



Do you ever find yourself asking:

I Wish I Knew How to Open My Own World-Class IT Training Company?

HIGHLIGHTS

- **Bua Training™ Power Management System: A Truly World Class System**
- **High Demand Continues For Our Services**
- **High Earnings Potential: Your rewards at last reflect your efforts**
- **Alone – Never With Bua Training™**
- **Quick Launch and Low Start Up Costs**
- **World Class Training And Support:**

“Bua Training has provided our employees with high quality training giving us real value and an excellent return for our business’s most important asset - its people!”

Donna-Marie Masterson, Training Manager, Dalkia

Imagine... You Could Be Running Your Own World Class It Training Business In Just Six Weeks

We have developed a formidable business offering IT and Business Skills Training as well as IT consultancy to Blue-chip Companies. We deliver a wide range of

such as Business Skills and Print & Web Design training. Over the years, we have helped many of our delighted clients to automate their sales, purchasing and wages

We started the business over seven years ago and despite the well publicised downturn in trading conditions in recent years, we are delighted to report that we have on average grown at a rate of over 25 per cent every year since we started.

Our business has grown at this rate because of the very high level of service that we provide to our clients combined with the world-class efficiency of the Bua Training™ Power Management System.

We have spend years developing this powerful software package which works as a full Enterprise Resource Planning (ERP) system as well as a full Customer Relationship Management (CRM) system, automating much of the work we do.



We take pride in delighting our clients

Software training courses (we are registered with Microsoft) as well as providing training solutions for our many satisfied clients in areas

systems as well as creating databases to help businesses to organise and speed up their workflow.

Demand Has Never Been So Great!

Whilst there is endless talk about the global economic downturn, this can definitely work to our benefit. How? Well as companies profits are squeezed, they are constantly looking to improve the quality of the services they provide and the productivity of their employees. And that is where we come in!

Our clients recognise that getting the most out of their employees is crucial to their profit margins and often their survival. So much so that we are delighted to report that **2008 was our best year ever**, despite the credit crunch.



Delegates hard at work on another full course

FOR MORE INFORMATION CALL 0141 888 0862 (UK) or 01 635 0066 (ROI)



You Will Have Access To A World Beating Full ERP And CRM System

Bua Training™ Power Management System -

It's Truly World-Class

"We've been using Bua Training for the last year for training on various business skills. I find their service of great quality and their trainers have received very positive feedback from our staff and managers.

"As a Learning & Development Manager also I get great benefits from their online training management system. I just wish all our suppliers had something similar."

Milla Mamia
Learning & Development Manager,
Britvic Ireland

Bua Training™ Power Management System Its Truly World-Class

As a Bua Training™ Franchisee, you will benefit from access to our Power Management System. Yes, we have mentioned this before, but it really is so important that we must mention it again.

The system is simply world beating and you will be blown away by its capabilities so here are just a few points to whet your appetite:

- Full Enterprise Resource Planning System (ERP)
- Full Customer Relationship Management System (CRM)
- Web interface
- Manages course booking and payment online (benefits both you and your customers)
- Produces your P&L figures
- Credit Control monitoring
- Lists contact details of all customers and sales leads
- Automates all of your administration, it automatically orders the right number of training manuals and automatically sends out reminders to delegates and invoices to clients.

You will be able to manage your whole business with this fantastic system. It will allow you to run your business with a level of efficiency that is second to none.

All-embracing Support

You get a support structure that ensures you'll always have someone to turn to – after all, our success very much depends on your success.

Our support starts the moment you decide to join us, in fact we will even run your first week's training courses with you to ensure that you are confident in all aspects of your new role.

One of the great strengths of our business is that the support we offer is there for every day of your time as a Bua Training Franchisee. We will share our and all of our franchisees' knowledge to continually improve our business for everyone's



benefit and help address and solve problems as soon as they occur.

Quick Launch and Low Start Up Costs

You can start your new business the day you leave the training course.

Initially, you can start your new Bua Training Business from a small office or even from home, which will also ensure that your initial outlay

and ongoing costs are kept to an absolute minimum.

Only after you have developed a sustainable level of clients and your business can afford it, will you need to take on suitable training premises within your exclusive territory.

