

Northerwood One Minute

Hi

Today I'm representing Rob Dewing of Northerwood. Rob builds and maintains websites for all kinds of small businesses, mostly using the WordPress content management system.

Rob's not here today because he is having to attend a one-off event in the New Forest, and he says he looks forward to seeing you all at the next meeting.

Rob's customers range from engineering companies to florists – and as of Friday, a bit of an unusual one - a milliner and no she is not as mad as a hatter. What they all have in common is that they appreciate being able to deal with someone who explains the confusing world of the internet in plain English and provides a service that you can rely on.

Rob doesn't just build new websites, he also updates existing ones, something a lot of web companies don't want to take on, and he looks to build long term relationships with the customer.

[you could, if you prefer, talk at this point about your experience with using my support on Award and IATP]

As usual, Rob is having a really busy January because people have thought over the Christmas break about all the things they haven't done during the year – and realised their website was one of them. So, just like tax returns, they all seem to get done in January.