



Lessons learnt session

Hello 😊



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Chartered
Safety and
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Background

Established Vita Safety in 2006

Prior consultancy (large scale) experience –
DuPont Safety Resources and DNV Consulting

Railtrack, Denis Ferranti Group, British Army
(REME).

Agenda



- What would I do differently starting up?
- Critical things to get right.

Why?



Starting out

Build and
maintain
network

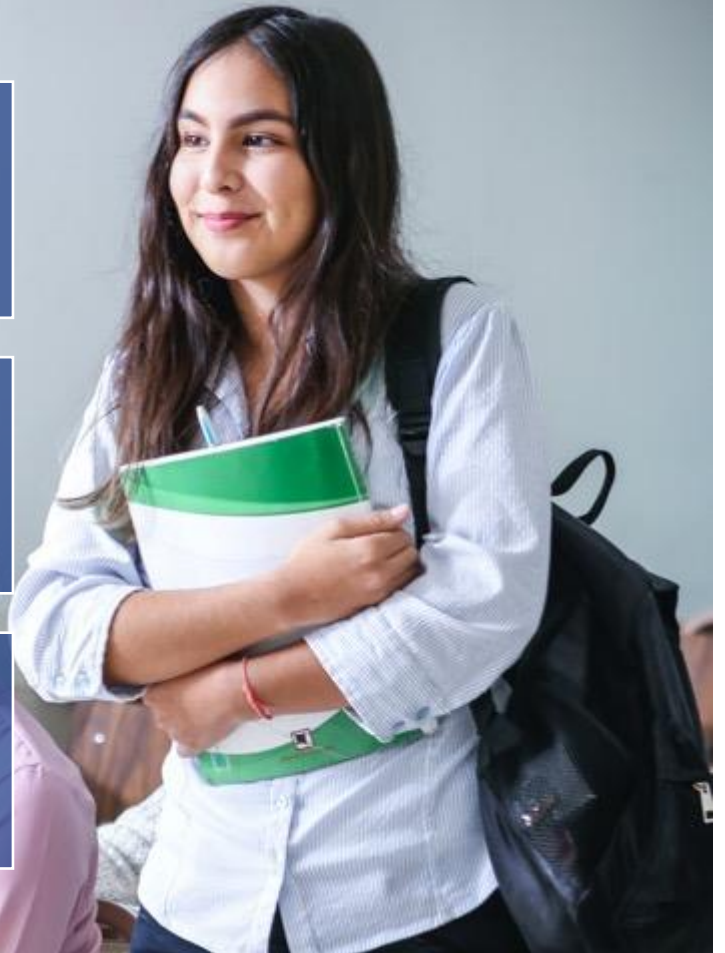
Relationships,
relationships,
relationships!

What do you
enjoy that you
are good at?

Why you / why
me?

Website /
social media /
IT dept.

Finance /
budget at the
start



Operating model?



Single self employed, including work for others.



Specialist (noise, HAVS, occ hygiene, fire etc).



Limited company and growth model to employ others?



Risks and opportunities?



Self reliant but others market for you.



Risk of loss of income, sporadic work.



If you employ others you need to be prepared to let them go.

Avoiding feast and famine

- Allow time for marketing/networking when you are busy.
- Learn about sales funnels/CRM systems – low cost subscriptions with value for monitoring cashflow.
- Cashflow above all else.
- Use your time for what you are good at and outsource support for finance, admin and marketing.

Get help and advice

- <https://www.businessgrowthhub.com/events>
- <https://www.iod.com>
- IOSH Consultancy Group! & sector groups.
- <https://www.fsb.org.uk>
- Local networking and business groups (check not breakfasts and chats but no value).

Critical, to manage your risk



Legal terms and
conditions – payment
and liability



Can they or will they
pay?



Associates and liability
limits



Legal entity and growth
limits

Future proofing

- Website – domains and ownership, more £££ now will last longer.
- Invest in tech and get savvy with it.
- Finance for non FDs. Learning budgeting early is essential.

Was it worth it?



Contact details

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