

# HARRY HEATH – GAINS PROFILE



## ABOUT ME

- 30 years old
- Married to Sophie
- Kids – Oscar (9), Isla (5) & Robbie (2)
- Founder of XO Fleet
- Founder of XO Business Development Solutions
- Chairman & Coach of Shavington Rangers Football Club
- Trustee of The George Heath Foundation
- BNI member since June 2022
- Dabbers Leadership Team since April 2023
- BNI Cheshire East DC since September 2022
- Launch DC for BNI Saltline, Congleton



## GOALS

### PROFESSIONAL GOALS:

- Establish a client list for XO Fleet – onboarding 500+ fleet vehicles in 2024
- Develop strong Sales & Ops Processes

### PERSONAL GOALS:

- Provide financial stability for my family
- Make more time for family life – “Give the best of me, now what is left of me!”
- Travel Europe in a Campervan with my wife
- Recover from ACL Injury



## ACCOMPLISHMENTS

### PROFESSIONAL:

- Transitioned from employed to employer
- Grew my business as the sole founder from a standing start
- 1 Year Self Employed
- Launched a second business after securing investment
- BNI Centurion – 100 points
- Top of the BNI Regional Traffic Lights (200+ members)
- Top of the BNI National Traffic Lights (10,000+ members)
- Completed 100 Days Alcohol Free
- Successfully launched BNI Saltline

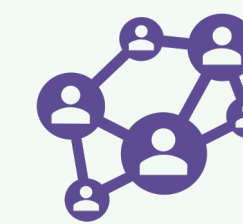
### PERSONAL

- Three brilliant children & a beautiful wife
- Raised over £50k for my brothers' charity
- Licensed Motorsport UK Official
- Golden Glove winner - GHF Football Tournament 2021 & 2023
- 2 x Tournament Winning Football Coach
- Completed a Half marathon
- Sold my first business – South Cheshire Inflatables



## INTERESTS

- Sports – Football & F1 mainly
- Liverpool FC fan
- Don't support a specific F1 team / driver. Like to see the drivers I knew from Karting doing well.
- Love coaching my SRFC U10 Pumas & Jaguars team every week
- Enjoy watching films / TV shows that I've seen hundreds of times before
- I will google the ending of films / TV shows because I can be impatient sometimes
- Favourite Films – Layer Cake, Wolf of Wall Street, Happy Gilmore, Top Gun, James Bond (Daniel Craig films)
- Favourite TV: Suits, Billions, Reacher, Line of Duty, Ted Lasso, Peaky Blinders, Dragons Den, Waterloo Road



## NETWORKS

- UK based Fleet & Automotive
- BNI Cheshire East
- Cheshire based families
- Grassroots Cheshire Football
- UK based motorsport community (Karts, Cars & Bikes)

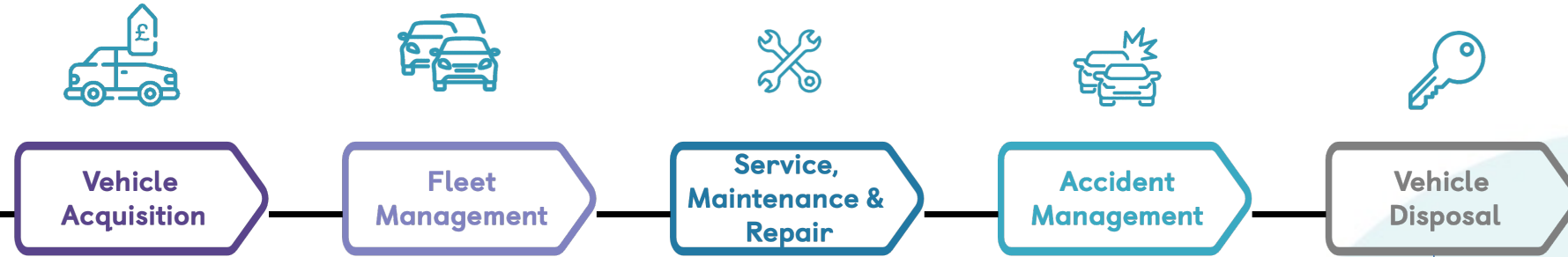


## SKILLS

- Appointment Setting
- Lead Generation
- Business Development
- Cold-Calling
- Parenting
- Coaching
- Positive Thinking
- Resilience
- Influential
- Solution Focused
- Leadership & Coaching

# HOW TO REFER XO FLEET...

XO Fleet can manage the **entire vehicle lifecycle** on our clients behalf, from vehicle acquisition and in-life services through to disposal/replacement.



