

SPOTLIGHT

HILTON SMYTHE GROUP

www.hiltonsmythe.com

WHY BUYING A B&B OR GUEST HOUSE MIGHT BE A GOOD IDEA

A recent study found that more than a third of British adults are opting for a staycation and choosing to holiday in the UK.



MANY PEOPLE DREAM OF BEING THEIR OWN BOSS

They imagine themselves having that genius idea that is going to make them a millionaire. →



TAKEOVER IN THE PIPELINE FOR DYSON WHOLESALE COMPANY

Dyson Wholesale Company, a fixture on Brighton Road, Southport, for more than 30 years. →



IT'S NOT ALL DOOM AND GLOOM ON THE HIGH STREET

Reports of high street firms hitting troubled waters and closing premises. →



WELCOME TO OUR NEW-LOOK MAGAZINE

I HOPE YOU ENJOY READING our new-look Spotlight magazine as much as we enjoyed putting it together. Our revamped Spotlight magazine is full of facts, tips, articles and, most importantly, some of the fantastic businesses we have for sale.

It's that time of year again, doesn't it come around quickly? We're all ready for Christmas and the New Year here at Hilton Smyth, and we hope you are too.

Over the next year, we are really upping our game, giving our brand a makeover, investing in more advertising coverage, building our financial services department and, of course, offering the best service in the business transfer market place. So if your New Year's resolution is to buy or sell, this magazine is the place to start finding inspiration, and to answer some of your burning questions. You can also pick up the phone and get in touch with one of the team, who will be happy to help.

With more than 1,200 businesses for sale across all sectors, we really have got the experience to help you on your journey, be it buying or selling.

So, please enjoy the magazine, and we look forward to helping you find your dream business in the near future.

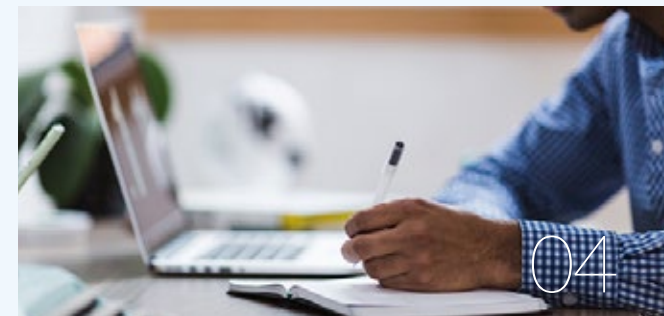
Gareth Smyth
Group Managing Director, Hilton Smyth Group



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MANY PEOPLE DREAM OF BEING THEIR OWN BOSS

Why buying a business might be better than starting from scratch.

Story: Gareth Smyth, Group Managing Director, Hilton Smythe Group

They imagine themselves having that genius idea that is going to make them a millionaire, or just packing in the daily grind to do something they love every day. However, some people believe that the only way to do this is to start from scratch, when in reality, buying an existing business might be the ideal solution for you.

When you take the leap to become your own boss, the first thing you'll need is the capital launch. According to my own internet research the average cost of a start-up is £93,800, making it difficult for many people to even begin. Granted, that tidy sum is accumulated over a period of start up and is not 'day one' capital required. Nevertheless, you are still going to need a significant sum for a good number of business sectors. If you don't have the money in the bank

to self-fund, your first thought might be to approach your bank to ask for a loan. Most start-up companies tend to be self-funded, as banks see it as a risk lending to a project that has no proven success. They are more likely to provide funding for an established business that they can see real historical turnover and profits for.

Another option may be a small business grant, but due to their limited availability, there are a number of hoops you are required to jump through during the application process, and you aren't guaranteed success. You could also appeal to angel investors, however they are unlikely to get on board if you don't have an idea that is completely revolutionary and sound. They want to be assured your business will be around long enough for them to see a return. →

I have been helping people buy and sell businesses for over 13 years. During that time, I have helped thousands of buyers and sellers unlock their dreams.

Having taken some time out of my career to complete a law degree, I am a Goldman Sachs 10,000 small business alumni and currently undertaking my MBA.

I also own a number of businesses, some of which help people buy and sell too.

GARETH SMYTH
GROUP MANAGING DIRECTOR
HILTON SMYTHE GROUP

HOW TO MAKE YOUR DREAM BUSINESS A REALITY

The fact is, more than 58% of start-ups fail within the first five years according to the Office of National Statistics. This could be, for example, because their money runs out, they've failed to build a reputation that secures them business or they can't get the customers through the door. Again, money is a huge issue when maintaining a start-up company over the first few years, as it can take on average three years to start to see a return. This can be frustrating for the business owner, and also may not be viable for them in terms of their home life. After all, you still need somewhere to live and food on your table.

Buying a business can be a great alternative for someone with an entrepreneurial itch to scratch. It gives you the opportunity to be your own boss without many of the risks that come with a start-up business. The prospect of failure in the early days is significantly reduced because you're missing out those shaky first years. You will be taking on a business with an existing customer base and reputation, which means you benefit from instant cash flow coming in.

