



INCREASE MARKETING & SALES

Its a big ask to fill the gaps; some companies are down 70% at the moment, some even more!!

Considerations could include new related markets, complementary products and services, or to sell abroad! Equally the number 1 priority are your existing customers.

DOWNSIZE - CREATE THE IDEAL SIZE YOU NEED TO BE FOR THE CUSTOMER DEMAND

Finish leases, outsource work, reduce and sub-let space, sell assets share assets

Customers - keep profitable work, re-price loss making work

The elephant in the room... people! Hard decisions need to be made

COLLABORATIONS

Collaborations

COST REVIEW

Dependant on your size and spend on services , we offer a free review of all cost centres and have case studies of savings of up to 50%, through a disciplined approach and knowing the market

SELL

To sell your business and be employed by the purchaser is becoming a serious consideration, in current times these are performance related and enable the seller to benefit from 10% entrepreneurs tax. Put yourself in the buyers situation to ascertain what you believe to be a fair deal

BUY 'WORK' AND BUSINESSES

Consider the acquisition trail with businesses in the same sector who may be looking for an exit strategy

DIVERSIFICATION

Are there any related areas that you would be able to easily expand into, whether vertically or horizontally

CASHFLOW

Get investment/re-finance, extend and max credit lines; you don't need to use them, preserve cash as much as possible and know your weekly cash burn - become an accounts 'nerd' on figures

CLOSE DOWN / RETIRE

After years in business and with the pandemic coming straight after Brexit, many owners have simply had enough. If this is the case make sure you maximise your position and asset value - any sale needs a full marketing campaign to maximise the opportunity



GET SUPPORT FROM PROFESSIONS

Your accountants/trusted advisors will help you formulate a plan, go for the quick wins first

DON'T DO NOTHING!

TAKE POSITIVE STEPS - IN TRUTH, DO A BIT OF EVERYTHING!

WHAT CAN BE DONE AND HOW TO DO IT

'Sail your own ship' , focus on your figures and do what is commercially right for your company and sector

'Maintain your disciplines, maintain outside profile

'Ensure credit levels are above 60 - we offer a guaranteed service to achieve this, the review is FOC - to see if we can guarantee it

- Avoid any other liabilities
- Insurance up to date and full cover, those with asbestos roofs ensure you have realistic contaminated waste cover
- If investing your own funds in the company, be preferred creditor
- Accounts in timely fashion
- Cashflow / aged debt reports - Be up to date and be on it / customer credit limits to reassess
- '12 month capital investment pause'
- Plan, be confident, ensure you have the ability and skill set & maintain cash