

Be Your Own Boss

Considering starting your own business or already running a successful SME? There's always help at hand - these ideas could be ideal to help your business succeed

22 years of building business confidence

IT CAN BE LONELY STARTING your own business - when you're bringing the next great idea into the world, it's a relief to surround yourself with others who are on the same journey.

Ever since launching in 1996, Sussex Innovation has been helping new business owners to build confidence and connections. Their team of dedicated innovation advisors have walked their own entrepreneurial paths, and their incubation hubs in Brighton and Croydon offer a supportive environment in the heart of a start-up community.

When you've only got a small team at your disposal, it often feels like you're being pulled in a thousand directions at once. How can you properly dedicate your time to leading when you're distracted with managing your payroll, creating marketing collateral or negotiating a lease? Bringing your focus back *on* the



business, rather than working *in* the business, is a powerful thing.

From detailed strategic advice and market insight to on-demand practical support and modern, flexible office space, Sussex Innovation's offering is designed to remove the burdens that come with being your own boss.

If you'd like to learn more and network with likeminded entrepreneurs, Sussex Innovation Croydon is hosting an Open Coffee breakfast event on 23rd January to bring together founders, experts, advisors and freelancers. Visit tiny.cc/opencoffeecroydon to register your interest. **sinc.co.uk | 01273 704 400**



Robust plans to build your business

"LONDON START-UPS ARE most likely to fail", *Financial Times*. 96% of UK businesses are micro-enterprises, employing 0-9 people. In the first five years, 60% of these fail due to insufficient planning, inefficient processes, poor management and cash control.

Maximum Solutions Consulting is London based, providing business services in partnership with you to mitigate these risks. You will design robust plans and well-managed, efficient business processes.

Founded by Steve Wyatt, who has 20+ years' professional experience in financial services, education and consulting, Steve empowers you to achieve success through a tailored, holistic approach to management and transformation.

Steve works with you to:

- Achieve structure, which creates stability
- Design solutions, which create operational resilience
- Transform thinking and confidence, which promotes good mental health
- Manage challenges and costs, creating effective management

"As I'm a new entrepreneur and first-time business owner, Steve helped make sure I was on top of things, including aspects I hadn't even thought of." *MD, The Homeshare*



Steve can help you, having established a business, and previously:

- Restructured/centralised business operations at Morgan Stanley as Vice President and Head of Operations, Learning & Development; designed efficient business processes, mitigated risk, reduced duplication and increased revenue
- Designed/implemented financial, facilities and business management controls at Informa; created operational efficiency, reduced costs and adhered to regulations

"Steve's knowledge and professionalism allowed us to improve our overall business and strategy." *MD, Webaria Ltd*

**maxi-solutions.co.uk
020 7536 3876**



Get your future started in Kent

AS THE MD OF BULGARO, Dean Rizov has harnessed his passion for interior design and architecture to create a business that has grown, in less than a decade, into one of the South-East's most successful design and manufacturing interiors companies.

Selecting the right location for Bulgaro's manufacturing facility has played a pivotal part in that success with Kent providing the perfect springboard to catapult the company to its position as one of the leading firms in its field.

Lower property costs, access to a dynamic supply chain and fast connections to London and beyond combined with expert guidance and support from Locate in Kent have contributed to that growth.

"Locate in Kent helped us greatly in our quest to streamline our manufacturing and improve our knowledge of how to run a manufacturing business better," explains Dean. "It's made us a lot more efficient and profitable."

From property and land searches to access to funding, skills advice and sector expertise, Locate in Kent has the industry know-how and local knowledge to maximise your business potential.



Their manufacturing expert provides a range of additional support, including:

- A manufacturing audit establishing key areas of focus
 - Lean benchmarking providing sector and capability gap analysis
 - Reshoring advice with access to tools and practical help
 - Supply chain advice giving help setting up and identifying opportunities
 - Advice on available grants and funding streams.
- New business, relocating business, growing business? Locate in Kent can get your future started. **locateinkent.com | 01732 520700**



Unlock your potential at The British & International Franchise Exhibition

WITH OVER 48,000 FRANCHISED units contributing £17.2bn annually to the UK economy*, Britain has cemented itself as a world player within the franchise industry.

Sometimes described as a 'business in a box', investing in a franchise offers entrepreneurs a proven business model and on-going support, making it an attractive route to business ownership.

For those looking to become their own boss in 2019, The British & International Franchise Exhibition at Olympia London on 1 & 2 February is the ideal source of inspiration.

Discover a diverse range of franchise opportunities across all sectors - from fitness to food and drink, business services to kids' activities - with brands like McDonald's, Anytime Fitness and Tutor Doctor.



The British & International Franchise Exhibition is organised exclusively in partnership with the industry's regulatory body, the British Franchise Association (bfa). This offers all exhibition attendees the reassurance that each brand has demonstrated that they operate a genuine business format franchise.

To empower prospective franchisees to make informed decisions, the event also boasts a comprehensive programme of seminars on all aspects of the industry and complimentary consultations with expert advisers.

Pip Wilkins, CEO of the bfa, comments: "People from all walks of life can find established opportunities which support individual passions, working styles, budgets and ambitions. The Franchise Exhibitions create the ideal platform from which to explore what's on offer and we are proud to be part of them."

