

You have ambitions
for your business.

So do we 

Realise your ambitions with Robson Taylor

Running an organisation is a challenging business. With the freedom it brings comes the challenge of ensuring everything is in place to achieve your ambitions.

Reaching your goals demands a partner with breadth and depth of experience and expertise. With Robson Taylor, you'll find our senior people well-versed in the unique challenges of owner-managed businesses. Not only will we understand what you're going through but, as your partner, we'll help you take your business wherever you want it to go.

Our support is about much more than providing business advice and financial products. It's about our experienced people exploring every avenue, bringing new ideas to your attention and delivering creative solutions that fit your circumstances perfectly.

Whatever progress you've made, protecting and enhancing your business is easier with a partner who can guide you towards the goals you've set for yourself and your company. Launched in the 1960s, Robson Taylor has built a leading reputation for helping owner-managed businesses achieve successful results. As business owners ourselves, we share your experiences and know the challenges you face, so we're ideally placed to help you tackle them.



Building firm foundations

Beginning a new venture means investing your time, money and assets. Whether you're starting a new business, embarking on another entrepreneurial venture, acquiring or buying-out an existing company, you need the support of informed people who can help you make the right decisions at the right time, for the long and short term.

At Robson Taylor, we can accompany, help and encourage you as a trusted partner during these demanding times. As like-minded business owners who understand the challenges you'll face, we will make sure you can cope with and capitalise on events when they arise. Even if you just require reassurance that you're doing the right thing, we're never further than a phone call away.

We can help you with issues that require your immediate attention. These include structuring your business, deciding who's involved, choosing how to pay yourself and others, financing the venture and protecting your family from financial risk (especially if you're coming out of employment).

Soon after starting, we can address such matters as your accounts, tax returns, VAT, managing cash flow, payroll, tax reporting deadlines and maximising tax relief on buying capital assets. When required at a later date, we will also prepare your year-end accounts, tax and personal tax returns.

With our team helping to build firm foundations for your business, you're free to focus on what you do best: making sure your venture fulfils its potential.

Services for you

- Tax-efficient investment and remuneration
- Financial protection for you and your family

Services for your business

- Business structure, including sole trader, limited company and limited liability partnership
- Business and finance planning
- Forecasts and performance monitoring
- Bookkeeping, payroll and accounting
- Minimising corporation tax

▲ launch

▲ grow

▲ acquire

▲ exit

Growing your business

Few businesses expand through good fortune alone. Comprehensive planning drives the most successful ventures. However, as your business grows, so will its complexity. Whatever the circumstances, we're here to help take you to the next level.

Having the ambition to grow and identifying an opportunity is only the first step. Ensuring you develop demands a strategy that considers both your commercial and financial requirements. These assessments will make sure your business can grow profitably, can be financed with minimal risks and use resources cost-effectively to maximise returns. Staff numbers may also increase. Attracting and retaining the best people will be key to your success, and we can work with you to plan tax-efficient remuneration that rewards and motivates directors and staff.

Our team has worked with thousands of growing businesses, developing strategies, suggesting ideas and benchmarking them against peers.

This experience enables us to help craft your growth plans carefully over time, so you can respond immediately to opportunities when they occur. Whatever your circumstances, we'll be there to help.

The distinction between owning and managing a business becomes greater as it grows. Establishing a management team may mean delegating many of your everyday decisions. At this time, it's important you protect the assets you've worked hard to acquire and ensure they're passed on or realised efficiently. Robson Taylor can help to plan your personal finances through a variety of approaches, including trusts, wills, and effective use of pension schemes.

Services for you

- Protecting your wealth
- Optimising post-tax earnings
- Developing a management team
- Introducing new investors and stakeholders

Services for your business

- Business planning and raising finance
- Strategy advice/planning
- Employee incentive schemes
- Tax planning
- Statutory and internal audit
- Finance systems
- Payroll services and management accounts
- Revenue enquiries and tax investigation

grow

acquire

exit

Extending your reach

While your business grows organically, you may wish to accelerate its expansion by acquiring another company or starting a joint venture. Robson Taylor can guide you towards the right result for your business without jeopardising your achievements to date.

Executed correctly, a company acquisition or joint venture can take your business to the next level. Our corporate finance team has steered hundreds of businesses through successful transactions and will support you at every step. From the outset, we will assess the value and risk of any potential acquisition or joint venture, so you can continue focusing on running your company.

When the time is right, we can help you structure, negotiate and deliver the deal that will take your business forward. Considering opportunities from a business perspective and your point of view as a shareholder, we will assist with preparing financial projections and raising capital. Throughout each transaction, we will ensure your acquisition or joint venture proceeds tax-efficiently and at the right pace.

Services for you

- Appraisal of your strategic options
- Financial modelling of returns to you as a shareholder
- Maximising post tax outcomes

Services for your business

- Due diligence
- Fund raising
- Acquisition search
- Project management and execution, including negotiation
- Financial modelling of trading performance and financing
- Business planning
- Grooming for exit
- Post acquisition integration

▲ acquire

▲ exit

Securing your future

The time will come when you wish to leave your business. This can happen in many ways: a trade sale, flotation, sale to management, or passing it to your next family generation. Whether you sell your business in a single step or in stages, we can help you secure a successful outcome.

Whatever route you take, it's crucial to have advisors alongside you who have the necessary specialist experience. Taking the right steps will maximise your business' value, minimise tax, and secure the things that matter to you. Negotiations can be complex and last many weeks or months, involving several parties. During this time, you'll still need to run your business. We can help you reap the rewards of what could be a once in a lifetime opportunity.

We'll support you throughout, providing the advice and services you need to run your business successfully right up to the day of sale.

To deliver optimal value, we recommend planning your exit two or three years before your target date. This approach ensures we can focus on the positives, minimise any factors with a negative impact and, if necessary, restructure your business to simplify the process or improve your tax position.

From the moment you decide to exit your business, we will give you an initial assessment of an achievable but realistic outcome. After all, our reputation depends on not just supporting you throughout the process but ensuring you're delighted with the result.

Services for you

- Exit and retirement strategies
- Valuation
- Succession planning
- Tax minimisation
- Negotiation and project management

Services for your business

- Grooming to maximise value
- Vendor diligence