Taking on an existing company is also a great opportunity for someone who wants to test the water with business ownership. You have all the freedom of owner management while inheriting the existing policies, procedures, and systems. Getting these in place is time consuming and costly, and can be off-putting to the new entrepreneur. Learning from tried and tested operations can be a great way of finding your feet while still having the autonomy you crave.

"Banks see it as a risk lending to a project that has no proven record of success."

Many people considering buying a business have concerns that may put them off. Some are worried that the seller will take the customers with them, meaning the new owner has to find a new set themselves. Many small businesses, for example cafés, pubs and mechanics, have a certain geographic appeal to their customers. That is, the local people will go to their nearest pub, not walk miles to follow their previous landlord. Many sellers are also preparing for retirement, so they'll have no need for any customers, new or existing. As a last resort, your legal representatives can ensure that protection is provided in the official legal documentation.

Getting the money to buy is also a concern I come across, however lenders often look more favourably on businesses with a proven track record. You can also look at what schemes are available in your local area, such as local authority grants and funding to help with renovations and even just money for taking on the business in the first place in some instances, particularly in areas requiring regeneration. It is also worth bearing in mind that purchasing an existing business is considerably less expensive than starting from scratch having regard

to all the costs and risk elements. There are over 7,000 businesses advertised for sale for under the £93,800 average start up cost. This can not only make it more cost effective in the long run, but also more manageable to launch.

Buying a business is not without its problems, though. If you have no experience in the business area, you may find that you struggle to cope with the day-to-day managerial tasks. For example, can you run the accounts on your own? Do you know when the stock needs to be re-ordered? It may be helpful for you to spend some time with the previous owner before you take over, to learn from their experience and expertise; ask for an extended hand over for instance. This will also help make the transition easier for your customers, your staff and of course you. It will also increase the likelihood of the customers and staff staying with you.

There are also a number of pitfalls that you can face when you buy, for example being over-charged, or the seller not being completely honest with you about how profitable the business is, which can lead to disaster once you take over. This is where buying through a business broker can be particularly helpful, as they are able to offer impartial advice and guidance to make sure you don't get any nasty surprises.

Taking your first step towards owning your own business can be nerve-racking, but ultimately rewarding. Make sure you take the path that will be best for you long term and good luck with whatever route you take. ■

DECIDE ON YOUR DREAM

The first step to owning your own business is deciding what your dream business idea is. Have you always wanted to be a florist? Or do you love to cook; could you run a café? Whatever your dream is, it can be made a reality. Have a think about what you're passionate about and how you can turn this passion into a money making business idea.

FIND THE RIGHT LOCATION

After speaking to our customers, we know one of the most important things about a business is its location. Any existing business can be moulded into what you want it to be, but if the location isn't right, you won't get the customers you need. Other location considerations include whether it's the right place for you. You want to enjoy running a business, so is it the right one if it's a 3 hour drive away? Or would you rather travel a bit to work? Do you plan to relocate to join the new town which your business is located in? All of these are important things worth considering.

It is important to note here that the business you buy doesn't have to be perfect. You'll naturally want to change a business to make it how you want it to be. You might change the name, the menu, or even the type of business. For example, some of our customers have bought cafés which they turned into bars or pubs.

CONTACT A BUSINESS BROKER

Once you know where you would like to set up a business, it's time to get onto

Google! Find the right business broker for your needs. A lot of business brokers will specialise in what you want to buy, for example small businesses or food service businesses. Contact the right business broker and give them a description of the business you want. After that, leave it to them to find you one!

There is another way to find the right business. You can start looking yourself by browsing sites such as Rightmove. If you find the business you want, get in contact with the broker and ask for more details.

LOOK ROUND POSSIBLE BUSINESSES

Now it's time for the fun bit. Arrange some viewings and have a browse of your options. Remember this is the time to ask the seller questions! There is no such thing as a stupid question at this point. Sellers will be happy to tell you everything you need to know about the business, after all, they're trying to sell it to you!

PURCHASE THE ONE YOU WANT

In doing research we found a lot of our buyers are surprised by how long it takes

to actually buy a business. Although it might feel like it should be a simple exchange of money for business, in reality it is much more than that. Often businesses have landlords who have to be involved in the process. It is likely the sale could take a few months, depending on various factors. Both you and the seller should be prepared for this process. Brokers will do their best to push the sale and make it happen fast. It always helps for you to be organised and know what you want and how you'll be financing it, so try and work on this early on!

MAKE IT YOUR OWN

After the purchase, it's time for the exciting bit. Making the business yours. As we discussed, this could be doing anything. It might be something small like a lick of paint, or something big like a full refurb. You might add a few new drinks to the selection, or completely overhaul the menu. You might add a few new products to sell, or change suppliers completely. Because you planned earlier, you know how to get this existing business into a dream one. So what are you waiting for? Make it happen! ■

If you're interested in making your dream business a reality, give us a call on 01204 556 300 and let's start your journey together.

NEWCASTLE MAKES THE TOP TEN

Business broker Hilton Smythe has welcomed the results of a new report that has found Newcastle is in the top ten most entrepreneurial towns in the UK, and the most entrepreneurial in the North East of England.

