

# BUSINESS FUNDING UPDATE

Summer 2009

The regular newsletter of Business Funding Portal Ltd

Welcome to the summer '09 edition of the Business Funding Portal newsletter, keeping you abreast of real news in the world of business finance whilst you either look forward to, or adjust to returning from your summer holidays.

For the last 12 months, we have all been bombarded with seminars and articles entitled 'Managing in recession' or similar themes. Much of the content of this material remains valid and can really be encapsulated in the broader theme 'how to run your business properly'.

In this summer newsletter we are moving away from cost cutting measures on the assumption that there

can be few businesses which haven't conducted extensive cost reviews; instead we will be concentrating on getting the most out of the resources available to you as your business starts to grow again or, in business-speak 'sweating your assets'.

As one of our Partners commented 'There is money out there for most projects, but customers and advisors need to understand where it is and how to access it'.

As ever, I look forward to hearing from you by phone or email.

Robin Mathias  
07770 950 358

[robin@fundingportal.co.uk](mailto:robin@fundingportal.co.uk)

## Additional revenue streams from a Business Funding Portal Agency

We are actively looking for Agents and Associate Partners who can create significant revenues from marketing Business Funding Portal services.

Agents will be existing businesses in a B2B environment, who can market our services to their existing client base.

Associate Partners will be dedicated sales partners who want to develop and build a territory of their own. Financial experience is not important, as all of our services are delivered by sector specialists.

Please call Mark Jones on [07932 075 754](tel:07932075754) with enquiries

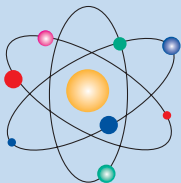
## ARE YOUR CUSTOMERS USING YOU AS A BANK?

Many people remain nervous of invoice finance or factoring; however for a growing business it remains the only funding solution that grows to match your turnover.

Our Debtor Finance Partner, Kevin Weaver puts it this way; 'For many years business has relied on bank overdraft as a quick and easy way to access cash, in many cases forgetting that the facility was charged against property. As reality returns, we are seeing an increasing number of enquiries, where we can match a facility to the growth and specific needs of a business'.

In response to the old adage that factoring is for businesses in trouble, Kevin adds 'a huge number of businesses use invoice finance, either visibly or invisibly – most of them aren't in trouble! Debtor finance can give breathing space to a struggling business; however, there is never a situation where it will cause a successful business to fail!'

To find out more about debtor finance, call us on [0845 602 7318](tel:08456027318)



Business Funding Portal Ltd

### Our Services

- Equipment Finance
- Debtor Finance
- Vehicle Sourcing and Leasing
- Commercial Mortgages
- VC / Turnaround Finance
- Health & Safety Services
- General Insurance
- Debt Collection/Recoveries
- Virtual Office
- Document Signing Service

# You've cut your insurance costs, but do you have the right cover?

Many businesses will have made phone calls and possibly gone on-line to find the best like for like insurance quotes but, in many cases they focus on cost-cutting rather than value and relevance.

As our General Insurance Partner points out, there are only so many times you can cut premiums on the same policy; long term sustainable value is achieved by a full policy review in direct relation to your business circumstances; indeed having the correct insurance cover in place can actually assist a business to grow and prosper.

If you wish to raise funds via a commercial mortgage then any lender will insist your building is adequately insured. With the private sector in decline, the stimulus for the

economy will come (we hope) from the recent Public Sector spending commitments announced by the Chancellor and companies need to have the correct level of insurance cover in place to ensure they are able to qualify to tender for Public Authority contracts.

In summary rather than looking for the cheapest option with business insurance, companies should seek the most appropriate cover for their needs. A correctly arranged insurance program can free business leaders to focus on their business, open new revenue opportunities and protect your most precious asset, your staff.

For an insurance review, call us on [0845 602 7318](tel:0845 602 7318)

## An expensive way to save money!

In many cases, cuts have been made to staffing costs, either by redundancy, reduced working or pay cuts; however the one area where cut-backs are not advisable is in Health and Safety. If an employee were injured or even killed whilst at work this could result in prosecution and a large fine or even imprisonment.

The higher penalties that can be imposed following the introduction of the Health and Safety Offences Act in January 2009 means there is an escalating need for ensuring health and safety rather than the reverse, to ensure compliance and avoid penalty.

The implications of the Corporate Manslaughter Act are not yet always well understood by employers, making health and safety awareness even more vital for business. Remember, a lack of money is not a reason – nor a defence – for not ensuring adequate health and safety in your workplace.

### Points to remember:

- Ensure you have an up to date Health and Safety Policy and Risk Assessments in place for all significant risks.
- Ensure these are communicated to your staff.
- Ensure staff are adequately trained.

For an introduction to our Health and Safety Partners, call us on [0845 602 7318](tel:0845 602 7318)

## AND WHAT ABOUT FIXED ASSETS?

Having disposed of any equipment you don't need, you might well be able to raise capital against plant and equipment that you are still using.

Our Equipment Finance Partners are looking at an increasing number of sale and leaseback transactions on durable equipment from cars and vans to machine tools, coaches, contractors plant – in fact, anything that holds a decent residual value!

Says Equipment Finance Partner Mark Jones 'Applications for capital raised range from business purchase to buying out a partner, from bank pressure to simply recapitalising the business. As long as the equipment values up, the application need not be an issue'.

In many cases, sale and leaseback can be the quickest and least intrusive way of raising business capital.

For more information, call Mark Jones on: [07932 075 754](tel:07932 075 754)

## In the pending tray

- Sales aid scheme for games machines.
- Public Liability insurance for a groundworks contractor.
- Trade finance for an equipment supplier to Local Authorities.
- Invoice finance for a broadcast hire company.
- Refinance of hire stock to facilitate an MBO.
- Refinance of a buy-to-let property portfolio.