



## NEWS UPDATE

### **A look back at 2004**

We have had an exceptionally busy year in 2004, with many successes along the way. Our business has continued to develop to the extent that by October we had to make the difficult decision to 'put a hold' on accepting any new business. This was not an easy choice, and went completely against my principles, but in order to be able to continue to offer our existing clients the standard of service which they deserve we knew we had no choice. Once we have cleared the hurdle of January tax returns, I am happy to say that we will be delighted to 'start recruiting' again, so please keep those referrals coming in!

### **New Clients**

We were very proud to welcome the following new clients in 2004:

Mike Walmsley & Alex Arnot  
Norma Allen and her two sons  
Tracy Stockdale & Ed Martin  
Neville Crow  
Nick Collins & Bernardine Doe  
Richard Tavener

John Waites  
Steve Winpenny  
Dennis Brooke  
Steve Walker  
Zed Bieganski

Every one of those clients came from our referral sources network and we are extremely grateful to all of you who have provided us with this work.

On a sad note we were very sorry to say goodbye to Neil Fletcher. Neil successfully sold his fantastic business and returned to his roots in the legal world. We all wish him and his partner Vicki the very best for the future.

### **Other Achievements**

We have continued to run our 'Making Your Business Really Fly' workshops on a monthly basis, and have received many testimonials complimenting us on the professional presentation of the seminar, and how valuable the course was in terms of stimulating ideas and helping to prevent FTI disease (and if you don't know what that is, why don't you book in for one of our workshops in 2005 so that you can find out!)

Our website was a major focus at the beginning of the year, and we are very happy that it has now been re-vamped and is being updated on a regular basis, under the careful management of Clive Batkin. Many thanks to Clive for his guidance on this.

Those of you who visit our office will know that in April we underwent a major re-fit in order to make best use of our space and generally improve our working conditions. Meirion Anderson and his team worked exceptionally hard planning the changes and then installing them with very little disruption to our work, and we are delighted with the outcome, (although the team continue to nag me about the state of my desk...!)

I'd like to finish by saying a really huge thank you to all of you for entrusting us with your business in 2004, and to extend our very best wishes from Moira, Sarah, Sheila, Sharon and myself for a lovely Christmas and hopefully, a really prosperous 2005.

**Peter**

3 Home Farm, Luton Hoo Estate, Beds LU1 3TD. Phone 01582 482224.

13 December, 2004