

Taking time to think - recognise opportunities when they arise.

Lockdown, furlough, unexpected spare time, whatever the reason may be, we have all experienced a different way of life over the last 18 months. More time at home, less time commuting, and less time in the office or business premises.

During the last week, I have met people who have had different experiences of these times. One person in particular stuck in my mind as I pondered what to write for this newsletter.

His business fell off the cliff when the first lockdown hit. He used the various support offered from the Government and business suppliers. He suddenly realised that he had time to think, and instead of slowing down, he used the time he had to examine the business from top to bottom. He discovered changes that could be made easily as well as other changes that required time and planning. He now believes he has a better understanding of his business and a greater confidence in what can be achieved moving forward.

I appreciate that this is not a common outcome, and sadly some businesses will have suffered greatly and may not survive as a direct result of the global pandemic.

It is easy when running a successful business or indeed a struggling one to focus inwards; getting the job done. It is important to find the time to step back and examine what is working well and what is not. It's amazing what a greater understanding of your own business will enable you to do.

The last 18 months has given some business owners the opportunity to examine their business, while others have either not recognised the opportunity or unfortunately been caught up in surviving.

The world of business is inundated with experts who for a fee, can tell you all sorts of ways to improve your business using anecdotes, strap lines and slogans to introduce small changes.

"If you always do what you have always done, you will always get what you have always got" is a saying I do not particularly like, but one that has always stuck in my mind.

I have always believed that nobody knows a business better than the people working in it. Successful people seize opportunities whenever they arise and in whatever form they may be.

In January, we move into our new Mayfair Offices. This is just one change we are making. In addition, we are actively recruiting to enable us to provide an even wider range of legal services to support our clients.

What will you do differently in 2022?



Graham Agass - Non-Executive Director

Graham had a long career in banking starting in 1970. He spent 44 years in various roles and managerial positions.

During his career, Graham held positions in Marketing & Sales, organising representation at such profile events as Dunhill British Masters Golf, Burghley Horse Trials and East of England Show.

CONTACT

Bargate Murray
44 Worship Street
London EC2A 2EA

www.bargatemurray.com

From 04 January 2022

16 Berkeley Street
London W1J 8DZ

T: +44 (0)20 7375 1393

E: yachtgroup@bargatemurray.com
aviationgroup@bargatemurray.com
propertygroup@bargatemurray.com