

Eight ways to get off to a flying start in 2017

Take your business to new heights and make this a year to remember



1 Gain control of your cash flow

Minimise your costs, maximise your prices, tighten up your credit control, work with forecasts and keep your cash flow healthy throughout 2017.



 Download our FREE guide to controlling business costs



2 Grow your sales

If you can't sell more to your existing customers, find new ones, perhaps in new sectors or markets, in the UK, overseas or both.

 Read: 10 steps to grow your customer base

3 Offer something new

Maybe you could create your own brand new product just improve an existing one. What about extending your range or even diversifying?

 Visit the Marketing Donut website for FREE information about developing new products



4 Re-energise your people

Seek their input on taking your business forward. How could they become happier in their role? Are they sufficiently thanked and rewarded?

 Read: How to support your employees and offer valuable careers



5 Update your business plan

The start of a new year is the perfect time to update facts and figures, while reconsidering your business goals and strategy. An out-of-date plan won't help you to grow your business.

 Get FREE business plan tips and download a business plan template

6 Improve your brand

A few tweaks might do the trick. Alternatively, a major rethink could be required. What does your business stand for and how best can you communicate this?

 Visit the Start Up Donut website to find out about branding



7 Get your books in order

Makes sure you update your financial records using all available figures. Try to set aside regular time each week to stay on top of your books.

 Read: What do your financial records say about your business?



8 Find a business mentor

Growing a business can be tough when you lack knowledge, experience and contacts. The right mentor will be able to advise you on how to become more successful and take your business forward.

 Visit the Mentors Me website – "Britain's first online gateway for businesses looking for mentoring"

Visit: uk.sageone.com
to find out how Sage One can help your business succeed