The Local Data Company (LDC) recently published research into the evolving landscape of the high street, and found that in 2017-18, Newcastle came eighth place in the net increase of independent retailers, seeing a growth of 20 independent shops in the city over the year.

The LDC surveyed more than

300,000 independent shops, and this gives a picture of how local businesses are performing in 1,300 towns and cities across Great Britain. Other places that appeared in the top ten most entrepreneurial towns included Tooting, Aberdeen, Liverpool, and Great Yarmouth.

Hilton Smythe, a Northern firm which helps small business owners to buy and sell their businesses, has found that independent Takeaways, Garages, Hair Salons, Pubs and Guest Houses have been particularly popular in the region.

Gareth Smyth, Group Managing

Director of Hilton Smythe Group said: "It is uplifting to see that Newcastle is doing so well in terms of the number of independent shops and businesses. It is incredibly positive, considering there is a lot of news about big chains, such as British Home Stores and House of Fraser, having to close their doors.

"Newcastle has shown a great deal of resilience in a time when the high street is getting a rough ride. The North East has a great entrepreneurial spirit, and I'm certain the city will continue to see growth in the future." ■



Photo Shutterstock: Millennium Bridge, Newcastle

A SELECTION OF BUSINESSES FOR SALE

A small selection of businesses for sale in the North East of England.



FOR SALE

FOR SALE: Quality Gourmet Takeaway & Delivery Business
Middlesbrough, North Yorkshire
Ref: 1306 A • £9,950



FOR SALE

FOR SALE: Popular Hair Salon
Consett, County Durham
Ref: 12494 A • £129,995 +SAV



FOR SALE

FOR SALE: Restaurant
Wylam, Northumberland
Ref: 12461 A • £625,000 +SAV



FOR SALE

FOR SALE: Substantial Garage
Middlesbrough, North Yorkshire
Ref: 14076 A • £679,995 +SAV



FOR SALE

FOR SALE: Pub
Ashington, Northumberland
Ref: 2989 A • £619,995 +SAV



FOR SALE

FOR SALE: Off Licence
Middlesbrough, North Yorkshire
Ref: 12330 A • £50,000 +SAV

Interested in buying a business or want to arrange a viewing then call one of our Sales Negotiators on 01204 556 303.

SOUTHPORT HARDWARE STORE UNDER NEW OWNERSHIP

Dyson Wholesale Company has been the go-to shop for plumbing accessories in Southport since it was founded in 1986.

Story: Recognition PR



Second from the left, Lea Moffett, far right, Paul Williams, Hilton Smythe Finance

A takeover is in the pipeline for Dyson Wholesale Company, a fixture on Brighton Road, Southport, for more than 30 years.

Founded in 1986, Dyson Wholesale Company has been the go-to shop for plumbing accessories, boiler systems and hardware needs in Southport since it was founded. The business had a 5-star Google rating and a loyal customer base. Now, husband and wife team, Sean and Lea Moffett have taken over the reins and they're determined to continue to build on the Dyson Wholesale Company legacy.

Trading as Sean James Heating and Plumbing Ltd., Sean and Lea are aiming to expand the range of products available, and open up the store to consumer and business customers. They are also seeking to deliver a more streamlined service to patrons, promoting a telephone ordering system, which reduces wait times and improves efficiency.

Sean Moffett commented: "My wife and I are really excited to be operating our new venture and building on the reputation of our predecessor. Whether you're a plumber in need of specific fixtures, or a homeowner looking

for a new bathroom suite, we aim to accommodate your needs."

The business was purchased from Hilton Smythe Business Sales, and finance was arranged through Hilton Smythe Finance.

Sean continued: "The team at Hilton Smythe were helpful, communicative and Hilton Smythe Finance were very knowledgeable. The support from Paul Williams at Hilton Smythe Finance has been really valuable in developing our business plan and supporting the business in its early days of operation."

Paul Williams, said: "It's fantastic

to see Sean and Lea taking over this successful business and I'm sure their diverse offering will continue to deliver a high quality service for the people of Southport."

Sean and family plan to continue to serve the public and trade at the lowest prices and best service they can offer, including telephone orders and delivery. There is also professional help over the counter and their bathroom suites are excellent quality, it only takes a look at their catalogues to find competitive prices and products that can be ordered for next day delivery.

"We need to keep the high-street alive by supporting local businesses."

Businesses like Dyson Wholesale Company are part of our high street and should be supported and encouraged with the support of local trades and the public. Thanks for supporting local businesses. ■

Hilton Smythe Finance

Hilton Smythe Finance is an independent finance consultancy helping businesses to achieve their goals with minimum effort and fuss. With access to many lenders, they can source the best finance deals to meet all individual requirements and needs with tailor-made, independent and stress free solutions for businesses of all sizes.

Looking for commercial finance then get in touch for a friendly, no obligation chat and see how Hilton Smythe Finance can help you.

WHY MORE OF US ARE CHOOSING TO HOLIDAY IN THE UK

A recent study found that more than a third of British adults are opting for a staycation.

