



Bringing out the best in Business!

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Name

Ian Lovett

Topics and Title

Finance & Business Speaker

Background History

Ian Lovett is the Chairman of Dunbar Bank and a Director of Zurich Financial Services. Apart from running what is an unconventional and very profitable Bank, Ian's work responsibilities also encompass the management of much of Zurich's 5,000 strong Sales Force, one of the largest in Europe.

Before joining Zurich, Ian had a wide-ranging career at Barclays Bank including running their Small Business Unit and as a Manager of a number of large branches in central London.

Areas of Expertise

A funny and topical speaker, Ian provides an alternative look at the business workplace. Ian argues against the idea that running a major business or team needs to take up your entire life, illustrating how the correct work/life balance produces better results. He introduces insights into sales and motivating large teams through anecdotes relating to his life, and presents many practical ideas on how to establish strong relationships with clients and encourage customers to return.

Outside work his principal interests are cricket, (he is an Executive Committee Member of Middlesex County Cricket Club) and comedy. (Those who have seen him play cricket believe that the two are closely related). He is also Chairman of the Zurich Advice Network Foundation, the first Charity in the UK to be supported by self-employed sales people, which has given in excess of £10m to over 500 projects since its founding.