



UKBATM

UK Business Advisors



A Fast Track Opportunity to develop your own
Successful Business Consultancy Practice



Welcome to

UKBA™
UK Business Advisors



The Opportunity

UK Business Advisors is a 100+ strong, growing, nationwide group of experienced Business Advisors looking for new colleagues in certain areas of the UK.

We are a non-profitable Organisation that invests all its income on the training and development of our members

We are keen to talk to you if you have extensive experience working at a high level within a business environment and possess qualifications in a suitable business discipline.

Applicants will have a solid record of commercial achievement as a senior manager, director or business advisor and are interested in using that experience to develop their own Consultancy Practice.

UKBA Recruitment offer a comprehensive induction and mentoring programme to help you develop a successful business as quickly as possible and ensure your skills are suitably employed predominantly in the SME sector helping MD's with their business challenges.





The Induction programme will cover:

- **UKBA structure – history, objectives, organisation.**
- **Setting up a Business – Limited or Sole Trader, VAT & PAYE issues, Accounting etc.**
- **Time & Business Management.**
- **Lead Generation plus National & Regional Marketing Programmes**
- **Referral Relationships – National & Regional.**
- **Local Regional Group – Who, culture, specific marketing activities, focus.**
- **Your Mentor – how to get the best out of them.**
- **Business Models – the different ways members run their Business**
- **Appointment making – how to, how not to, self generated, paid for, who can do it for me.**
- **Handling the Appointment – What to say, how to create a “need”, how to manage the meeting.**
- **How to build long term client relationships with your clients.**



We recognise that the support we provide will depend on your existing experience accordingly we offer three levels of support all designed to give maximum assistance in the difficult early months.

This may include a mentor who will work along with you for up to 36 hours out in the field and additionally ensure you build strong relationships with all your other colleagues in the regional groups and across

the UK. Our greatest strength is our UK wide 100+ network of highly successful and experienced members. Getting to know them and their skills will accelerate your path to success.

There is always a willing, helping hand available whatever the challenge and the comfort of an experienced colleague to advise a way forward.



Mentoring:

You would be introduced to your mentor following successful completion of the Induction Course who would organise additional ongoing support to include:

- **Initial Business preparation – web-site, printed stationery pack, VAT & PAYE implementation etc.**
- **Joint Appointment attendance.**
- **Introduction to existing Referral relationships – Banks, Finance Brokers, IP's and Accountants.**
- **Phone availability – available on the telephone or e-mail to discuss any business related issues.**
- **TimeManagement – advice on best use of time.**
- **+ any other practical help to build your practice as quickly as possible.**

We offer three levels of entry dependent on experience:

1 Accredited Business Advisor

Currently active as a Business Advisor with suitable Industry accreditation.

2 Business Advisor with No Accreditation:

Currently active & successful as a business advisor but with no formal qualification or accreditation in the Industry.

3 Experienced Business Exec without any Business Advice Experience

Currently an experienced, successful Business Manager operating at a high level with a suitable qualification but no experience in a Business advisory capacity.





Who we are:

UK Business Advisors is a fast growing national organisation of independent business advisors committed to becoming the recognised lead provider of business support to small and medium businesses (SME's). We invest all our income for the benefit of our members on marketing, training & personal development.

What we do:

We use our varied skills and experience to help improve the way SME's are managed ensuring they survive and thrive. This may be short term projects or long term relationships, many of our members become Directors or Non-exec Directors of the Companies they work with. We also have a team specialising in Business Turnaround for Companies struggling to survive.

Who for:

Pretty much any business with the need for improvement but generally any Company in the SME sector, Frankly there isn't any business that we can't improve.

Why should I be interested in joining?

If you're already an advisor you will gain from working with colleagues with different skills with whom you can share work. You will benefit from the national and regional marketing, additionally you can develop your own marketing strategy using the many tools available to our members. The knowledge that you have access to a team who cover every imaginable business skill to solve any problem your clients have. Somebody to talk too who understands and can help. If you aren't already an advisor we will help you get started and ensure you take advantage of the years of experience within the Group. We help with all stages of your set-up, take away all the un-knowns and fast track your development.



How much does it cost ?

An Accredited Business Advisor: £1,500 + VAT

Business Advisor but with no accreditation: £5,000 + VAT
or

New Entrant: with a valuable business skill but always worked in corporate environment and now want the freedom of working for yourself: £9,750 + VAT

What do I get for that?

As detailed above the difference in cost between the categories reflects the time and effort we put into developing our new members, because, from our own experience we know that a new entrant will require a lot more support and mentoring than an experienced advisor. However we believe that this ongoing support will give you the very best opportunity of building a successful practice in the shortest possible time.

Again as detailed above all candidates will receive a 1 or 2 day induction programme explaining how UKBA works, how to take full advantage of the national and regional marketing programmes, making and managing appointments, who is who and how we can best help you make a success. Those needing more support will also meet their Mentors who will then work with them locally, attending new appointments, introducing referral partners, advising strategy, generally helping build your client base. This support is available for either 12 hours for Intermediate members and 36 hours for those new to our Industry.

How do I apply?



Firstly send your current CV along with any appropriate case studies, testimonials and accreditation documentation to:
careers@ukba.co.uk

This will then be assessed by our Recruitment panel and should your skills and experience match the requirements of your local regional group you will be invited for interview with the Regional Group Chair.



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Tel: 0333 444 8522

Email: careers@ukba.co.uk

www.ukba.co.uk