Story: Gareth Smyth, Group Managing Director, Hilton Smyth Group

The winter is drawing in, and as such, many of us are planning our 2019 holidays. Nothing warms the soul like starting your countdown to your time off. And while some of us will be hopping on a flight to France, Florida or Fuerteventura, more Brits than ever are choosing a holiday destination in the UK.

A recent study conducted by Barclays found that more than a third of British adults are opting for a staycation, rather than venturing abroad. This is great news for UK businesses and tourism, as it means people are spending their hard-earned cash at our restaurants, hotels and attractions.

In addition to this, more tourists from abroad are visiting our shores, with more than ever (in fact, 97% of a sample of

7,000) interested in coming for a holiday. In a time when there is a great deal of uncertainty in the economy, it is positive to see that international travellers will spend on average £3,443 while here.

Of course, the staycation has become more popular in the last few years due to the recession and austerity, meaning fewer people have been able to treat themselves to foreign adventures. However, the country's offering has also improved, with London's West End presenting some of the world's finest theatre, a booming restaurant and café industry stocked with home-grown treats, and the views in places like the Yorkshire Dales and Cornwall providing beautiful landscapes.

Of those surveyed by Barclays, →

Photo Shutterstock: Beautiful Rhossili Bay area of The Gower, South Wales



Eilean Donan Castle, Scotland



Brixham, Devon

many said they found a staycation to be excellent value for money, and more convenient in terms of being able to speak the language and not having to change currency. There is also a variety of options, with city breaks, rural retreats, relaxing spas and historic hideaways. This choice all within a relatively short distance, makes the UK even more attractive to holidaymakers.

It is also interesting to examine the trends of where the top destinations are, with London being the hot spot for international tourists, and scenic Cornwall and beautiful Scotland being the top choice for home-grown visitors. This means that many of our towns and

“Many of our towns and cities are benefiting from the additional revenue that tourism provides.”

cities are benefiting from the additional revenue that tourism provides.

As someone who works with small businesses, particularly those in hospitality and the high street, I have noticed that owners have needed to move with the times, even in the quaintest of locations. For example, a

large number of international visitors prioritised proximity to public transport and high-speed internet when choosing their destination. And anyone who has a child will know that life without wi-fi is almost unbearable! Hotel and B&B owners should be aware that, even though it may be tempting not to provide this service, or to charge extra for it, this might just cause potential customers to go elsewhere.

So, for everyone planning their jollies, it is worth looking at what is happening on our own doorstep. You may find a hidden treasure while also supporting our UK businesses. Happy holidays! ■



Dawlish, Devon

A SELECTION OF BUSINESSES FOR SALE

A small selection of our B&B's, Hotels and Guest Houses for sale.

FOR SALE



FOR SALE: Stunning Guest House with an excellent reputation
Pontefract, West Yorkshire
Ref: 13583 F • £650,000 +SAV

FOR SALE



FOR SALE: 20 Bedroom Hotel
Ilfracombe, Devon
Ref: 13954 I • £949,999 +SAV

FOR SALE



FOR SALE: Hotel & Restaurant
Colwyn Bay, Clwyd
Ref: B04843 • £755,000 +SAV

FOR SALE



FOR SALE: Guest House
Blackpool, Lancashire
Ref: 14068 H • £199,995 +SAV

FOR SALE



FOR SALE: Hotel & Public House
Dumfries and Galloway
Ref: 2457 A • £229,995 +SAV

FOR SALE



FOR SALE: Guest House
Scarborough, North Yorkshire
Ref: 2940 A • £819,995 +SAV

Interested in buying a business or want to arrange a viewing then call one of our Sales Negotiators on 01204 556 303.

DOES RAILWAY ARCH PRIVATISATION POSE A THREAT TO INDEPENDENT BUSINESSES?

These once unwanted and dark spaces have been populated by an amazing range of fledgling entrepreneurs, drawn by affordable rents and prime town and city centre locations.

Story: Gareth Smyth, Group Managing Director, Hilton Smythe Group

They have even passed into the nation's psyche via our small screens. The railway arches in Coronation Street provided a home for Nick's Bistro and Kevin Webster's garage – before it burnt down. And, in EastEnders, there are always plenty of thrilling story lines at 'arch-villain' Phil Mitchell's car repair business.

However, in the real world a new dramatic storyline has emerged which threatens the livelihoods of thousands of independent businesses operating from commercial railway arches.

It follows an announcement by Network Rail that it plans to sell off its commercial property business across

"Network Rail is selling off its commercial property business across England and Wales."

England and Wales as part of a billion pound asset sale which will see current leases transferred to the new buyer.

Now a vast army of small businesses – from garages to hairdressers, gyms to cafés – face a very uncertain future. They fear that ordinary local businesses will simply be priced out of existence.

More than 4,000 commercial railway arches will be sold off by the end of this

year as a package and already several global investment firms are expected to join the bidding.

Tenants have already had to bear the cost of unprecedented rent increases over the past year, some as high as 500 per cent, and a numbers have already fallen by the wayside.