For more information and to book free tickets (saving £15) visit FranchiseInfo.co.uk and use promo code: MET1.

franchiseinfo.co.uk | 020 8394 5294



*Source: The British Franchise Association/NatWest Survey 2018

Join our network and accelerate your coaching business

WE ARE AN ESTABLISHED brand in the marketplace - since 1999 we have transformed over 7,000 companies across 34 territories.

We have a wealth of proprietary intellectual property - our proven techniques, tools and methodologies are unique to us.

A Powered by Shirlaws licence offers an opportunity to become a member of a global network of successful coaches just like you. As a member, you will have access to world-class training that will transform your coaching practice and the lives of your clients.

We're delighted to be able to offer a licence for successful independent business coaches and consultants, like you, that allows you to undertake training in the Shirlaws methodology



and be part of our network of business professionals.

If you would you like to find out more about Powered by Shirlaws or becoming a Shirlaws practitioner, please contact Brian Coultrip at: brian.coultrip@shirlawsgroup.com **poweredbyshirlaws.com | 01483 549962**



Cash flow matters

MOST SMALL BUSINESS OWNERS are keen to get on with the exciting job of building their businesses, supplying their goods and services to existing customers, developing new relationships and developing or expanding their product range. The admittedly critical task of good credit management or debt collection can seem a bit of a chore.

As one of the UK's leading commercial debt collection agencies, Access Credit Management Limited provides global commercial debt recovery services to a wide range of organisations, large and small, national and international.

Established in 2000, we offer many years of experience in dealing with slow-paying debtors and have established a reputation for securing and recovering outstanding commercial debt from businesses around the world.

In addition, we also take the time to

understand your business requirements. So, whether you need assistance to develop or revise your company credit policy and procedures, need a full sales ledger cleanse, or a simply helping hand with less than a handful of selective overdue accounts, we are here to help your business.

Our focus on the commercial debt market has enabled us to develop a business based on:

- A detailed evaluation of your problem debt or portfolio to produce a realistic estimate of the likelihood of collection and the setting out of a recommended and cost-effective method of recovery
- A comprehensive recovery operation achieving results by implementing a defined strategy
- Maintaining client relationships with the strictest confidentiality
- Avoiding litigation wherever possible - solutions are primarily sought through innovation and negotiation
- Offering a tailored service that meets with each client's needs and objections
- A results-driven approach

Access Credit Management Limited specialises in commercial debt recovery and has a proven track-record of improving client cash-flow by securing payment of outstanding receivables from businesses around the world. How can we help your business? **accesscm.co.uk | 0207 305 5059**



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hurstmediacompany.co.uk/competition/vitaltouch

Government-backed loans: up to £25,000

MEET LARAH. SHE SECURED finance from Transmit Start-Ups to follow her dreams and start making and selling bagels. A year later, Bross Bagels has two branches and a UK-wide delivery network, and Larah is loving her new life as a successful businessperson.

Most entrepreneurs are more Joe Bloggs than Steve Jobs - but what they achieve is no less impressive. Here at Transmit Start-Ups, we help people from all walks of life get the cash they need to give it a go, with no jargon, no negativity, and no need to wear a suit!

Supporting entrepreneurs like Larah, and 4,000 others, is something we are incredibly proud of. And we're good at it, because we're entrepreneurs too.

That's why in 2019 we're making it our mission to help even more people get a



government-backed start-up loan of up to £25,000, and the support and mentoring they need to be their own boss!

**transmitstartups.co.uk/metro
0845 094 3670**



ArchOver connects high-growth SMEs with the cash they need to succeed

ARCHOVER IS A PEER-TO-PEER (P2P) business lending platform. We connect SMEs needing working capital with investors looking for a favourable return. Through our platform, lenders pledge to your project, providing you with the money you need to achieve your goals.

We're all about quality. We carry out rigorous due diligence to ensure we fully understand our borrowers' businesses, what they're trying to achieve and the challenges they face. We get to know them, spending time with them to ensure they get the best loan for their needs.

We come from an SME background, so we know that every business is unique, and should be treated that way. We have a proven record not only of helping businesses secure funding, but also helping our borrowers when they meet challenges outside their control. We believe that British entrepreneurialism is worth fighting for - so if a business is still viable, we're willing to find the best way forward.

We have a range of loan types that lenders can pledge to, with interest rates ranging between 6% and 10% depending on the level of security. Lenders can also earn tax-free returns by using their annual Innovative Finance ISA (IFISA) allowance of £20,000, and we recently launched our Investment Plan service - an automated portfolio that spreads your money across multiple projects.



How can ArchOver help grow your business? Contact our commercial team today to see how we can help: **commercial@archover.com**

Our Lenders earn up to 10% pa while supporting British SMEs requiring finance Register via our website today, and start earning! **lenderteam@archover.com
archover.com | 020 3021 8100**

ArchOver is authorised and regulated by the Financial Conduct Authority 723755. Lender capital is at risk and interest payments are not guaranteed if the borrower defaults. Lending over the ArchOver platform is not covered by the Financial Services Compensation Scheme.



WELLNESS IN THE WORKPLACE

The Vital Touch offers a fantastic range of health and wellness programmes for employees.

Successful employers know it makes good sense for people to take time out to relax and energise their bodies and minds. Apart from proven health, loyalty and term building benefits, fit employees can deal more easily with stressful situations. And they are less likely to need days off due to aches, pains or illness. **thevitaltouch.com**



(Bookings only, Mon-Fri, 10am-5pm) DEADLINE FOR ENTRIES 31st JANUARY