

Owner managed business



Helping your business reach its potential

“Through our many years' experience of dealing with all types of business owners, particularly small and medium-sized enterprises, we understand how you think, and the various stages of the business cycle that your organisation will experience.”

The UK has a competitive and ever-changing business environment. So finding the right advice when you need it often marks the difference between success and crisis. At Menzies we can help you to meet your commercial and financial goals.

As a leading adviser to owner managers in the south east of England we have a thorough understanding of the challenges you face. Most of our client businesses are managed by the people who own them or who originally started them. As a business owner, you are the driving force behind your business. You make things happen.

Having grown and managed our own successful business, we are familiar with the complex challenges, risks and strategic decisions that developing a business can bring. Likewise, great ideas are common, but great businesses are rare. Why? Because making your business a success takes an exceptional combination of talent, innovation and sheer hard work. And that's something we relate to at Menzies.

Through our many years' experience helping owners of all types of businesses, particularly small and medium-sized enterprises (SMEs), we understand your concerns and the various stages of the business life-cycle that you will experience. Your personal Menzies team can help you focus your energy and provide the expertise to help you succeed.

Menzies Better Business life-cycle

From our experience of working with owner-managed SMEs, we have developed fully rounded business solutions.

Whether you're just starting up, facing changes brought about by rapid growth, or are considering succession, restructuring or exit plans, our services and advice can help you take your business on to the next stage.

Starting and developing your business

Starting your business

New businesses are the result of vision, creativity, investment and teamwork. But success depends on more than that. The soundness of the business model and the capability of the founders play an important part. Early-stage businesses can benefit hugely from good strategic advice.

For further information contact your relationship partner or email

enquiries@menzies.co.uk

www.menzies.co.uk

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We can work with you to challenge and refine your plans, create the right structure for your business and address your commercial, financial and tax needs. We can help your dream become a reality.

See our [Better Business starter guide](#) for help and ideas on areas such as selecting advisers; the right legal entity; registering with authorities; submitting accounts; taxes; finance; payroll; employing staff and much more.

Many of us aspire to running our own business - but not always for the same reasons. For some, the appeal lies in the freedom of being their own boss and setting their own working hours. For others, it is the ambition to achieve suitable financial reward for their efforts. Whatever your reason, a long journey and many decisions lie ahead. Time spent now thinking through your plans can save you money in the longer term. We can help you weigh up the best options for you and your business.

Developing your business

Sadly, business failures are all too common and for many the first three years are the hardest. The difficulties may sound familiar - owner dependency, lack of funding and insufficient time or resources. Likewise, ensuring your business delivers enough profit to support your lifestyle can be a challenge. The transition from working in your business to working on your business can seem frustratingly out of reach.

Structuring your business properly can allow you to extract the maximum income from it. The wrong structure can affect the amount of tax you pay, limit your access to finance, limit your remuneration and increase risk or personal liability. We can help you find the most appropriate business structure for your individual needs.

Likewise, having the right staff, motivated and operating at the right level is essential for your success. Strategic HR advice can free your time, letting you focus on developing your business whilst allowing your best and brightest to flourish. Get it wrong and you risk wasting two valuable resources: your time and your money.

So having successfully started your business, or if you've taken control from a family member, don't fall at the next hurdle when developing it.

Expanding your business

Your business is established and you appreciate that standing still is not really an option in today's hugely competitive market. As a business owner, you may have come to the conclusion that organic growth through day-to-day sales is not going to deliver the expansion you've dreamed of.

Whilst it's not for everyone, non-organic growth offers a wealth of options to take your business into profitable new markets. Whether your UK strategy is to expand your business footprint, acquire complementary businesses, turn your business into a franchise or develop overseas markets, the benefits are many. Diversified revenue streams, enhanced business value, economies of scale and tax efficiencies are a few of the potential benefits.

However developing a clear and achievable roadmap for growth is not easy. As your trusted adviser we can guide you through the process. Whether you are seeking to expand within the UK or overseas, we can help you navigate around the pitfalls that threaten your business and its expansion potential.

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Exiting your business

Many entrepreneurs start-up their business and develop it with an eventual sale in mind. Others will have founded and run their business or their family enterprise for many years, and have strong emotional connections.

Whatever your circumstances, at some point you will think about succession planning and ways for you to exit your business. This could be the most important financial transaction of your life. What makes a business attractive to a prospective buyer is also fundamental to its long-term success as an independently owned company.

Whether you, your family or your directors are involved, don't leave everything to chance. Our team of experts will advise you on your options and help you find the best path to exit.