Some suspect this rent review was carried out to ensure that the sell-off look more attractive to investors. Those who remain fear the impending privatisation only signals the start of further rent increases.

In reality, only high-mark up operations such as bars and clubs may be able to absorb the generally unaffordable increases.

My firm, Hilton Smythe, facilitates

the sale of small and medium sized businesses, and I believe action must be taken to protect these commercial units which provide valuable spaces for innovative entrepreneurs.

Furthermore, they add a vitality and vibrancy to town and city centres up and down the country at a time when independent businesses are seen as one answer to the current retail downturn.

Of the 4,455 arch spaces let out by Network Rail, fewer than 30 are operated by national chains, which emphasises just how important they remain for the independent sector.

The publicly owned body was ordered by the Government in 2015 to raise money from its assets and has argued that the money will be reinvested in the rail network.

But this short-term gain is at the expense of thriving small businesses and could further add to the woes of our town and city centres.

The asset stripping exercise fails to recognise that the railway arches could well be left deserted by unrealistic rental expectations. This would represent a real loss to communities and a blow to passion-driven small businesses.

Surely Government policy should support small businesses rather than benefit the coffers of large global investment firms.

However, the businesses involved have already banded together into a national group called Guardians of the Arches, and have written to Transport Secretary Chris Grayling urging him to stop the privatisation.

Many long-term tenants have carried out work at their own expense to improve the previously unwelcoming arches and now face being forced out. For them the situation is doubly distressing.

Let's hope that the Government and tax payer-funded Network Rail see sense and preserve our commercial railway arches and allow the businesses using them not only to survive, but prosper.

They are a vital part of this country's rich retail mix and not an opportunity to make a quick financial gain. ■



Photo Shutterstock: Railway arches in Hoxton, East London

AWARD WINNING SALES MANAGER JOINS THE TEAM

Hilton Smythe is expanding its leadership team by appointing Belinda Daniels to support Hilton Smythe's Sales Team.

Story: Recognition PR.

Although new to the business sector, Belinda has been in retail all her working life, most recently managing different brands in a prestigious department store within the Trafford Centre, Manchester. While there, she was part of the management team for a Bespoke Fragrance Brand, achieved several sales target incentives, won team of the year twice and a national Think Customer Award.

"Belinda brings with her a wealth of experience from the sales sector."

Belinda Daniels, Sales Manager at Hilton Smythe, said: "I love the sales environment, but anyone who has worked in retail will know it can be quite taxing on your work/life balance. It can mean a lot of late nights, working Christmas, and a lot of travel, and I felt

that I was ready for a new challenge.

"I'm a keen gardener and cook, so having some good quality time at home with my husband is really important to me."

Gareth Smyth, Group Managing Director at Hilton Smythe Group, said: "We're delighted to welcome Belinda to the company. She brings with her a wealth of experience in the sales sector, and I know she has a lot to give to the role.

"It's fantastic to have someone on board who has been nationally recognised for their skills, and I am certain she'll continue to give an award-winning performance."

Belinda will be managing and supporting Hilton Smythe's Sales Team which includes their team of dedicated Sales Negotiators, a Viewings Team, who are on hand to speak to potential buyers until 7pm most nights, and a dedicated Sales Progression Team, whose job it is to see the sale of our businesses through to completion as quickly as possible for our clients. ■

If you're interested in making your dream business a reality, give us a call on 01204 556 300 and let's start your journey together.

NORTH WEST OF ENGLAND



A small selection of businesses for sale in the North West of England.



FOR SALE

FOR SALE: Well Presented Barbers
Rossendale, Lancashire
Ref: B04498 • £19,950 +SAV



FOR SALE

FOR SALE: Dessert Business
Greater Manchester
Ref: B04770 • £4,995 +SAV



FOR SALE

FOR SALE: Well Established Café
Liverpool, Merseyside
Ref: 14830 A • £139,995 +SAV



FOR SALE

FOR SALE: Hair & Beauty Salon
Greater Manchester
Ref: 12672 H • £59,995 +SAV



FOR SALE

FOR SALE: Café and Deli
Greater Manchester
Ref: 14092 D • £34,995 +SAV



FOR SALE

FOR SALE: Pub & Hotel
Burnley, Lancashire
Ref: 14033 D • £79,995 +SAV



YORKSHIRE & HUMBERSIDE



A small selection of businesses for sale in Yorkshire & Humberside.



