

# From lifestyle business to market leader

*"There are many who could claim some level of expertise in top line or bottom line growth, but only a few understand the much more powerful concept of value creation. John Thompson is one of those; using his commercial vision and experience, he helped Factoring UK Ltd to recognise, secure and ultimately, crystallise its true value - transforming it from a successful business to respected market leader."*

**Stuart Wilkinson, former MD of Factoring UK Ltd**

## Executive Summary

John Thompson was approached by the founder of a finance brokerage business to assist with the development and implementation of his new ambitious growth plans. The company had been running very much on a lifestyle basis for the previous three years, with the owner fitting the business in around his hectic sporting commitments. John's assistance meant that:

- 2 years later, the business became the largest broker in the UK
- 3 years later, the founder had been able to treble his salary
- 4 years later, the business was sold to a trade buyer for a multi-million pound sum making the founder a significant return on his initial investment

## Challenges

The business had developed an effective niche in the marketplace, but did not have any meaningful strategic plans or financial forecasts in place on which to found its growth. The two directors were making a living on a month by month basis and, up until this stage, they had been happy to run the business on a lifestyle basis.

The founder then changed his focus, and took the decision that he wanted to develop a business asset that would not only pay him well over the coming years, but also create a significant capital gain when the company was sold.

## About John Thompson

John Thompson of Trans Capital Associates **has 25 year's experience of successfully growing businesses**, is MBA qualified and a Registered and Approved Growth Coach for GrowthAccelerator, part of the Business Growth Service, helping ambitious businesses achieve rapid and sustainable growth by providing tailored, expert advice.

### How We Helped

John took an active role, alongside the founder, in the creation of a sustainable growth strategy, whilst simultaneously developing financial forecasts and introducing monthly financial reporting. As the business grew, this reporting took on a broader focus with the introduction of the balanced scorecard, a highly effective business management dashboard.

This new structured and strategic focus meant that everyone in the growing team understood both the broader business ambitions and the vital part that they played in achieving those. This led to the development of a very healthy business culture, where everyone was pulling together in an effort to achieve the same end.

### Clear Results and Return on Investment

Just one year on from John's initial involvement, the business was experiencing significant growth; the team had grown from 3 to 7 people, and there was a fully developed strategy in place that everyone understood and was comfortable with.

Two years on and the business had become the largest broker in its field, in the UK, and the founder had been justifiably able to double his salary as a result of the growth in both turnover and profitability.

Three years after our initial work with the firm, we were successful in introducing legally-binding commission agreements that had the effect of creating a guaranteed income stream. These agreements had previously been on an ad hoc basis, with little chance of them being defended in court. The founder was able to treble his salary in this year.

Just four years on, the business was approached by a large trade buyer, in part attracted by the aforementioned guaranteed income stream, and after a period of negotiation was sold on an all-cash basis, making the founder a very significant return on his initial investment. In addition, the directors and staff were all retained on improved terms.

### Get in touch

Set up your free and confidential consultation with us today, giving you clear sight of the options for maximising your business opportunities and addressing key issues that may be holding you back. Visit us [here](#) or call us on **0845 689 8750**.