



Ever discerning, even as an infant, Sam chose a fascinating Norwegian family of famous boat builders on the paternal side. When selecting his mother he found a lovely woman who was Australia's answer to Lucille Ball : hilarious catastrophes awaited her around every corner. For a blissful childhood he opted for a home on Sydney's Lane Cove riverfront, as he rather fancied fishing, sailing, crabbing with a net and finding prawns by torchlight. They had a pool and a tennis court, engendering in Sam a life-long affection for ball sports.

Born south-west of Oslo, his father Bjarne was one of the sons of Lars Halvorsen the founder of the Halvorsen cruiser empire that bewitched boat lovers across Australia. The

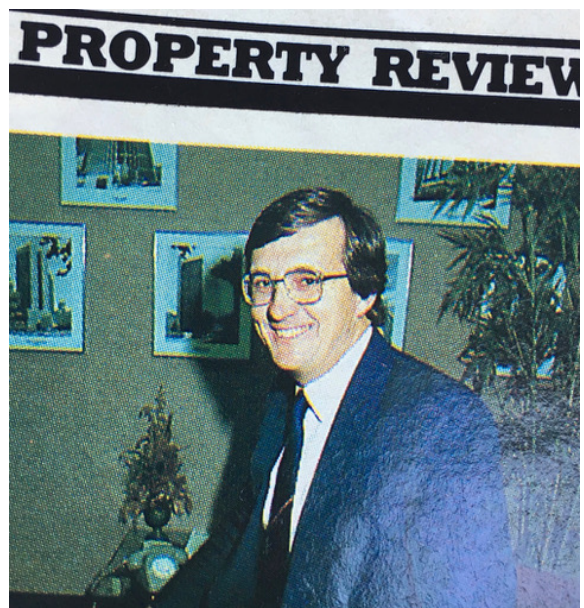
name 'Halvorsen' was synonymous with excellence and the dream of many a boat-lover. After Lars's death, Bjarne continued boat-building in his own business.

Sam was educated at Shore (more prosaically known as the Sydney Church of Grammar School) and then at the prestigious North Sydney Boys High School, the academically selective school open only to those with an abundance of grey matter. Awarded (of course) what was then known as a Commonwealth Scholarship to University, Sam chose Law School. After five weeks, he un-chose it, deciding the Law was just not going to be his forte. His decision drew congratulations from the Dean of Law, who totally agreed with him and was delighted he had found out in just five weeks, whereas most people took years.

Sam's next foray was into the dizzying depths of being an office boy in a stock-broking firm. He quickly swam to the top of the gene pool and found himself working with the well publicised Rene Rivkin for a few years. After the surging stock market came to its senses, he explored several career paths. They included eight months as a jackaroo in the bush near Moree, a grocery/liquor business in Paddington, and then a stint with Hertz Car Rental where he became the group's first national sales manager.

Being Sam, he taught himself the art of selling, (presumably rather well indeed) and was then lured by a friend to join Raine & Horne in Sydney, selling not triple-fronted brick veneers but office buildings in the CBD, his largest sale clocking in at \$38 million. In 1985 that was rather a large amount of money. The financial press was, dare we say it, impressed — and wrote an article listing Sam with a few other young bloods it termed the MEGABUCKS STARS, which these days would probably attract a lawsuit from Starbucks.

Life was rather good, very good. He lived in Northbridge, with his first wife who was from Tasmania. They had a son and a daughter and in 1986 decided to let the Sydney CBD fend for itself and move to beautiful Hobart. Sam then started the smallest business in the world : a commercial real estate consultancy, run from his home. It still is, 33 years later.



During games at Sydney's Australian Golf Club (he played off 9 in Hobart) Sam had become friendly with Richie Benaud and when the cricketer came to Hobart to commentate Sam would cart him off to golf. Through Richie he met baggy green greats like Mark Taylor, Ian Healy and the Waugh brothers. Eventually he became interested in the idea of managing sports people. This was a field in its infancy in the early 90s.

The Tasmanian hierarchy put him onto a bloke they described as 'rough around the edges' who just happened to be sensational at cricket. That bloke was Ricky Ponting. He and Sam teamed up in 1993, working together for 14 years. Later joining the Halvorsen stable were Andy Bichel, Brad Haddin and Mitchell Johnson, whom Sam continued managing until just last month. At one stage he was representing three players in the first Eleven. He toured with them in the United Kingdom, India, the West Indies and New Zealand; dined in the Committee Room at Lords, celebrated wins with drinks at Lords. Away from the cricket pitch, he managed Wallaby legend George Gregan.



On the home front, his first marriage ended in 1991 and in 1995 Sam met Barbara and they have been together ever since. Originally an international Qantas stewardess, Barb now helps him run the world's smallest business, which amongst other clients boasts two public companies. For one of them Sam has been consulting for 28 years; the other a mere 25. They moved from Hobart to a beautiful sea view at Coolum Beach in 2001. With two children from his first marriage, Sam is now a blissful grandfather, trains daily at gym or with hard solid walks. He joyfully admits he is living the dream : working for himself, in control of what he does and beholden to no-one.



Along with that razor-sharp intellect comes a large heart. On the Royal Hobart Golf Club Committee for five years, ever energetic Sam also ran fund raising for Camp Quality in Tasmania for five years, has trekked Kokoda with his son, volunteers for Meals on Wheels in Coolum and created the popular 'Picitup' bag concept. It has now been successfully adopted by the Sunshine Coast Regional Council — and five others in Australia. The black hessian bags are proudly taken on daily beach walks between Coolum and Peregian by residents keen to remove rubbish from our shores.

In between all this of course there is Bridge. The family played when Sam was a child. His late sister was married to Stephen Burgess, reputedly the best bridge player in Australia, and formerly the bridge partner of Simon Andrew. (If you want to follow in the Burgess footsteps, you have to accumulate 4906.09 points, as at the ABF's last reckoning.)



Sam continued playing in his 20s and is now a stalwart at our Club, where he served as President for two and a half years from 2012. His light-hearted lessons have endeared him to novices. If he started teaching sales techniques, of course, we could all sell \$38 million buildings. For the moment we will have to content ourselves with the occasional slam.

by Susie Osmaston