FOR SALE

FOR SALE: Fish & Chip Shop
Doncaster, South Yorkshire
Ref: B04334 • £54,995 +SAV



FOR SALE

FOR SALE: Café
Scunthorpe, South Humberside
Ref: B04824 • £39,950 +SAV



FOR SALE

FOR SALE: Italian Restaurant
York, North Yorkshire
Ref: 14040 A • £99,999 +SAV



FOR SALE

FOR SALE: Florist
Driffield, North Humberside
Ref: B04187 • £35,000



FOR SALE

FOR SALE: Fishing Tackle shop
York, North Yorkshire
Ref: 14304 A • £59,995 +SAV



FOR SALE

FOR SALE: Convenience Store
Scunthorpe, South Humberside
Ref: B04501 • £75,000 +SAV



THE EAST, SOUTH EAST & LONDON

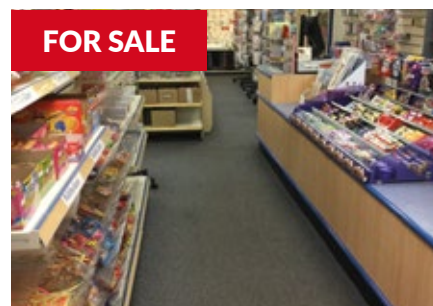
A small selection of businesses for sale in the South East of England.



FOR SALE: Charming Pub/Restaurant/B&B full of character
Edenbridge, Kent
Ref: B04796 • £1,250,000 +SAV



FOR SALE: Fast Food Restaurant
Ilford, Essex
Ref: B04623 • £169,999 +SAV



FOR SALE: Gift Shop
Watton, Norfolk
Ref: B04757 • £40,000 +SAV



FOR SALE: Garage/MOT Station
Chichester, West Sussex
Ref: 13373 I • £199,999 +SAV



FOR SALE: Tanning Salon
Bromley, London
Ref: B04671 • £95,000 +SAV



FOR SALE: Models & Toys Store
Stowmarket, Suffolk
Ref: 13881 J • £24,995 +SAV

WALES & THE MIDLANDS

A small selection of businesses for sale in Wales & The Midlands.



FOR SALE: Beautiful Grade II listed Guest House with stunning views
Llandudno, Conwy
Ref: 3118 I • £350,000 +SAV



FOR SALE: Fish and Chip Shop
Welshpool, Powys
Ref: B04510 • £68,999 +SAV



FOR SALE: 17th Century Hotel
Tamworth, Staffordshire
Ref: 14556 I • £1,250,000 +SAV



FOR SALE: High Street Café
Clydach, Swansea
Ref: 14305 H • £49,950 +SAV



FOR SALE: Salon
Birmingham, West Midlands
Ref: B04654 • £14,995 +SAV



FOR SALE: Bakery
Swansea, West Glamorgan
Ref: B04880 • £174,995 +SAV

SCOTLAND & THE NORTH EAST



A small selection of businesses for sale in Scotland & the North East of England.

FOR SALE



FOR SALE: Well Established Family Run Newsagents
Falkirk, Stirlingshire
Ref: B04212 • £70,000

FOR SALE



FOR SALE: Bakery
Cupar, Fife
Ref: 13635 A • £99,950 +SAV

FOR SALE



FOR SALE: Café
County Durham
Ref: 12531 A • £395,000 +SAV

FOR SALE



FOR SALE: Hair Salon
Perth and Kinross
Ref: 14243 A • £9,995 +SAV

FOR SALE



FOR SALE: Guest House
Perth and Kinross
Ref: 14347 A • £569,995 +SAV

FOR SALE



FOR SALE: Fish & Chip Shop
Clackmannanshire
Ref: 13352 A • £369,995 +SAV

SOUTH WEST ENGLAND



A small selection of businesses for sale in the South West of England.

FOR SALE



FOR SALE: Bridal Shop
Barnstaple, Devon
Ref: 14355 I • £14,999 +SAV

FOR SALE



FOR SALE: Restaurant
Tiverton, Devon
Ref: B04237 • £56,995

FOR SALE



FOR SALE: Water Services
Barnstaple, Devon
Ref: B04721 • £192,000 +SAV

FOR SALE



FOR SALE: Convenience Store
Exeter, Devon
Ref: 13632 I • £94,950 +SAV

FOR SALE



FOR SALE: Pet Shop
Chudleigh, Devon
Ref: B04699 • £289,995 +SAV

FOR SALE



FOR SALE: Vehicle Accessories
Taunton, Somerset
Ref: 12715 I • £9,999 +SAV

IT'S NOT ALL DOOM AND GLOOM ON THE HIGH STREET

It's difficult to make it to the end of a news segment, or to finish reading the morning's papers these days, without seeing reports of high street firms hitting troubled waters and closing premises left, right and centre!

Story: Gareth Smyth, Group Managing Director, Hilton Smyth Group

away any time soon, but it doesn't have to spell the end for our town centres. There may be lots of choice on offer online but businesses providing services: hairdressers, barbers, teashops, cafés, restaurants, takeaways, bars – it's not possible to buy any of the facilities offered in these establishments electronically. They all require a physical presence, often in a central location.

Fresh food providers – greengrocers, bakers, butchers, fishmongers, they're also safe from the online onslaught – people will always want to see, smell and try their fresh produce in person – fresh bread wouldn't be so fresh after it's been in transit through post offices, parcel depots and sorting rooms. And although we've seen an explosion of online fashion retailers in the recent past, there's still no alternative to trying on those shoes before you buy, or feeling the fabric of that sweater that looks good, but may not be the perfect fit.

