

DEBT MANAGEMENT TRAINING
ROSS ON WYE
REF: 9231 HR



ASKING PRICE:
BUSINESS ONLY: £150,000 offers considered

LOCATION

The business is currently run from home and is therefore fully re-locatable. Indeed it could be operated anywhere within the UK or even mainland Europe.

THE BUSINESS:

Advent Business Sales are delighted to offer to the market this niche business, which specialises in debt management training for mortgage-brokers, IFA's entrepreneurs and business-opportunity seekers.

The debt management sector is experiencing massive and unprecedented demand with local Citizens Advice Bureau looking for an additional 5000 volunteers to deal with the 7000 debt enquiries per day, personal bankruptcies expected to exceed 130,000 in the current year and with 26 million UK borrowers having over £8,500 of unsecured debt.

Our client advises how to achieve multi stream income with commissions from remortgages, secured loans, personal bankruptcies, corporate insolvencies, equity release schemes as well as debt management schemes.

The business, which is run from home, is only now being reluctantly offered for sale due to our client's ill health.

Our vendor advertises in the national press every other week and receives enquiries from prospective clients whose premises he then visits to carry out the training, which is normally completed within a day. This can be on a weekday or at a weekend.

Following the course, our client gives ongoing telephone support for 3 months to ensure each customer is fully conversant with all the requirements to become a successful introducer.

Our client completes 2 courses per week during the week and 1 course every other weekend. This results in annual sales of circa £250,000 and excellent net profits due to minimal overheads.

The business employs 1 full time member of staff to answer the telephones and to make course bookings.

Our client is quite prepared to assist during a hand over period to ensure a smooth transition to a new owner should it be required.

The business is priced for a quick sale due to the vendors declining.

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TRADING HOURS:

Approx 2.5 days per week on average

EXPANSION POTENTIAL:

Our client clearly has an extremely successful business but it still offers excellent scope to increase both turnover and profits by:

1. Complete more courses – there is plenty of demand
2. The business could quite easily be franchised
3. Employ more staff within the business who are able to do the training themselves and so increase the coverage
4. As the business is currently run from home, it is fully re-locatable anywhere in the UK or even Mainland Europe.

FINANCIAL INFORMATION:

We have been advised by the vendor of the following:

Weekly sales: £5,000

Gross Profit:

Accounts will be made available to interested parties after a viewing has taken place.

Please let us know if you require finance for the purchase of a business.

TENURE: Re-locatable

VIEWING:

Please DO NOT approach the business or its employees without a prior appointment. All appointments are to be made via our office.