

LAMBERTASHCROFT



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SERVICES INFO PACK

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Overview

Lambert Ashcroft is a team of business professionals who offer consultancy support to Start-Up businesses and SME's. Our support packages are tailored specifically around the needs of each business, dependent on suitability, time frames and financial budgets.

Our philosophy as consultants is to build a genuine long-term relationship you can rely upon through a combination of complementary professional services.

Benefits

Today's business requires forward thinking, flexibility and a greater appreciation of the wider marketplace. Analysing your business may seem a laborious task, however, this process is pivotal to highlight fundamental issues that may be presently untreated. This helps focus on the type of support you may need to make your business more efficient, competitive and successful. Lambert Ashcroft can provide you with detailed information that will allow you to make informed decisions that benefit your business in the short, medium and long term.

Process

Lambert Ashcroft offers a free initial consultation to obtain a snapshot of the business and compile a strategic report based on our findings, to assess all aspects of the operation and help formulate a plan of action. Our consultancy rates start from £350 per hour; bespoke packages are available for project related work, subject to agreed terms.

Our goal is to show business owners how to implement attainable targets using effective working practices, without diverting their attention away from the day to day running of their business. This helps create greater stability and allows more freedom to explore long-term strategy options, instil more intuitive awareness and a clearer insight of the bigger picture.



Core Services

Objective analysis - Every business idea, concept or project needs an objective and unbiased opinion to test the viability of a venture before time, money or resources are spent. Lambert Ashcroft provide an assessment to reduce risk and unnecessary financial exposure.

Development strategies - Most serious business people do not have the time or inclination to even take on board the idea of a new strategy or system, as they are immersed, blinkered and comfortable with their existing business process.

As a result, strategies are often based on reaction rather than a pre-emptive or proactive approach to implement new systems, applications or practices.

Lambert Ashcroft can assist by identifying loss centres and growth areas, that may positively impact the business, leaving owners focused on primary tasks to maintain sales and turnover.

Commercial finance - Lambert Ashcroft operate purely as business consultants; we may discuss, and offer an opinion on funding options to assist clients in finding the best solution. This helps obtain the highest percentage chance of gaining approval by a lender in securing the finance required without damaging credit ratings or creating unnecessary electronic footprints.

We have close relationships with finance providers with access to over 500 reputable lenders including high street banks. Many of these specialise in all areas of commercial finance that can be tailored around your business to meet your finance requirements.

Business structures – Failure to monitor and review your business structure objectively leaves your company exposed to changes in economic conditions. Lambert Ashcroft provides a wide range of practical strategies and solutions to maximise opportunities and profitability.

Project management - As a consultancy we can provide a team of experienced project managers to plan, cost and oversee any business project or venture, leaving you free to focus on the main elements of an existing operation.

Lambert Ashcroft have a broad spectrum of practical hands-on experience in a variety of business arenas, ranging from commercial finance, re-finance, venture capital, property acquisition, development and disposal.

We also have an in-depth knowledge of sales, telesales, digital marketing and have been engaged in several green initiatives, including renewable energy projects. In addition, we have specialist market experience within the leisure and healthcare industries, primarily nursing care homes, hotels, nightclubs, bars and casinos.

Branding & Marketing - Getting your product, or service, in front of a target audience is vital to establish a market presence. Digital media now encompasses all aspects of marketing and brand awareness, it therefore paramount to recognise the importance of this medium and the key role it plays as a communication tool in client and customer engagement. Lambert Ashcroft can sample, review and formulate a plan of action to help you improve your online profile.

Sales Performance Analysis - The analytics we provide highlight margins of individual stock lines or services being sold. This enables you to evaluate the true cost of generating a sale for a specific item or service and identify which are the most profitable.

Sales Support & Training – We offer a variety of training packages tailored to your business needs to help generate more sales revenue, reducing cost of sales, and increasing profit margins. We aim to achieve this by improving the overall performance of your sales team and establish greater control with training modules to improve productivity and consistency.



Specialist Services

Acquisitions & Sales - The acquisition or sale of a business or property is one of the most crucial times when an objective view needs to be maintained, and therefore it makes sense to have an independent assessment conducted before engaging in negotiations or any financial commitment. Lambert Ashcroft offers a number of discretionary services to assist with acquisitions or sales.

Business Plans & Financials - Lambert Ashcroft can produce business plans to outline and support your venture for banking and funding applications. Our professionally prepared plans are in a format recognised by lenders, financial institutions and project developers. They provide an in-depth explanation of the concept or idea to would-be investors or lenders to assess the viability, exposure and full potential of the proposed new venture. Business plans include a breakdown of development costs, cashflows, forecasts and projected income or completed project value.

Cashflow & Budgets - Financial clarity of a business is essential for an owner-operator to make informed decisions, and maintain a proactive approach. Without this information it is impossible to make key decisions regarding basic budgeting, stock purchases, staffing levels and recruitment or expansion. Lambert Ashcroft can assist you by formulating a financial picture of cashflow and budgets quickly to help realise your true position and stay on track.

