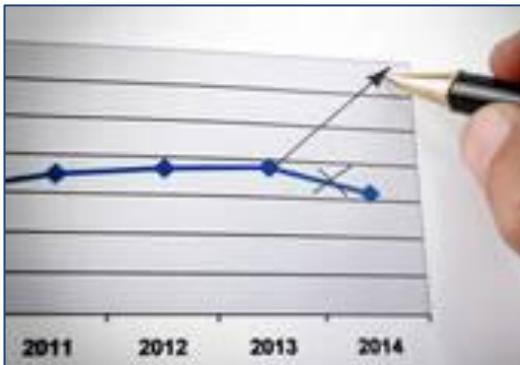


UK PLC IS OPEN FOR BUSINESS

So now's the time to plan for growth

Good news about the UK economy seems to be in abundance right now. The latest report on business confidence, carried out regularly by the Institute of Chartered Accountants in England and Wales, noted that confidence continues to grow and is now at its highest since Q2 2011, leading it to state that "business confidence is now well into positive territory".

The most encouraging signs are in the Small to Medium sector, with SMEs, rather than large private firms, driving this upward trend.



A recent survey by the CBI confirms that optimism in this sector is growing and many SMEs expect output and domestic orders to increase in the 3 months from January.

Whilst nobody is expecting a sudden return to boom times, there seems to be growing confidence that the economy is settling.

Since the end of last year, industrial output increased, the Construction sector saw growth for the first time since 2011, the Purchasing Managers Index rose in all sectors, house prices are rising again, albeit slowly, and there has been an increase in new car sales, indicating a welcome growth in consumer confidence.

What does all this mean for business owners?

Cash reserves remain high and M&A activity will increase. Less than 3 months ago, we learned that the Private Company Price Index (PCPI) had increased by 23.6% from Q3 2011 to Q3 2012.

That increase, combined with the latest positive indicators, is a timely reminder for SME's to review their business plans, particularly for those planning to exit within the next five years.

All recent business surveys highlight staff turnover and the availability of management skills as a challenge to business performance. It is also a challenge when selling your business, for it is a key consideration for an acquirer. This is just one of many areas that will be brought into sharp focus by improving conditions and the associated increase in competition.

If you would like to learn more about creating a Plan for Growth, we offer a free business consultation (by Skype, phone or face to face) which will highlight any areas of your business that can increase shareholder value, both in the short term and at exit.

Find out more by emailing plantogrow@evolutioncbs.co.uk

There's never been a better time to take the first step on the road to growth.