

Building a £120m business: Duncan Kreeger's lessons on timing, risk, and innovation

Podcasts

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In this episode of [Hire Learning](#), host Oz Rashid sits down with Duncan Kreeger, founder and CEO of TAB, to dive into his entrepreneurial journey, innovations in real estate investment, and key leadership lessons.

Duncan shares his experiences building and selling a £120m business, managing over £400m in private capital, and founding TAB to revolutionise property finance with technology and accessibility. He opens up about his early entrepreneurial journey, revealing how he started his first company at just 17, and how those experiences shaped his path to success.

The conversation delves into how TAB is making real estate investment more accessible through fractional ownership, and Duncan's insights on the critical role of timing in business. He discusses how, even when timing isn't on your side, adaptability and perseverance can lead to breakthroughs. Duncan also shares his approach to navigating new legislation and ensuring the company thrives by playing within the rules.

As a leader, Duncan talks about his hiring philosophy and how he identifies top talent to build a strong, dynamic team. He also shares his personal strategies for balancing family life with entrepreneurship, offering tips for staying present and grounded in the midst of a busy career. The conversation wraps up with Duncan emphasising the importance of mindset and positivity in overcoming challenges and achieving success. Finally, he reflects on his journey and offers advice to his 20-year-old self.

Listen now for fresh perspectives on entrepreneurship, leadership, and innovation in real estate!

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