Naylor Wintersgill



Alan Wintersgill

Naylor Wintersgill Accountants
Bradford, West Yorkshire
Member since: Oct 2010

“My TAB Board and One to Ones have been extremely helpful in our achieving such a successful transition after building the business over decades.”



Alan Wintersgill is one of the most recognised and respected names in business in Bradford. Both for his work at 'Naylor Wintersgill' with leading businesses across the UK, but also for the many community and educational organisations Alan gives his time and expertise to.

In 2014 Alan was awarded the British Empire Medal in the Queen's Birthday Honours List for services to charity and the community of Bingley, where he lives.

Alan qualified with Isles Verity in 1974 and moved to PwC in Leeds before spending nine years in senior finance roles in the manufacturing sector. In 1986 he turned down an attractive Group FD role in favour of establishing Wintersgill & Co to fill a gap in the accountancy market.

He was soon busy with clients, Non Executive work and advising investors and in 1992 merged with Milnes Naylor to acquire Isles Verity, creating Naylor Wintersgill.

The business continued to develop and grow and further acquisitions have followed to reach 54 staff in 2016. Alan continues to advise in all areas of corporate finance, including company sales and acquisitions, sourcing investment and advising owner managed businesses.

In 2010 Alan attended one of TAB's 'Taster Boards' and was so impressed with the people around the table and the issues discussed that he joined himself. Six years on Alan remains an active member of his TAB board meeting monthly in and around Bradford and Ilkley.

During the last 6 years Alan has been supported by his TAB Board and coach to make a remarkably successful transition from day to day management to a more strategic role as Chairman.

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Transitions of this kind are never straight forward and establishing enough confidence to change his role in 'his baby' took time and fresh perspectives including an influential mix of support and challenge from his TAB Board.

"I found the one to ones extremely helpful in working through the challenges of easing out of the day to day management of the firm."

This successful transition has allowed Alan to steer the company through what is often a turbulent and traumatic time for businesses as the founder steps into a more strategic role. Yet as is often the case Alan's contribution to the firm has increased not diminished as a result of this process.

"I have taken over the day to day running of the business and have particularly valued Alan's support. Together, we have managed the succession of the firm, capitalising on the solid foundations Alan and the team have developed over the years. The new structure allows me to implement our growth strategy and Alan to take a more strategic role overall"
Vicky Wainright, Managing Partner

With the change of role Alan has been able to increase his family time, establish regular exercise and maintain time spent on his many honorary, charity and fund raising activities. As well as this Alan's financial, business development and strategic input to the company has been re-energised.

Alan is very proud of the number of partners who trained and qualified at Naylor Wintersgill and now play crucial roles in the executive and strategic teams.

And as a result of this long term succession planning the firm is doing better than ever under new managing partner Vicky – who was the first Naylor Wintersgill trainee to qualify as a chartered accountant in 1999.

"To anyone thinking about TAB I would say: Do it – No shadow of a doubt!"

“ *In all my experience with PwC, 9 years in industry and over 30 years building my own business, I have worked with some great business entrepreneurs and fortunately some of their ability has rubbed off on me. BUT - I still don't have all the answers – and if you think you do – there will be blind spots.”*



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.



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