



NAME
TERRY PHILLIPS

COMPANY
SENIOR COMPUTING

TITLE
MANAGING DIRECTOR

WEBSITE
SENIORCOMPUTING.CO.UK

PROFILE **TERRY PHILLIPS**

If you would like to learn more about Senior Enterprise visit the website www.seniorenterprise.ie

Terry Phillips, 73, from Northampton set up his company 'Senior Computing' to help older people with computer skills after he turned 70.

Before becoming self-employed, Terry Phillips worked for 26 years for a printing company, the last twelve years of which he spent as a Quality and Health & Safety Manager. He retired from full-time employment when he was 65. He impressed the printing company so much that they offered him the role of Marketing Manager on a freelance basis - this way Terry could stay employed but could decide his own hours and workload.

For over three years Terry successfully generated business for the printing company, until in early 2008 the company regrettably went into administration. *"It was quite a shock, but the economic climate at the time meant it was hard for the company to trade and get credit."* Luckily, Terry was invited to take a similar role for another local printing firm, but after a year this company also went into administration.

At this point, Terry was left without employment and he began to consider what his next steps might be - *"It was 2009, and my wife and I were inspired by a press conference with Gordon Brown that we saw on TV. He was talking about how there was a real need to get older people computer literate, and we decided that this was something we were good at and could make a business out of."*

Terry and his wife realised they both had substantial knowledge about computers through their business experience and decided to set up 'Senior Computing' a company which helps older individuals become more confident with computers and the internet. *"The first thing we did was set up*

a website and marketed the service through advertising in local shops. We also created promotional material such as leaflets to hand out to various organisations. The experience that I had in the Marketing industry was particularly useful at this point."

Since 2010, when the business began, Terry and his wife have built up a good local client base and are really happy with the business they have created- *"I love the fact that we're helping people and giving confidence to our generation."* Terry is also enjoying being self-employed - *"It's great being your own boss because you can negotiate your own working hours and decide which direction you want your business to go in."*

Terry believes the help which The Prince's Initiative, partner of Senior Enterprise, an INTERREG IVB NWE supported initiative, offers is very beneficial, *"Lots of over 50s have experience but need the confidence to be able to take the steps into self-employment. Courses are a great way for people to build that confidence. I found receiving the newsletters helpful and encouraging, particularly in the early days of setting up Senior Computing."*

At aged 73, Terry now prefers his working life as a self-employed individual , *"I definitely think that self-employment for people over the age of 50 is a great opportunity because as you get older you want to pick your own hours and feel fulfilled in what you do. For myself, there are three objectives for the Senior Computing venture: to help senior citizens with their computers; in a small way to make a personal contribution to the UK's economic growth; and to provide modest earnings to supplement my pension."*

For more information about senior computing, please log on to www.seniorenterprise.co.uk or email seniorcomputing@live.co.uk

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