So, yes, the high streets of Britain have taken a hammering in the last few years, but it's certainly not the end of the road. There's plenty of scope for successful operation in a multiplicity of disciplines – it's all about finding your niche and providing a product that people want, and choose. ■

The vitality of the local high street started to fade when the much-loved Woolworths stores were closed in 2008/9. Since then, a whole fleet of well-known national chains have followed suit: British Home Stores, Maplin, La Senza, Toys R Us, to name but a few.

It's no secret that the main cause of our shopping woes has been the rapid rise of internet shopping. More and more, people are opting to save on parking costs and shoe leather, to do their shopping online. What started out as a bit of a gruelling dial-up exercise, wrought with loading delays and time-

"Ever heard of anyone ordering a new haircut on ebay?"

outs, is now quick, easy, efficient, and even sometimes comes with two-hour delivery! For many of us, it's a no-brainer.

But, have you ever heard of anyone ordering a new haircut on ebay? Going for a pint at Amazon, or afternoon tea at ASOS? Internet shopping isn't going

HOW TO MAKE YOUR BUSINESS MORE SUSTAINABLE

Being sustainable is a huge trend at the minute, and being on trend is vital to remaining competitive in your market.

Story: Ella Beaumont

What is business sustainability? Business sustainability describes how business owners manage environmental, social and financial factors to make sure that their business is ethical and environmentally friendly.

It can be a challenge to make a business environmentally friendly on a budget. However, we have a few ways which may help you to improve the sustainability of your business.

But, how can you do it?



GOING PAPERLESS

We know, you've heard it all before from the banks. Go paperless, get your statements online. But they've got a point! By going paperless and keeping your records, stock takes, rotas etc. online, you're saving a lot of paper and a lot of trees. On top of that, working with a computer is so much quicker than with paper. You can pull up any file you need within seconds, and who doesn't like to save time?



RECYCLE

We get it, sometimes you just have to print things off. But what you might not know is around 50% of a businesses' waste is paper waste. That is a lot of trees! Try and save on this by recycling your paper. If it's confidential waste, shred it and then recycle. If you're a bar, why not swap your plastic straws for paper ones and then recycle them. Trust us on this, your environment-savvy customers will love it!



SAVE ENERGY

Reducing the amount of energy you use as a business will not only reduce your carbon footprint, but will save you money too. Simple things like turning off your lights at night, turning off coffee machines when they're not in use, shutting down computers instead of putting them on standby. These might seem trivial, but they'll save you money in the long run, whilst also saving the planet. What's not to love?



PACKAGING

We've got one word for you – PLASTIC. It's David Attenborough's enemy, and it's ruining our planet. The amount of plastic we waste per year in the UK is around 5 million tonnes. With plastic taking up to 500 years to decompose, this is a bit of a problem. It's easy to say you can't change this figure on your own, but as a business you can make a huge difference. Think of it this way – if you change your plastic sandwich wrappers for paper bags, and

you sell 30 sandwiches a day, that's 30 less plastic bags floating in the sea. That's just one day. Think of the number you can save in a year. Doesn't seem so trivial now does it? Swap plastic disposable forks for wooden ones, plastic bags for paper, give a discount for customers bringing reusable coffee cups instead of using the ones you provide. As Tesco say, every little helps. ■



Weather forecast for a "typical summer's day" in 2020.



HOW TO PREPARE TO SELL YOUR BUSINESS

Offloading a business can feel a lot like selling a house, if the business isn't in good shape, you can't expect potential buyers to be too impressed.

You might have reached a point where selling your business seems like the best step forward – whether you want to make a healthy financial return or simply transition into a new phase of your life. However, a successful sale can depend on a lot of preparation well in advance.

GET THE TIMING RIGHT

There are various reasons why you might be mulling over selling the company. The firm could be accumulating debt at a disconcertingly rapid pace – and, even if it isn't, the business could soon fall on financially hard times if your passion for the work has started faltering.

Whatever the reason, if you have made your decision recently, don't rush bringing the business to market; otherwise, you could hamper your efforts to sell it successfully.

HAVE YOUR BUSINESS EXPERTLY VALUED

You should resist attempting to value the business yourself. Even if you are experienced in valuing other people's companies, you won't be able to look at your own sufficiently objectively.

For this reason, you should hand the responsibility over to an external expert – and we can provide one. You can get in touch with us at Hilton Smythe to arrange a meet-up with a valuer. They can provide the valuation at no charge to you, a particular plus point if your firm is financially struggling.

FRESHEN AND TIDY UP YOUR BOOKS AND RECORDS

How much income is your company making? How have its revenues and costs grown or fluctuated during the previous 3 to 5 years? Expect interested parties to ask such questions – and you need to provide the clearest possible answers.

