



**Times are tough for many businesses and tough decisions may sometimes need to be taken. But, before those decisions are made, its important to have the full facts.**

Pinders three-step business support service can help;



## Step 1 - What's the story?

To work out why a business isn't doing well, you also need to know what it should be achieving. Having appraised over 180,000 businesses, Pinders know the relevant yardsticks against which your business should be compared, helping to understand the particular reasons for any trading problems. Once the challenges are identified, potential solutions can be considered.

## Step 2 - Option appraisal

The forced sale of a business may be the ultimate necessity but there are often better alternatives, which serve to maximise the outcome for all concerned. Pinders can provide detailed appraisals of all options, assessing the costs and resultant value associated with each. As we're not interested in acting as agents for any sale, we can take an impartial and inventive view of what might be possible.



## Step 3 - Implementation

Whatever the option chosen, Pinders can assist with its implementation. This may involve help with a new business plan, advice and management of development proposals or the monitoring of ongoing performance. If a sale is the ultimate route, we can assist in the preparation of a comprehensive "sellers' pack", including an Energy Performance Certificate, Asbestos Management Plan, Fire Risk Assessment and independent business appraisal. We can also direct you to the most appropriate agents for the particular type of business.

Our aim is to provide the best impartial advice for operators, lenders and other professionals to determine the most appropriate and beneficial course of action. We do our job, which allows you to be better at doing yours.

For further information as to how we may help you, please contact Malcolm Kidby on 01908 350500, or via email to [malcolm.kidby@pinders.co.uk](mailto:malcolm.kidby@pinders.co.uk)