



## Did anyone mention 'Rugby' 'World' and 'Cup'? Here's to a great 2011...

By now we're hoping most of you have dusted off the summer holiday cobwebs and are hurtling full steam ahead into 2011. After a much needed break over Christmas and new year, all our brokers are building up that ever important momentum with their respective businesses, and getting back into the flow of things.

Predictions for 2011? Now unfortunately I don't own a crystal ball at the moment, but personally I expect 2011 to start in much the same way as 2010 - invest early on in the year with a view to building up to an exciting level in the 2<sup>nd</sup> half of the year. And of course, we all know that this year is likely to explode with opportunities as a result of the imminent Rugby World Cup..

The opportunities will obviously be mostly in the Tourism, Hospitality and Retail sectors however there will be a flow on effect to the import/distribution/manufacturing/service businesses that supply to this sector.

That aside, it's pretty obvious to most that nothing radical is going to happen. The 'slow and steady' approach will continue to allow our country to shuffle its way out of the recession. Looking back over 2010, the hardest hit throughout all of this has been the retailers. Many have fallen by the way-side whilst others with a good niche product are surviving well. Those who have managed to come through with just a few cuts and grazes can now flourish in a market that offers weaker competition and plenty of room for growth.

Businesses in other categories are well and truly back on track with the majority of our latest listings improving month-on-month over the last 6 months; a perfect time for us to have them on the market. Businesses with a downward trend tend to send most of our buyers running for the hills, whilst those who have figures returning to normal are finding themselves perfectly poised to get a strong return for the years of hard work put in.

Buyers are realistic now, and understand that the recession affected 75% of businesses negatively in some way or another. But a good, solid business always has the potential to sell - we just need the opportunity to match it with an investor!

As always, we still have more buyers than sellers and of course this can't help but drive prices up. The banks are starting to release those purse strings, allowing small, medium and large businesses scope to really get off the ground. Over the last few months we've had some great businesses sold as a result of a more relaxed approach to lending.

If you're thinking of selling your business within the next 12 months, the smartest thing you can do is start building a good solid relationship with a broker. Brokers are definitely a huge asset when you find one with skill and a good work ethic. We pride ourselves on having top quality brokers here, so give me or Brett Barker a call and we'll point you in the right direction!

