





lan Dormer

CBE CDir HonFloD BA

Managing Director, Rosh Engineering Ltd Trustee, Whickham School & Sports Academy Former Chairman, Institute of Directors



Talent is evenly spread

Opportunity is not



"If you speak to a man in your language, you speak to his head.

If you speak to him in *his* language, you speak to his heart"

Nelson Mandela



1. Make it easy for the business



2. Do not just plug a hole



3. Make sure the student will turn up



4. Hold hands with the SME



5. Win - Win



"There are no secrets to success. It is the result of preparation, hard work, and learning from failure."

Colin Powell