



Action plan put entrepreneur on a new path

YORK businessman Ian Shore was miserable – he hadn't had a holiday for four years and regularly worked a six-and-a-half-day week, only finding time to play the odd game of football on a Sunday morning.

Having set up his own commercial and domestic removal business in 1999, he had become a victim of his own success. Completely weighed down by the responsibilities of growing a business, he had almost reached breaking-point.

Realising he had to do something to save his health, he turned to Action International business coach Hayley Erner. In just eight weeks, Hayley used her business knowledge to show Ian how to make the most of his business and how not to be totally submerged in it.

"It's not rocket science, just simple, practical advice to help entrepreneurs like Ian manage their businesses better," Hayley explained.

"In most cases, the people I help are so busy day-to-day they don't have time to solve the problems and plan for the future."

Ian added: "The transformation to my lifestyle is really quite something. I now work three or four days a week, I've started playing rugby again, profits are forecast to rise by 50 per cent next year and I'm setting up another business in the New Year – a speed-dating agency."

To contact Hayley Erner, call 0844 800 9125.