



Ernest Wilson

Part of **Eddisons**

YOUR GUIDE TO BUYING A BUSINESS

T: 0113 238 2900
ernest-wilson.co.uk

A HELPFUL GUIDE FOR YOU

ITS EASIER THAN YOU THINK!

More and more people are securing their future by buying a business, especially in today's challenging economic climate. You don't need prior experience - many of our clients are first-time buyers who have taken the leap from long-term employment to business ownership.

FREE ONE TO ONE CONSULTATIONS

At Ernest Wilson, we offer all prospective buyers a free, no-obligation consultation with an experienced business specialist. We'll guide you through every aspect of buying a business, including:

- Types of businesses available
- Understanding profit margins and financial accounts
- Securing finance
- Freehold vs. leasehold options
- Business pricing and valuation
- What to look for when viewing a business
- Training and support available
- Strategies for running a successful business

This tailored consultation ensures you can progress your purchase with confidence.

Appointments are available from 09:00 to 18:00, Monday to Friday.

Call us on 0113 238 2900 or email sales@ernest-wilson.co.uk to book your consultation today!

TESTIMONIAL: DAVID SCOTT

We have owned and run Bootle Stores and Post Office for 40 years. When we decided to retire a few years ago, we tried a couple of Business Transfer agents to sell our freehold business, but to no avail, that was until we were contacted by Ernest Wilson from Leeds. They gave us an honest appraisal of our business and within days, our village shop business was on the map, complete with a full coloured and informative brochure supported with guidance from Stuart and his knowledgeable and professional team. They managed to sell our business even during the Covid-19 pandemic. We paid when our business was sold - no monies upfront. I would certainly recommend Ernest Wilson.

David Scott - Former Director of Bootle Stores LTD, Cumbria.

FINANCING YOUR BUSINESS PURCHASE

Think you need substantial savings to buy a business? Think again.

Buying a business is no different to buying a house or a new car. Many buyers secure funding through banks, building societies, home equity, or business loans. However, commercial finance works differently from personal loans, as lenders assess both your financial position and the business itself. Banks have a strong appetite to lend to serious buyers of good businesses.

Let us connect you with the right lenders and finance experts to help you secure the best deal.

Talk to us today to explore your options!

WHAT KIND OF BUSINESS IS RIGHT FOR YOU?

Choosing the right business is crucial. It should fit your interests, lifestyle, and financial goals. Popular business types include:

- Retail: Convenience stores, newsagents, florists
- Services: Hair salons, pet grooming, estate agencies
- Hospitality: Cafés, restaurants, takeaway businesses
- Specialist businesses: Post offices, investment properties, garages

Businesses are available on a freehold or leasehold basis, depending on whether you want to own the premises outright or rent from a landlord.

Not sure where to start? We'll help you find the right fit.

INDUSTRY EXPERTISE & PARTNER NETWORK

We work closely with industry leaders like:

- Post Office Limited
- Federation of Independent Retailers
- National Federation of Fish Friers
- Federation of Small Businesses

We ensure you get the best industry insights and connections for a successful business purchase.



WANT A SECOND INCOME?

Owning a business doesn't always require drastic lifestyle changes, as many of our clients have found. Many of our clients buy businesses as a family, keeping a full-time job whilst their partner manages the day-to-day operations, using profits for holidays, cars, or home improvements while relying on the main salary for living expenses and savings.

Popular second income businesses include cafés, hair salons, play centres, and convenience stores—many affordable and fundable through savings or small loans. Running a business from home or living above a shop are also common, practical ways to earn extra income with minimal disruption.

Speak to our team to explore second income opportunities.

UNDERSTANDING BUSINESS TURNOVER & PROFIT

A business's weekly turnover is often advertised inclusive of VAT. However, high turnover doesn't always mean high profit. Gross profit is calculated as turnover minus the cost of goods/services sold, while net profit is the final profit after all expenses.

Here are some average profit margins for different industries:

Fish and Chips	50% - 60%	Hair Salons	75%	Restaurants	65%
Convenience Stores	18% - 22%	Florists	30% - 55%	Sandwich Bars	50% - 60%

When you find a business that you're interested in, we can provide full financial details, including profit and loss accounts, VAT returns, and sales records.

Contact us for tailored advice on business financials.

BUYING A LIMITED COMPANY

If you're purchasing a Limited Company, you'll typically buy its shares, including assets such as goodwill, fixtures, and intellectual property. Transactions are usually on a "Cash Free/Debt Free" basis, meaning all debts are cleared before completion.

We'll guide you through the process, ensuring a smooth and transparent purchase.

BUYING A POST OFFICE

A Post Office is one of the most respected and stable business opportunities in the UK, providing essential services to local communities.

The Post Office network is growing and evolving, with modernisation efforts increasing revenue and customer footfall. No prior experience is required—full training is provided, and we'll help you build a strong business plan to meet Post Office criteria.

Speak to our Sub Post Office specialists to learn more about available opportunities, or request our specialist Guide to Buying a Post Office .

TYPES OF BUSINESSES AVAILABLE

We have over 90 types of businesses for sale, including:

- Cafés & Restaurants
- Convenience Stores & Off-Licences
- Post Offices
- Hotels & Guest Houses
- Hair & Beauty Salons
- Investment Properties
- Engineering & MOT Garages
- Retail & Specialist Shops

Tell us what you're looking for, and we'll help you find it!

LEVI SOLICITORS

Buying a business requires expert legal guidance. Our trusted partner, Levi Solicitors, specialises in business transfers, ensuring a smooth and efficient process with fixed-fee pricing.

When buying a business, you can expect our team to conduct due diligence on the premises as well as providing a report on the title and raising other enquiries on the business, ensuring that you have the most insight and information possible.

Contact Jeffrey Myers on 0113 244 9931

email jmyers@levisolicitors.co.uk

or visit www.levisolicitors.co.uk



Leeds (Central) | Leeds North (Moortown) | Wakefield | London

THINKING OF BUYING A BUSINESS?

As one of the largest business transfer agencies in the UK, we offer:

- No fees for buyers
- Exclusive industry contacts
- The biggest selection of businesses for sale
- Strong relationships with banks & lenders
- Two-week tuition period on all businesses

Arrange a free consultation today!

THINKING OF SELLING?

We are actively looking for businesses to match our buyers' needs.

- No upfront fees
- Competitive commission rates
- Free professional valuation
- Discreet & professional service

Contact us for a free business valuation

WHY CHOOSE ERNEST WILSON?

Established in 1956, Ernest Wilson has grown into the leading business transfer agency in the North of England. Our modern offices in Leeds provide a prime location for buyers and sellers to connect.

- Visit us at Gelderd Road (A62), Leeds
- Email: sales@ernest-wilson.co.uk
- Call: 0113 238 2900
- Website: www.ernest-wilson.co.uk



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