

Visit [www.taxassistfranchise.co.uk](http://www.taxassistfranchise.co.uk)  
or call 0800 0188297  
for further information.  
**FREE INFO NO: 4040**

that led me, a non-accountant, to build up to a client base of over 900.”

## Franchise sale

In 2012, just nine years after starting his franchise, Mark sold his business for £1 million to an incoming franchisee.

“I’m happy to say he is still a franchisee and working alongside his family - he is himself driving the business forward with renewed energy and enthusiasm, which is great to see,” Mark says.

TaxAssist Accountants encourages all franchisees to consider their exit strategies - the company even provides training days, so that plans can be put in place early on in the franchise term.

Mark approached the franchise recruitment manager, advising that he would like to start the search for a purchaser. Within six months the ideal candidate had been found.

He adds: “Did I face challenges along the way? Of course. I worked harder than I ever had, was slow to take on staff and was perhaps guilty at times of working in the business, not on the business, as I should have done. This is not a franchise you can effectively run on your own.

“When I sold the business, I had 13 employees, all of whom were crucial in helping me to achieve what I did. TaxAssist support extends to staff, who can also attend training courses and use the helplines, which then freed up my time.

“If someone asked me what advice I would give to a person buying a



franchise, I would say do your research thoroughly. Think about what you will need from the franchisor and consider if they will provide this. Talk to existing franchisees and get a feel for how they are doing.”

The TaxAssist Accountants franchise takes on both accountants and business/finance professionals and has found they make equally good franchisees, as is evidenced by Mark’s success. Franchisees can employ accountants while they concentrate on building their businesses, holding client meetings and networking. What is important is that candidates have plenty of energy, a friendly persona, are technically competent and have a desire to succeed and exceed their goals.

In January 2015 Mark joined TaxAssist Accountants as a non-executive director, representing the interests of the company’s franchisees.

He says: “I thoroughly enjoyed my role as a TaxAssist franchisee and am looking forward to bringing my wealth of practical know-how into the decision making process of the TaxAssist board. The business model of TaxAssist is sound and there is certainly a ready client base crying out for the good quality, reasonably priced services on offer. I am evidence of what can be achieved by hard work, following the business model and having a personable manner.”

The franchise fee to join TaxAssist Accountants is £34,950 (plus VAT) and allows franchisees to work from a commercial office and then move to a shopfront by the end of their third

year. Alternatively, franchisees can open up a shopfront from day one, allowing their business to grow faster.

## Raising finance

Full support and advice is available to help with business planning and raising finance, while TaxAssist Accountants works closely with you to help you achieve your goals and aspirations.

Over the last 20 years the support on offer has evolved to provide first rate, unparalleled initial and ongoing training and support packages for franchisees and their staff. This includes helplines providing comprehensive support on accounting and tax issues, lead generation, marketing campaigns, localised and national PR, and a raft of additional service providers for franchisees to offer an enhanced service to their clients.

Each franchisee operates in an exclusive territory and there are still many territories and resale opportunities available across the UK and Republic of Ireland.

If you would like to find out more, call Jody Fiveash for an informal chat. The next step would then be to attend a discovery day at TaxAssist Accountants’ support centre in Norwich, where you will be provided with more details and meet with one or more of the directors of the franchise. You will also be provided with a full list of franchisees for you to speak with as part of the research process, as well as research guides and business plan templates. **WF**

