Richard Tubb Interviewed about Tubblog!

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Richard Tubb is an interesting character who I hope does not mind me saying cuts a big figure in the MSP community. The former owner of a successful managed service provider in Birmingham, he was a well-known man before selling that business to our mutual friend James Cash who is driving that business forward to the next stage with the recently rebranded SuperFast IT <http://SuperFast-IT.com>.

Since selling his business Richard has carved a niche in offering advice to IT businesses and like all good advisors has an active blog giving constructive assistance free of charge. <http://www.tubblog.co.uk/> is simply brimming with the kind of advice any business would find beneficial.

Just looking at a handful of the articles we see something that all MSPs should be doing which is using personal recommendations to build new name business <http://www.tubblog.co.uk/blog/2012/09/06/how-to-effectively-follow-up-on-business-referrals/>. These are probably the best form of introduction to a new name account but all too frequently misused or not taken full advantage of and the article details how to use these to build your business. Richard is an exceptional presenter and offers tips on making it look like it comes naturally <http://www.tubblog.co.uk/blog/2012/09/20/how-to-make-it-look-like-youre-a-natural/> and given my poor performance where this is concerned I too have a great deal to learn! In spite of changes to the law regarding payments etc. late payers continue to plague businesses and cause havoc to the cash flows of many firms with small businesses being particularly badly affected. Here <http://www.tubblog.co.uk/blog/2012/10/06/7-tips-to-avoid-client-late-payments/> Richard gives some really powerful tips to avoiding the pitfalls here.

Richard also offers advice to and writes for vendors in the IT industry and has a number of enviable relationships with a number of key players in the industry. These capitalise on the experience and technical knowledge Richard gained whilst running his own MSP business but he retains his neutrality by not favouring any single vendor over another. An excellent example of this is that he will advise MSP clients that they may use either Autotask <http://www.autotask.com/> or ConnectWise <http://www.connectwise.com/> who between them are the only real players in the PSA (Professional Services Automation) market.

You can see Richard here too: <https://twitter.com/tubblog>

On a final note, Richard lists his favourite blogs <http://www.tubblog.co.uk/my-blogroll/> in a list with the rather unsavoury title of Blogroll. I am not one to bear a grudge but there is one glaring omission from this <http://www.managedserviceexpert.com/blog> which I have every faith he will correct forthwith!

Video interview here:

<http://www.youtube.com/watch?v=eUIKChIfKfY&feature=youtu.be>