Accounting & Bookkeeping - Filling accounts and making submissions to Companies House and HMRC are frequently viewed as an accountant's responsibility; however, the liability rests with the business owner, therefore it is vital that proper records are maintained. Lambert Ashcroft has direct access to a selection of highly qualified professionals; these include Accountants, Auditors and Bookkeepers.

HR & Recruitment - Having up-to-date, current HR policies and contracts are essential, not only to protect your business interests but also to attract the right candidates that can improve your business. Lambert Ashcroft works closely with vetted HR providers who have extensive experience and adopt a pragmatic approach, which allows us to offer flexible bespoke solutions tailored to your business needs.

UC Solutions - Rapid improvements in technology and changes in approach to working patterns, has seen a shift in recent years in the rise of remote users. Being able to manage their productivity is key; Lambert Ashcroft has a number of solutions that help to improve your business communication systems.



Commercial Finance

Which finance Solution?

Acquisition Funding - One of the most efficient methods to raise funds quickly to complete an acquisition or takeover. Ideal for those looking to acquire a business or intellectual property to increase their market share or further promote their business group and brand.

Bridging Finance - As the name suggests, bridging is a flexible short-term loan designed to quickly plug the gap as interim funding when purchasing large assets such as property or when additional cashflow is required. This type of finance offers a temporary solution to businesses or individuals for any purpose and is largely based on loan to value against assets.

Commercial Mortgages - This is a long-term loan for the purchase of land, commercial property or residential housing, where a freehold asset is being purchased as part of a business acquisition.

Development Funding - Used predominately for property related projects whereby the owner of the business needs to acquire sites for development, carry out conversion works on properties or refurbish existing residential or commercial units.

Property Investment Finance - As the focus on in recent years has centred on residential markets due to attractive yields. There are a multitude of options relating to property finance with the most common being Buy to Let mortgages (BTLs).

Asset Finance - Provides a solution for businesses to have the ability to purchase new assets without having to raise new capital. The primary benefits to your business are; you retain essential working capital, cashflow and a wider choice of manufacturer or supplier options.

Invoice Factoring & Discounting - Generally used by companies that provide services or manufacture goods where payment is not received at the point of sale. This finance solution enables advance payments on invoices quickly, increasing cash flow and working capital for the business.

Unsecured Loans - Typically, short-term loans that are not secured against assets, but based on serviceability and personal guarantees. A good option for Start-ups and SMEs, which have low or no assets of value, that require quick access to funds.

Property

We provide solutions for:

Property Acquisition - Every property business has different requirements and having a firm of consultants with practical experience and a sound working knowledge of the UK property market can be advantageous when buying, selling or developing.

We specialise in helping to source commercial and residential property for conversion, renovation and redevelopment. Lambert Ashcroft offer a full range of property acquisition and development packages which are bespoke and tailored to your specific requirements.

This flexible range of services enable you to choose exactly what and how much assistance you require, from negotiating a purchase to project managing an entire conversion or new development. Lambert Ashcroft also provide a complete range of property funding solutions from bridging to development finance and commercial mortgages.

Property Development - As part of our consultancy we offer a project analysis to establish quickly and effectively the timescales, viability and more importantly the Gross Development Value (GDV) and return on investment (ROI) and the profit of a development project.

As part of our consultancy we offer project analysis on renovation, conversion and development to quickly establish viability, timescales, and more importantly Gross Development Value (GDV). Our analysis includes, return on investment (ROI) and overall profit of a project and exit strategies to provide a complete picture that gives the developer key information to make informed decisions.



Commercial Property - Lambert Ashcroft has direct access to a network of commercial agents within London and the Home Counties for off-market high value estates, semi-commercial properties, student accommodation, hotels and strategic PDR sites. We can also negotiate acquisitions and disposal terms and provide a comprehensive range of commercial finance solutions to help you purchase, develop or convert commercial property.

Buy to Let Investment - If you are acquiring property purchases via finance you will require a buy-to-let (BTL) or commercial mortgage. Generally lenders will offer between 60-70% loan-to-values (LTV) with a minimum deposit of around 30% of the property value and lending will also be subject to the previous buy-to-let experience and track record of the applicant. By working with Lambert Ashcroft, you will have access to over 500 reputable lenders including high street banks that specialise in BTL mortgages and re-financing.

Lambert Ashcroft has a network of commercial agents that also deal with:

Mixed Use Commercial, Permitted Developments, Nursing & Care Homes, Retail Property and Land Purchase.

We also provide solutions for:

Lambert Ashcroft has access to property agents within London and the Home Counties for off-market high value estates, student accommodation, hotels, PDR sites and other commercial units. If appointed for 'property sourcing' under the terms of our engagement a finder's fee will be applied.





Summary

Lambert Ashcroft's aim, and principal objective is to improve business operations quickly and efficiently. We therefore only work with entities that are serious about achieving this goal. We reserve the right to decline or terminate any consultancy contract should we feel the person(s), behind the business are not suited to our services or recommendations.



Please visit our website
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