

Hands-on business



(Left to right): Andrew Scott, MD of Purplex and Duncan Wright, MD of Lindenwood Home (UK)

A recent webinar hosted by Andrew Scott has prompted a whole new business journey for one of the event's attendees

Duncan Wright, managing director of London-based Lindenwood Home (UK) and Timber Windows, got more than he bargained for after listening to Andrew Scott, CEO of Purplex Marketing. Wright says: "I joined January's webinar, looking forward to the advice and strategies Andrew would share with the industry. He didn't disappoint – Andrew knows his stuff and not only gave us all some fantastic ideas and strategies, but it also really inspired me. To be honest, any time with Andrew is incredibly inspiring, whether he's delivering a session to a group or speaking to you on a one-to-one basis."

Free session

Wright took advantage of the two-hour strategy session that Scott had offered to five business leaders that attended the webinar.

"When Andrew offered this session at the end of the webinar I jumped at it – who wouldn't?" Wright says. "And true to his word, we met for more than two hours and went through my business top to bottom – sales, marketing, business operations and finance. We even discussed business fundamentals and the

importance of getting those right.

"One thing that really stood out to me, from our conversation, was Andrew's experience in acquisitions. This is part of my own mindset but talking to someone, like Andrew, who's been there and done it many times was incredibly valuable and I really appreciated his thoughts and guidance on the acquisition process."

Scott says: "The glass and glazing industry has faced some challenging times but there is still plenty of opportunities for growth, regardless of economic uncertainty or market conditions, and I've spent the last 20 years helping businesses capitalise on those opportunities."

Following the success of the January webinar, Scott held a second session on in February. In this session he gave an overview of the industry, highlighted where the opportunities are and provided the key strategies every business needs to adopt to create sustainable growth. [i](#)

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