Therefore, before you start inviting people to consider buying your business,

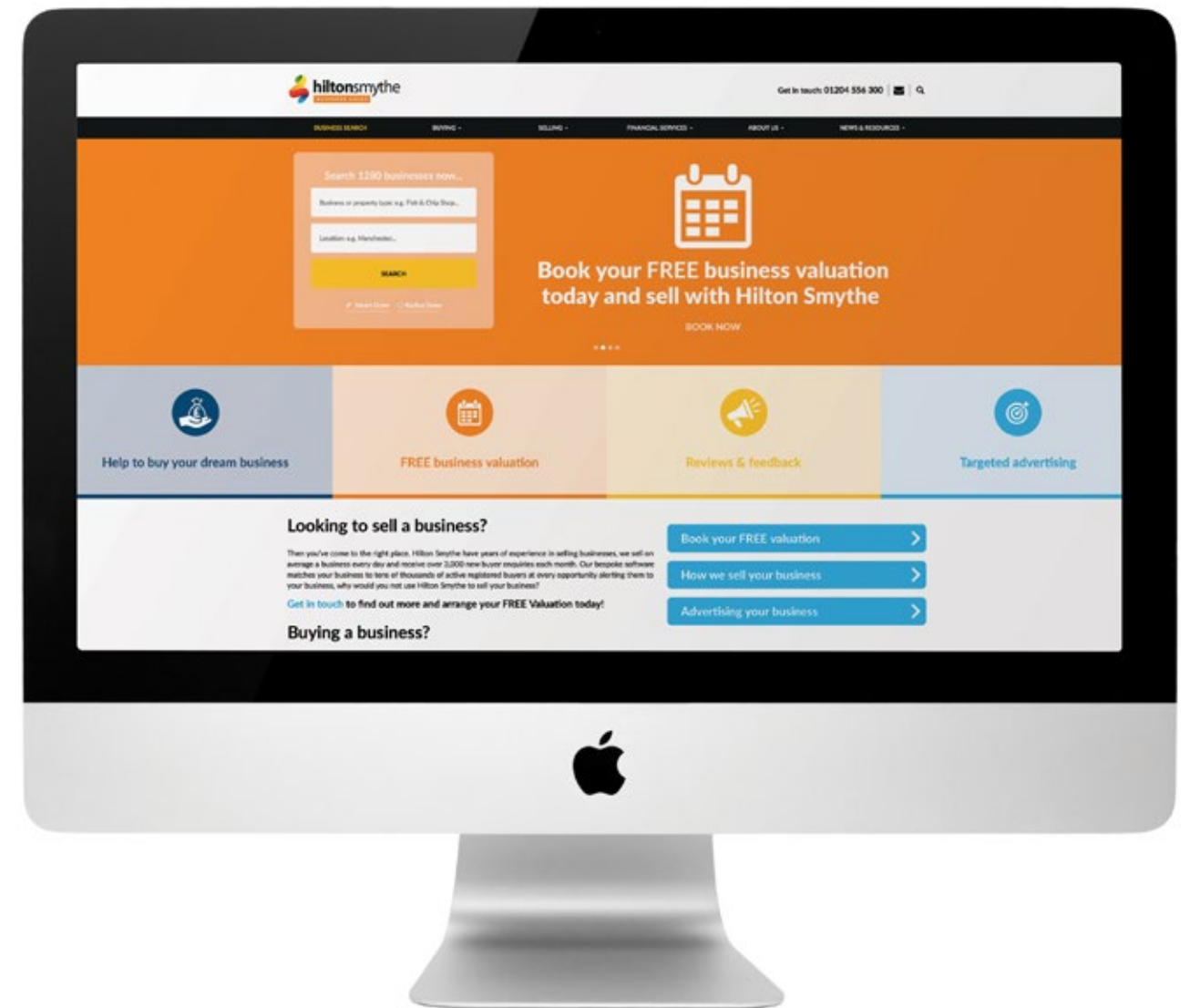
check that you have easy access to books and records that are both tidy and up-to-date.

If some clients' contracts are about to expire, it would also be a good idea to have those contracts extended to ensure that potential buyers can be confident about what they will be getting.

GIVE YOUR PREMISES A SPRING CLEAN

As your business valuation won't reflect the cleanliness and tidiness of the premises, you must be careful not to underestimate the worth of a well presented business, otherwise, would-be buyers could be repelled by an adverse factor that you could easily have avoided.

This sheds light on why repainting peeling walls and replacing carpets or worn-looking equipment could literally pay off in the long run. You can then feel more confident as you task our Sales Negotiator and support team with managing the sale of your business. ■



Thinking of selling your business?

Find out TODAY what your business could be worth by booking your FREE Business Valuation and find out how Hilton Smythe can help you sell.

www.hiltonsmythe.com/book-your-free-valuation/



Graham Hutchinson, owner of Merc-Spec

"I decided to sell the business with Hilton Smythe because when I spoke to them, I really felt like they understood how much of my life I've put into my business, and how important it is to find the right buyer for it. I've built up a great reputation over the past 30 years, and I don't want someone to buy the business and turn the site into something else. I want it to carry on growing and being successful."

"I've been in the motor trade since I was 16, so I think I've earned a restful retirement. I won't be sitting on the sofa though. I'm hoping to do some travelling, then maybe invest in some property. I still have lots of things I want to do in other fields."



FOR SALE: Merc-Spec, Middlesbrough, North Yorkshire
Ref: 14076 A • £679,995 +SAV