



March 2012 Newsletter

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Hello

Welcome to Focus News

Hello and a very warm welcome to the March edition of Focus News. This month we have a lot of exciting news to bring you from within Focus Insolvency Group, including two new services for you and your clients to take advantage of. We're also going to be at the Business North West Expo in April and I am very pleased to announce our charity sponsorship goal. You can read all about these events and more below.

Don't forget to follow our Twitter page and use the resources available on the brand new website. We do always appreciate your feedback and ideas so keep the suggestions coming in and let us know if you think we might be able to help.



~ Anthony Fisher
MIPA, MABRP
Licensed Insolvency Practitioner
Managing Director

Latest UK Unemployment Figures Suggest Total is up by 28,000

Unemployment is now at a rate of 8.4% according to the Office for National Statistics. The latest figures top 2.67 million during the three months to January.

The government claimed today that the latest figures showed the situation was stabilising, it is the lowest rise in unemployment in almost a year. However there were other rises including the amount of women unemployed, this figure accounted for almost a third of the recent rise. The amount of people working part time jobs because they cannot find full time work has also risen where as full time job figures have fallen. "The new jobs being created are mainly part-time. These jobs are not paying enough to replace the full-time earnings that people need," said TUC general Secretary Brendan Barber.

The amount of people claiming job seekers allowance increased in the month of February by 7,200 to 1.6 million. "The unemployment figures



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aren't too bad in the sense that the level of joblessness remains high, but the level appears to have flattened out," said Philip Shaw from Investec.

R3 President, Frances Coulson commented on the latest job figures,

"The increase that we have seen today in unemployment levels, is likely to lead to more people struggling with their personal finances. We know that a change in circumstances, such as unemployment, or even being out of work long-term can result in debts mounting."

Recent research by R3 indicates that although 18 million people are concerned about their debt levels, only 1.4 million are likely to seek advice about it in the next six months.

The latest UK personal debt statistics



• **£55,988** was the average household debt (inc. mortgages) in January

- **£173m** was the daily amount of interest paid on personal debt in January
- **8,652** new debt problems were dealt with by the CAB each working day over the year to September
- **1,797** people were made redundant every day between Oct and Dec
- **860,000** people had been unemployed for over a year between Oct and Dec
- **£16.23m** of loans are written-off daily by UK Banks and Building Societies
- Every **15 minutes 28 seconds** a property is repossessed
- Every **4 minutes 32 seconds** someone will be declared insolvent or bankrupt
- **£1.222 billion** was the daily value of all plastic card purchases made in December

Statistics from Credit Action

Independent Business Review Service

Focus Insolvency Group is currently offering their much valued 'Business Review' service completely FREE and without obligation to companies within the North-West.



Specifically designed for small to medium sized businesses, our Business Health Check will allow your clients to assess both the strengths and weaknesses of their company; identify areas of change or improvement and provide them with a clear plan of action on how to move forward.

Our Business Review starts with an initial impartial review meeting with one of our qualified advisors, which will cover:

- Business Performance & Strategy
- Cashflow Management
- Sales Activity
- Asset Utilisation
- Marketing & Competition Analysis
- Plans for the Future

Following the meeting, we will provide your client with a detailed report highlighting areas of action or improvement and outlining suitable advice and suggestions for what is needed moving forward.

If you feel any of your clients could benefit from this service please do not hesitate to get in touch on **01257 251319**

New Creditor Insolvency Services

We are now pleased to offer services to clients that have been informed of insolvency procedures in which they are the creditor.

Each year thousands of companies and individuals are subject to an insolvency procedure. In turn, this means thousands of insolvency notices are sent to creditors. With a general perception of poor recovery rates these notices can be overlooked or treated with a degree of apathy. Our new service can now change that.

The aim is to offer a bespoke and personal service to our clients which takes away the headache of managing all the insolvency documentation they receive as a creditor.

If you feel any of your clients could benefit from this service

please do not hesitate to get in touch on **01257 251319**

Business North West Expo Plays Host to Focus Group 17th-18th April



This year's event is this coming weekend 17-18th April at Manchester Central (Formerly G-Mex)

[Business North West](#) brings together the North West's business community for two days of **networking, learning and face-to-face business** in the heart of Greater Manchester's business community.

This year the exhibition will play host to a stand from Focus Insolvency Group, if you are also attending please drop by and introduce yourself in person, we will be situated at [stand 72a](#)

Focus Team Announce Their Charity Sponsorship Target

Four members of the Focus Team will be taking part in the Great Manchester Run this May, and now you can sponsor them!



Andy Platt, Gary Birchall, Rebecca Chamberlain and Michelle Corcoran are donning their running shoes for a 10k run for charity in Aid of [Derian House Children's Hospice](#).

The team are now taking sponsorship for the [Great Manchester Run](#) that takes place in May. If you would like to sponsor the team please visit our [Just Giving Online Donation](#) page and remember, any amount large or small will be greatly appreciated as we try to hit our £500 target. All donations are going to a very worthy and deserving cause so dig deep!

If any of your clients have been affected by the stories



***in our newsletter or need advice on any other matters,
please feel free to contact us.
01257 251319***

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