What's more all of your, sometimes costly, software licenses will be taken care of by us as part of your Franchise and Management Service Fees.

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You Will Be Proud To Own Your Own World-Class IT Training Business

Who Is This Perfect For? The Profile Of A Typical Franchisee

There are two most likely backgrounds for our franchisees; they will either have proven business-to-business sales experience or a successful IT background (not necessarily with training experience as we will teach you the skills you need). Of course, all our Franchisees are different in many ways, however they all exude the following attributes...

- Have a strong will to succeed and are self-motivated
- Have proven account management experience
- Have great interpersonal skills
- Highly Disciplined, ambitious, hard working
- Can easily respond to a changing business environment
- Are able to deal effectively with any issues that arise
- Can 'think outside the box'
- Wish to build a very successful business
- Have a full and enjoyable lifestyle (or have plans to)

If YOU have most of these attributes this really is an opportunity that'll suit you! You may of course already own a training business and want to diversify into IT Training or simply wish to enhance your existing IT training business using the Bua Training™ Power Management System. In which case we would still be delighted to meet you.

Your Role As A Bua Training™ Franchisee An Expert In The Field Of IT Training



You'll be seen as an expert in the attractive field of IT Training. A person who has all the answers. A person who has the skills to transfer your wide knowledge to many, many trainees at your busy training courses. And what's

more - you'll have fun doing it! You will be proud to own and run your own training company (with our help and ongoing support of course), operating in your own exclusive territory. Using the incredibly powerful Bua Training™ Power Management

System you will easily organise, manage and deliver an increasing number of courses for your delighted clients. Additionally you will be able to offer a range of IT consultancy services, again with our help and support.

Achieve Great Rewards And The Lifestyle To Go With It

We work hard, but we are definitely not work-a-holics, We recognise that for most people to perform at their best and to succeed, they need a great work life balance. That is why our franchisees will very much only be expected to work normal

business hours and definitely not 24/7. Having said that, you will have to put the effort in and if you do there are great rewards that can be achieved. We would expect that all of our franchisees will develop their business quickly to a

point that they are making over £100,000 profit per year and possibly a great deal more. Does that sound like an income that would help you to achieve your own perfect work life balance? We definitely believe so!

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"Not only do Bua Training deliver top class training, their online training management system makes it so easy to keep on top of all our employees training records and future requirements. I cannot recommend Bua Training highly enough."

Stephanie Hall
Customer Services
Manager
Uniphar

Is Investing In A Franchise A Good Idea?

If you are considering becoming your own boss, the three most common routes are: -

1. Set up your own business from scratch
2. Buy an existing business
3. Invest in a franchise

1. Setting up your own business from scratch can be exciting and financially rewarding although it is often found to be a very risky way to become your own boss.

Have a quick look at the chart below to see the stats:



Figures taken from the 2007 British Franchise Association/NatWest Survey state that 93 per cent of franchisees are trading profitably and franchising has much lower failure rates than independent business start ups.

2. Buying into an existing business can again be a rewarding way to get into business, however you are likely to have to pay for a high purchase price and could have the additional problems of taking on an existing workforce and culture that might not suit your own ethos.

3. Now if we take a look into buying a franchise. Whilst there is normally a franchise fee it usually considerably less than the purchase price of an existing business and while there are of course risks in setting up any business they are substantially reduced by investing in a proven business model as the above chart demonstrates.



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We're On The Web, So Take A Look
www.buafranchise.com
www.buatraining.com

Interested So Far?

Here is How to Get The Full Story...

Phone us for more information. We will be delighted to arrange a **No Obligation Meeting** at a mutually convenient time and venue.

We'll tell you about the franchise, give you a full prospectus to look at and discuss the costs and procedures involved in getting your new Bua Training™ Business up and running in the most cost effective and efficient manner.

We will make sure that you leave with all the information required to help you make an informed decision about your future.

What have you got to lose?

Useful Links

Business Link: [Advice about buying a franchise](#)

Wikipedia: [Franchising Article](#)

RBIS: [Franchise Finance Advice](#)

NatWest: [Why buy a franchise?](#)

Lloyds TSB: [Becoming a franchisee](#)

Federation of Small Business: [Buying a franchise](#)



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