

## **Fay Connelly – Life at Beard**

James has made a number of heartfelt comments about Fay's professional life. James, you must also take great credit for introducing Fay to Beard.

When Fay first walked through the door, we had no vacancy for a business development manager. However, Fay had a great long list of construction industry friends and we were very keen for Fay to share these with us.

We soon found out that Fay could bring so much more to Beard than we first thought and we were delighted when she agreed to join us full time. Fay through her own personal excellence secured a key role with Beard, a role one month earlier we had not even contemplated creating.

Fay made an outstanding contribution in the four years she worked at Beard, in what she did herself, but also as a catalyst in raising the standard of business development across the Company. Fay worked extremely hard and took great pride in the new business she personally secured.

However, Fay was all about people - she was liked and respected throughout Beard; whether it be her wicked sense of humour, her personal dress style or colour co-ordinated sun glasses. Fay was the epitome of a team player giving freely of her time to others, but also enthusing her colleagues to go the extra mile to ensure her team and Beard won through.

Busy architects and quantity surveyors were never too snowed under to speak to Fay, well who would be when your recollection of her last call to you was refreshing and fun. But Fay always secured was the information she wanted and wherever possible a place for Beard on the forthcoming tender list.

As company Directors we have to balance our time between managing today's business and bringing new work in for tomorrow. This we saw as a team effort with Fay as our leader - always encouraging us to do more and inspiring us with her ideas and energy.

It was great fun working with Fay, I have learnt more from Fay about the fine art of business development than from anyone else. I always use to tease her "that when she accepted me as her assistant, I would truly have made it in our industry"

Fay – Your many friends in the construction industry and at Beard are truly saddened by the early end to your life,

But we are all very, very proud to have known you and been part of your life!