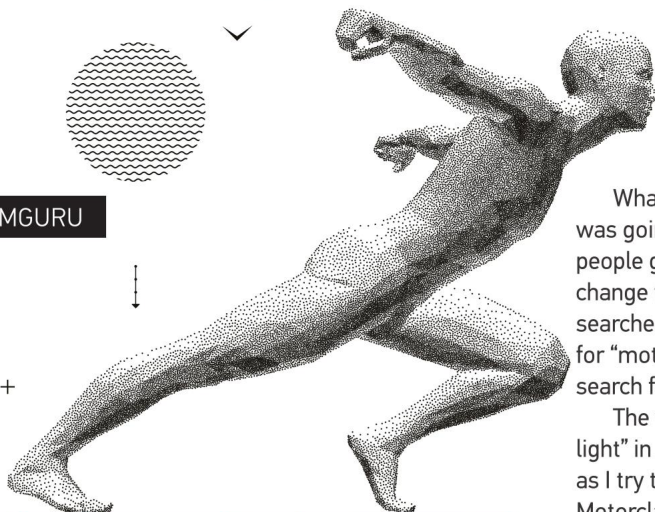


BY TIM KELLY | @MOTORCLAIMGURU



# MY LEAP OF FAITH

This month marks the 10th anniversary of my company, Motorclaimguru. Adjectives to describe this personal milestone? Chuffed, proud, and buzzing. The anniversary proves the statement “those that can, DO”. But equally, you need to take action to make things happen in life; ideas are no good sat in your head.

Where did the idea for Motorclaimguru start from? Twice, I had been made redundant, and found it to be one of the most harrowing, awful, stressful times in my life. Back then, I was far from happy about my working life, whereas today I love it.

I now look back at these awful situations with gratitude; had it not been for them, I would not be where I am now. I see former colleagues living my previous work life and know that there is no way I would still want to be doing that role.

I now realise that I attached more importance to those work roles than they deserved. You can perhaps put that down to my own lack of self-importance, at the time.

Roll on 10 years and I’m now a firm believer that the universe has plans for us. When I started Motorclaimguru, I had no idea what those plans might be, or where they might take me.

With hindsight, I could have taken an easy option and got a “JOB” (Just Over Broke). What I can say, is that all the best things are on the other side of fear and doubt. You must take that leap of faith.

On 31 March 2014, Motorclaimguru Ltd was registered. An extremely supportive missus pushed me to get out of bed everyday and design a business that has never been done before.

What is Motorclaimguru? Originally, it was going to be “total loss guru” helping people get the best settlements. A name change took place when I found that no one searches for “total loss”, but they do search for “motorclaims”. Motorclaimguru, is a search for answers.

The word “guru” means, “bringer of light” in Sanskrit. The name was perfect, as I try to bring light to people’s problems. Motorclaimguru is there to bring relief to someone’s issues, resolving a situation and providing answers when they had nowhere else to go.

Motorclaimguru has taken me many places, literally and metaphorically. Newspaper features began with an article in the Daily Telegraph and then led to spots in The Independent, Daily Mail, Money Matters, and more.

I was then asked to contribute to the Honest John website as the resident insurance expert, a role I held for a few years. Finally, the big time ... radio, TV and award ceremonies came calling, far beyond my dreams of success. At what point have you finally “made it”? Having a chat over a coffee with Angela Rippon and Gloria Hunniford? How about having a beer with Mika Hakkinen?

Success comes in other forms, of course, and one of the most successful outcomes is bringing happiness. For example, rescuing someone’s pride and joy from being crushed following a year-long battle is something I am most proud of. Knowing how that outcome made my client feel, and in return, their gratitude to me, was very humbling. I will happily admit that it brought tears to my eyes.

It’s this kind of success that I never experienced working for someone else. The most enjoyable part of my working life is helping people for the right reasons. Letting a customer know that they have someone on their side who will stand up for them. Providing training and consultancy to companies and business. Working as expert witness and creating engineer’s reports that can stand up to being cross-examined in court. Delivering “peace of mind” to everyone I work with is what I love.

A special thanks goes to Jonathan McKeown of Crash Services in Ireland, who supported me at the very start and saved me from going bust. Without him, I would not be here.