



The recruitment industry is where James Caan made his fortune and I have the pleasure of meeting the enigmatic and engaging Dragon at his Hamilton Bradshaw London HQ. We chat about his journey to date how from an early age he displayed entrepreneurial skills, how he fell into recruitment, the principals he has introduced to the sector along the way which have been adopted by the industry giants. Of course we talk Dragons' Den the winners, the losers, those that got away and his recently completed autobiography 'From Brick Lane To Dragons Den'. He believes life begins at 50 and at 48 he says he is looking forward to the beginning, so sit back relax and be inspired...

To allow understanding of his outstanding business success to date we have first to unravel the pieces that make James Caan who he is today.

His father moved from Lahore in Pakistan to Britain in 1961 leaving his wife and family. He worked tirelessly

raising enough capital to not only bring his family to the UK in 1962 but to put a deposit on a home and start up in business.

Growing up James watched his father in business learning from him and this instilled a great respect for aspiration and grounded him for the future. "I knew from an early age that if there was something I wanted then it would have to be earned."

Leaving school at 16 much to his family's displeasure he saved enough money from his early entrepreneurial success to move into his own flat. The next step was to find a job; he did the normal search through the classifieds and although a relatively new concept in 1977, he got in touch with a recruitment agency and after a few interviews he secured his first job as a sales rep. Now earning money although minimal he was keen to start earning more, so he went back to the agency and had an interview with Grand Metropolitan Hotel, joining them as an Accounts

• james caan

GRETA HILL-LYONS talks to James Caan... Who started his business life at the age of sixteen. With only his natural charm and a copy of the Yellow Pages, he swiftly became one of Britain's most successful entrepreneurs.