

■ Setting up your own Practice

■ Step by Step to Start Up

Are you ready to Start Up? – Are **You?**

The day to day reality check

Personal Sacrifice

Loss of 'cards in' or company perks

Pressure on Close Relationships

Isolation

(I'll leave you all to consider the Financial Insecurity check in private)

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Use this sheet to make your notes

You and your colleagues on your table will have been given one of the day to day reality check issues to discuss

Think about the impact of the issue on you personally and, if you feel happy to discuss with your colleagues here today, share your thoughts with them

At the end of the exercise, a spokesperson from each table will be given the opportunity to air the issues you have all raised so everyone at today's event can go away with an idea of the issues they should each consider when undertaking their own day to day reality check

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Writing a Business Plan – remember this bit?

Why, when, what and to whom

Why? Set out YOUR Vision for YOUR Business

Start with basics like when and what, with background if buying out an existing practice

Go on to highlight your Unique Selling Points (USP's)...the “to whom” bit

Keep it simple and avoid jargon

Over to youtake a couple of minutes to discuss around the table and then write down **Your Vision and USP's**

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The purpose of this exercise is to enable you to go home today with part of **your** Business Plan sketched out

Take a few minutes to discuss with your colleagues on your table the “Why, when and to whom” aspects of setting up in practice, making sure that you make a note of the great ideas that will come out of this discussion

Then take a few more minutes to write down **your Vision** for **your Practice** as well as what you consider to be **your USP(s)**

Before moving on to the rest of this morning's presentation, you will be given the opportunity to raise any questions or issues that this exercise may have brought out