We are an outsourced, full-service fleet management partner, dedicated to providing our clients with comprehensive solutions that meet all of their fleet management needs.

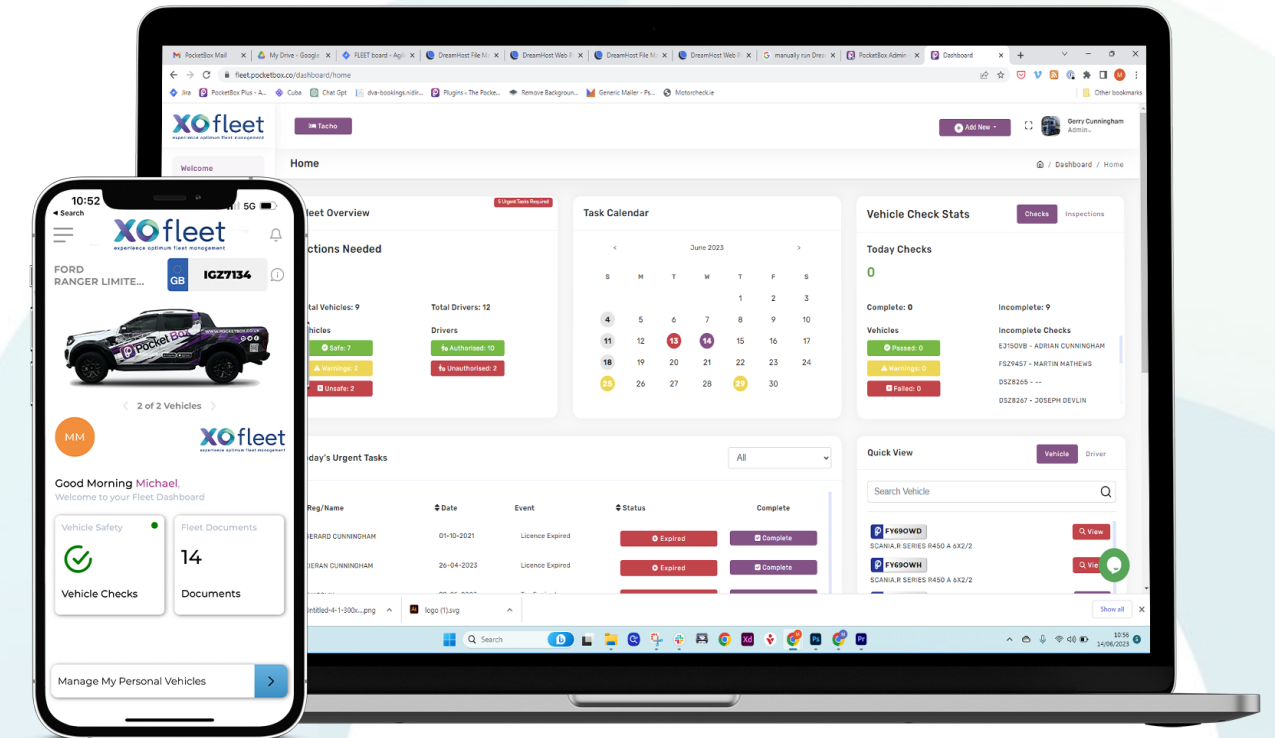
Our services are underpinned by a Live Online Dashboard and accompanying Driver App, as well as a 24 hour driver helpline, manned by UK based staff who can respond immediately to our customers' needs. Our strategy is to focus on the needs of our fleet customers, supporting them through the current industry challenges, specifically Rising Costs, Reduced Vehicle Availability and the decarbonisation of UK Fleets.

At XO Fleet, we understand that managing a fleet of vehicles and company drivers can be a daunting task, and that's why we are committed to making the process as simple and efficient as possible. With our extensive knowledge and expertise, we can help you streamline your fleet operations, reduce costs, and maximise your efficiency.

## HOW TO FIND A REFERRAL FOR HARRY:

*"Would you like to reduce the cost of running your company vehicles?"*  
*IF YES...*

*"Would you take a call from Harry who can carry out a FREE fleet review to help you identify cost savings and operational efficiencies?"*



*Our services are underpinned by a Live Online Dashboard and Driver App*

