

## The bottom line



Nik Askaroff, chief executive of EMC Management Consultants, based in Eastbourne.

## Always think before you start selling

**I**HAD a phone call last week from a business owner who had received an offer for part of his business. He had spoken to his lawyer and his accountants and basically accepted the offer.

Now he just wanted the deal done but realised that a few things needed putting in order.

Not least, that he was not going to benefit from taper relief and ten per cent Capital Gains Tax if his company sold the assets rather than him selling his qualifying shares.

So, he now needed to go back to the buyer and re-negotiate the deal.

Not a good start!

Well, it turned out not even to be a start.

The approach had come through in March and it had taken six months to get this far and he had still got it wrong.

He was now shouting for help but still wanted the deal sorted out in a very short period of time.

**B**USINESS owners often tend to think in terms of days and weeks when selling up when it should be weeks and months and, if you want to properly plan your exit, even years.

Rushing to find a buyer is foolhardy and deals done at the bar normally fail.

You need to carefully analyse your business and where it would add value to a third party and research the marketplace to see to whom you would add real synergistic or 'marriage' value.

Also make sure that you have your own house in order, particularly your tax structure and those matters that due diligence will focus on.

Trying to sell when you have an Inland Revenue investigation outstanding will certainly not maximise your value.

So as soon as you start thinking of an exit, start planning for it.

It may be months or years away but at least if you are lucky enough to receive that unsolicited approach, you will be ready for it, be able to react quickly and not find any stumbling blocks.

## events

# Take some Pride in seasonal carnivals

PICTURE: SUSANNAH BINNEY



SB050806A-65

**OPEN TOPICS:** Businesses are invited to a forum on the gay festival

ORGANISERS of gay festival Pride are inviting business owners to an "open forum" to discuss next year's winter and summer carnivals.

Pride in Brighton and Hove bosses admitted they did not "get everything right all the time" but said they were committed to improving the festivals and needed support to do that.

The forum will take place Joogleberry Playhouse, Manchester Street, on Tuesday, November 14, from 4pm.

Contact the Pride office on **01273 775939** or office@brightonpride.org if you are interested in attending.

**A SEMINAR explaining how to invest money in residential property is being held at Brighton racecourse next**

**week. Accountants Spofforths are hosting the event which takes place on Thursday, November 2, from 4.30pm onwards.**

For further details, contact Lisa John on **01903 234943** or email [lisajohn@spofforths.co.uk](mailto:lisajohn@spofforths.co.uk)

HAVE you ever wondered what makes one businesses successful while another flops?

A two-day seminar taking place in Crawley promises to reveal some of the techniques employed by some of the world's most successful entrepreneurs.

The event is being run by business development company Startup Co.

Chief Executive John De Groot said: "The seminar will not only reveal the secrets we've discovered by working with businesses over those years but will bring directly and exclusively to you the details of how entrepreneurs from all over the world have created success in their businesses through the application of simple techniques and tools that are not traditional."

The event takes place at the Arora International Hotel in Crawley on November 24 and 25th.

Special rates for overnight accommodation at the Arora International Hotel apply.

To book, register on [www.businesswarrior.co.uk](http://www.businesswarrior.co.uk) or call **0845 230 1054**.

Tickets are £290 or £435 for two.

**The Hove Business Association (HBA) is holding one of its monthly "drop-in" meetings tomorrow.**

**The event is taking place at Hove Place, in First Avenue, from 6pm.**

**For more information about HBA, contact secretary Alan Gibson on 01273 775005 or Maddy Carr on 01273 735442.**

**If you would like your event included on this page, contact James Lancaster at Argus House, Crowhurst Road, Hollingbury BN1 8AR or email [james.lancaster@theargus.co.uk](mailto:james.lancaster@theargus.co.uk)**

## Helping hands

Each month The Argus Business publishes a list of employers who are doing the most to help disadvantaged people in Brighton and Hove into gainful employment. The table is compiled by the Operational Employer Engagement Group - part of the Business Community Partnership. To become involved, contact Claire Mitchell on **01273 774796**.

Business	No in placements	No in employment
Amex	1	0
The Colson	1	0
The Cavalaire	2	0
Ecostore	1	0
The Royal Albion	1	0
Boots	0	1
Brighton & Hove City Council	4	0
Rewards	0	1
Asda Hollingbury	0	1
Dogs Trust	1	0

## appointments

**BUSINESS** support organisation Sussex Enterprise has appointed Peter Sanders as membership representative to work with firms in East Sussex.

His role is to help businesses get the most out of their membership of the Chamber of Commerce through money-saving schemes and networking events.

Peter, who has worked in marketing for Yellow Pages and Friday Ad group, will cover Hastings, Rother, Uckfield, Lewes and the surrounding areas.

He said: "The Sussex Enterprise membership package is evolving all the time as new services and benefits are developed, so I'll be keeping my members informed about

all the latest news. Having regular contact with the members in my area means I can deal with business needs as they arise.

"If a business has a query, I can point them in the right direction."

Peter Sanders can be contacted on **07714 725804** or by email at [peter.sanders@sussexenterprise.co.uk](mailto:peter.sanders@sussexenterprise.co.uk)



**ADVICE:** Peter Sanders

## Isn't it about time you checked out Business?

Free in every Tuesday's edition of The Argus  
**01273 544786** [ross.fitzgerald@theargus.co.uk](mailto:ross.fitzgerald@theargus.co.uk)

