SIGNAL BIZHUB

EVERY DAY IS A SCHOOL DAY

DANIEL'S CAREER OF SUCCESSFUL FAILURE

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Mentoring + Solutions + People

Every day is a school day

Daniel's Career of Successful Failure

Who is Daniel Welling?

1995. First role in IT…

2002. Co-founded amicitia…

…12-year rollercoaster

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Who is Daniel Welling?

1995. First role in IT…

2002. Co-founded amicitia…

…12-year rollercoaster

Happy!

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Who is Daniel Welling?

1995. First role in IT…

2002. Co-founded amicitia…

…12-year rollercoaster

Angry!

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Who is Daniel Welling?

1995. First role in IT…

2002. Co-founded amicitia…

…12-year rollercoaster

Sad.

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Who is Daniel Welling?

1995. First role in IT…

2002. Co-founded amicitia…

…12-year rollercoaster

Confused?

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Who is Daniel Welling?

2014. Sold amicitia… so **Happy** again!

2016. Discovered the MSP community…

Understood MSP Pain & Opportunities

Began working with MSPs and productising ‘helping MSPs’

…..What about outside of IT & MSPs?

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EVERYONE'S DRIVEN BY SOMETHING
CHAMPION
OMP
FROM ACADEMY AWARD®-WINNING DIRECTOR
RON HOWARD
CHRIS HEMSWORTH DANIEL BRÜHL OLIVIA WILDE ALEXANDRA MARIA LARA
RUSH
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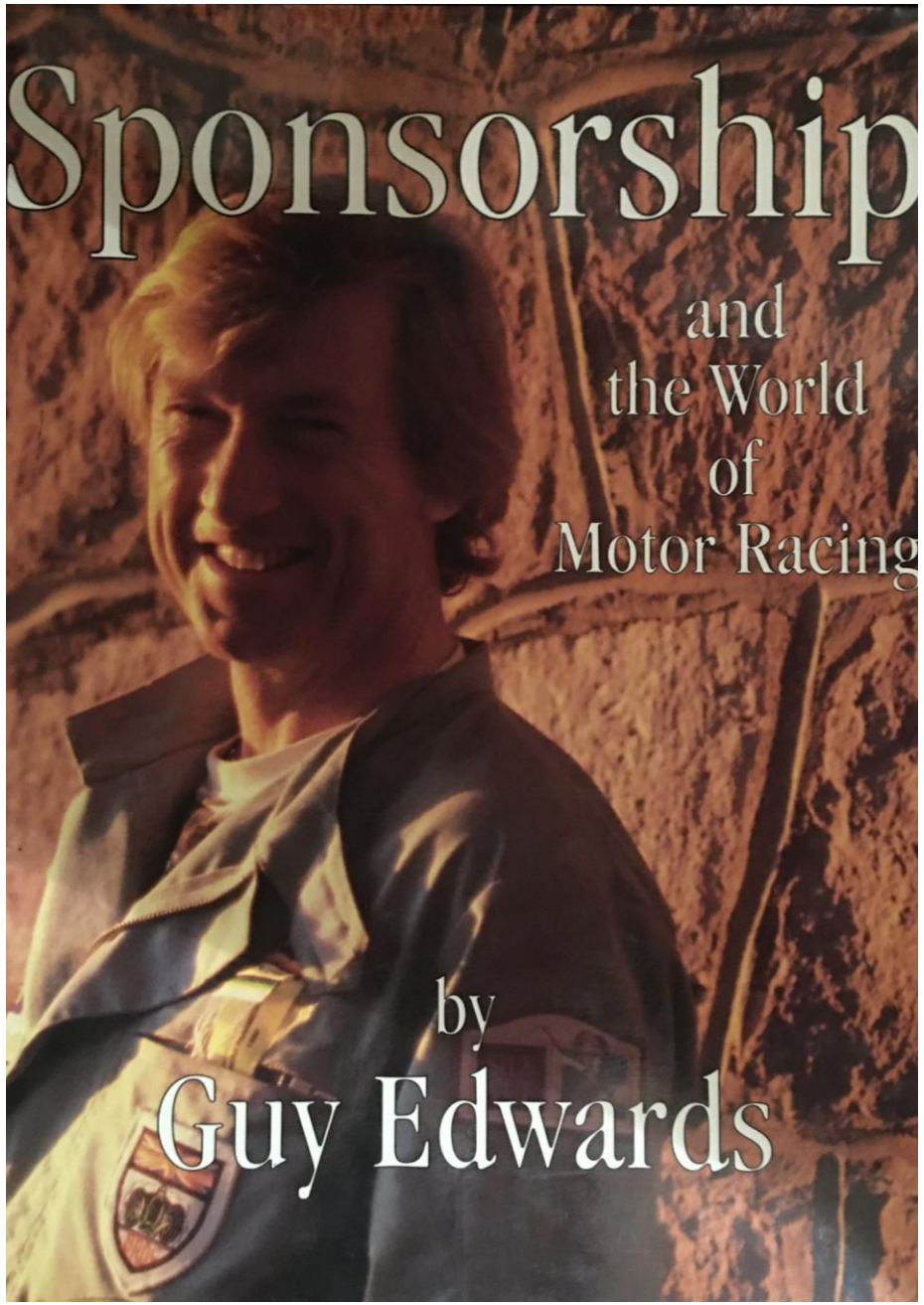
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AUSTIN
11
TOYOTA
Handy
duo
DUNLOP

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AFTERNOONS AHEAD OF EACH RACE WEEKEND
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ENTERTAIN

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HANDY
Motorsport
duo
HANDY
Motorsport

TALENT DRINKS
LIME MANGO
ENERGY WATER
TALENT DRINKS

TALENT DRINKS
CO-FOUNDER
ROB AU
ENERGY-YIELDING
METABOLISM
NO PRESERVATIVES
TALENT DRINKS

TALENT DRINKS
TALENT DRINKS
TALENT DRINKS
HYPERDRIVE
DUNLOP
SPORT MAXX

LIME MANGO
ENERGY WATER
8 KCALS PER BOTTLE
ENERGY-YIELDING
METABOLISM
NO PRESERVATIVES
TALENT DRINKS

NO PRESERVATIVES • NO
NO CAFFEINE • NO SUGAR
FINISH
MIXED BERRY
ENERGY WATER
GINSENG
B VITAMINS
ESSENTIAL AMINO ACIDS
8 KCALS
PER BOTTLE
• NO ASPARTAME •

Handy
NORTHGATE
duo
HiQ
DUNLOP
Close Brothers
Asset Finance
HMS RACING

NORTHGATE
duo
DUNLOP
HiQ
Close Brothers
Asset Finance
AUTOCAR

NO PRESERVATIVES • NO
NO CAFFEINE • NO SUGAR
FINISH
LIME MANGO
ENERGY WATER
GINSENG
B VITAMINS
ESSENTIAL AMINO ACIDS
8 KCALS
PER BOTTLE
• NO ASPARTAME •

So what have I learned?

Get ready for a few clichés

Realistic Business Plan (even though it will change)

Find Mentors & Peers

Never give up…

…however it is ok to take a ‘time out’

Cash is King

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Now & next?

MSP Mentoring, Recruitment, M&A

Not ruling out a return to the MSP game

Find a partner to develop TH1RST

SME F1 Sponsorship Program

Spend winters abroad

Enjoy what I do!

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Every Day is a 'School Day'! Daniel's Career of Successful Failure

Questions, Comments & Observations

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