

JOHN HAWKEY

John Hawkey is the managing director of Buckmaster Hawkey Limited. He is a qualified barrister and accountant and the author of an authoritative book for business owners on how to prepare a business for sale or succession.

John worked in insolvency, corporate rescue and dispute resolution for 10 years, before becoming a small business owner and private business adviser 20 years ago. He specialises in assisting small and medium sized businesses in four distinct areas namely: starting up, building value, exit planning and corporate rescue.

He has specific industry experience in retailing, manufacturing, recruitment, publishing, professional practices, financial services and the franchise industry, as well as a thorough understanding of the issues involved in insolvency, debt reconstruction and corporate recovery in small and medium sized enterprises (SMEs).

He has lectured widely to universities, colleges, business groups and trade associations on a wide range of business-related subjects.

CONTACT US

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Further information on our products and services for private businesses interested in Exit Strategy Planning can be found at:

www.exitstrategyplanning.com

BUCKMASTER HAWKEY



CORPORATE SERVICES:

- **STARTING UP**
- **MENTORING**
- **CORPORATE RESCUE**

STARTING UP

“When starting up a business, it is important to get your building blocks securely in place.”

Although most business owners would agree with this statement, surprisingly few follow the advice, or fully understand the implications of not following it!

The building blocks to concentrate on in start-ups include:

- Producing a business plan
- Securing adequate finance
- Entering into a shareholders’ or partners’ agreement
- Preparing a research brief and a marketing strategy
- Putting together sales and marketing tools, such as brochures, stationery and a web site
- Assembling a team of qualified and reliable staff

We can assist you with all these aspects of starting up your business, which will put you on the right path for sustainable and profitable business growth.

MENTORING

Having a secure foundation is important for many reasons, including taxation planning, shareholder relations, the capacity to secure funding and the ability to exit with the optimum outcomes.

Once you have put the right foundations in place, we can provide ongoing business support and expert assistance, without the disadvantages of having another director, partner or shareholder in your business. This assistance we call “mentoring”.

We can provide you with expert mentoring on all aspects of your business’s growth and profitability, either on an *ad hoc* basis, or on a longer-term contract basis, whichever best suits your needs.

Specific areas of mentoring assistance we provide include:

- Financial management
- Risk management
- Operational management
- Company/director legislation
- Marketing
- Business leadership

CORPORATE RESCUE

There are several reasons why you might need corporate rescue help. These include:

- Acute cash flow and debt problems within the business
- Disputes between shareholders that threaten to undermine the business’s stability and survival
- The insolvency of key partners, distributors or licensors, which threaten the business’s cash flow and continuity; or requires negotiations with Liquidators and/or Administrators
- The need for specialist advice on whether your business is solvent and the consequences of continuing to trade

We can assist in all these issues!

Contact us today for a no-obligation discussion.

For further information on our products and services visit:

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