

# THE BUSINESS CENTRE SPECIALIST

January 2015 - Newsletter



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Specialist

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## NEW YEAR – NEW START

By now everyone will be back at work after the festive period and looking forward to what is in store for them in 2015.

2014 was an exceptional year. We saw a number of new centres opened by the larger groups and a number of new entrants into the marketplace. We also saw a lot of consolidation particularly from Regus.

The other main feature about 2014 was the discussion about and the growth of co-working.

Will these trends continue into 2015? It is difficult to predict with the uncertainty surrounding the May general election and the weakness of the Euro zone.

However, the UK is one of the best places in the world to set up a new business and the growth of new businesses seems to be going on unabated. If it does so, it will be another good year for the Business Centre industry.

One of the issues centres have had in the past few years has been raising finance for new centres.

There is now one financial organisation who is specifically funding the fitting out of new business centres by providing leasing finance.

The key features are –

- Monthly payments can be drawn down to coincide with a phased development of the business centre
- The amounts leased can cover all costs including furniture, fit out, design and project management
- No deposit is required which significantly helps manage cash flow
- Preserve borrowing power with bank
- Tax advantages – payments are 100% allowable against corporations tax

For information on this please visit my website [www.thebusinesscentrespecialist.co.uk/business-centre-finance.php](http://www.thebusinesscentrespecialist.co.uk/business-centre-finance.php)



## Contact me

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## GET READY FOR 2015

In 2014, I assisted a number of business centres improve their performance.

Whether you are planning to expand the number of centres you have, or want to improve occupancy, now is the time to look at all aspects of your business to make sure you are as efficient as possible. Many business centre operators simply want more enquires. But that is only part of the plan. You have to make sure that you are doing everything else correctly to make sure you convert the enquiries into lettings.

**Please take a look at my website**

**[www.thebusinesscentrespecialist.co.uk](http://www.thebusinesscentrespecialist.co.uk) to see how I can help you.**

## GENERATE MORE ENQUIRIES

One thing I can do is to introduce you to a source of enquiries which potentially can increase your sales by 5%. It is one which you may not yet have thought about.

## THINKING OF EXPANDING?

If you are thinking of expanding this year, please let me know of your requirements and I will keep a lookout for anything suitable.

## BEST WISHES FOR 2015

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*If you like and share my business Facebook page, I will feature your centre on Facebook.*

<https://www.facebook.com/thebusinesscentrespecialist>

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