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From:**Sent:** 12 June 2013 13:14**To:** Pubs Consultation Responses**Cc:****Subject:** An Enterprising Experience

I have been running my own successful business since 1996 and the decision to change my career path was massively life changing. However, as a complete novice to the pub industry, with no experience of running my own pub business or even bar work experience, I can only congratulate, applaud and thank Enterprise Inns for their innovative business partnership scheme. Without this opportunity I would have never had the confidence or funds to support my career change. Their support has been invaluable to me and in my experience the business partnership scheme helped to ease the worries of the daunting prospect of running my own pub.

As well as the complete package which covers every aspect of what is needed to run your business including marketing, accountancy, insurance, etc. I have also been given the opportunity to undertake the training I need to help make my pub a success and with the advantage of the initial 'Tenancy at Will' contract (TAW) I have been allowed time to experience this life changing decision with out the commitment of a full tenancy.

I have also had continual support via my Regional Manager, whose wealth of experience has guided me in the right direction before acting on my ideas on ways to move my business forward. Having said this, I have not been in any way confined or restricted in my attempts and feel I have been allowed to develop my own personal skills and learn from my successes and mistakes. This has given me a better understanding of my customer base and the knowledge to plan more precisely for the future.

My only regret is that I didn't have the opportunity to take this step earlier in my career. It has been one of the best moves I have ever made and almost one year on both the business and my own confidence have grown to the point where I feel able to take on a second pub business with Enterprise Inns knowing I will have the support and advice I need to hopefully build on the growing success of the existing business.

Publican -

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