



## HES268 – Tutorial Agency For Sale

### Business overview

- Outstanding opportunity to acquire a successful tutorial agency in London.
- Its services cover all the London postal districts and outer London postal codes.
- It is a profitable and successful cash generating business.
- Established in 1982, the agency has run for over 30 years and has a long standing reputation for its excellent service to its customers and tutors alike.
- More than 80,000 London families have used the agency since it started operating.
- It provides one-to-one home tuition, mainly to school-age children, throughout London in all curriculum subjects from primary to degree level.
- Clients are mainly parents of school aged children plus some independent schools, colleges and local authorities also use the service.
- Its key to success is personal service underpinned by effective administration, which ensures that all clients are dealt with quickly and professionally.
- It has an extensive database of tutors – this is critical to a scale operation.
- Run by the owner from home office on a part time basis, approximately 4 hours per day, 5 days per week, school term time only.
- Currently the business runs exclusively from repeat business and personal recommendations. Within current systems and processes, through active marketing, the business could easily be built up by a further 150% of its current operation.
- It presents a great opportunity for an ambitious individual with good organisational skills and knowledge of marketing to acquire a platform from which to grow their own business.
- It is also an ideal opportunity for either another tutorial agency to expand its coverage or other service orientated businesses that wish to diversify and acquire an additional revenue stream.



## Services and Products

- The agency offers tuition to students (predominantly school aged) in their own homes. The agency also provides tutors to clients in the education sector – this accounts for 3% of turnover.
- The agency currently has registered tutors who cover all curriculum subjects at all levels.
- The agency interviews and selects tutors and matches them to the individual clients' requirements.
- Assisting preparation for GCSE accounts for 36% of tutorial work, and A/S and A2 preparation accounts for 31%. Primary and entrance exams accounts for 17% and KS3 12%.

## Employees

- 1 director (vendor) acting as agent to freelance tutors.
- Part-time office assistant

## Premises

- The business operates from the vendor's home.

## Reason for sale

- The vendor wishes to retire and is prepared to provide a full handover for the business.

## Financial overview

<i>Year ending 31<sup>st</sup> March</i>	<i>2011</i>	<i>2012</i>	<i>2013</i>	<i>2014</i>	<i>Forecast 2015</i>
<b>Gross fee income (tutor + agency fees)</b>	<b>£441,837</b>	<b>£411,785</b>	<b>£383,075</b>	<b>£373,780</b>	<b>£375,000</b>
Agency fees	£40,167	£37,435	£34,825	£33,980	£34,000
<b>Net profit before tax</b>	<b>£26,087</b>	<b>£24,200</b>	<b>£21,752</b>	<b>£23,142</b>	<b>£23,500</b>
<i>Percentage</i>	<i>65%</i>	<i>65%</i>	<i>62%</i>	<i>68%</i>	<i>69%</i>

## Offers Invited