



Raising Champions,
Taking Territories

Featuring

**This is Your
Season! (Part 3)**

**Brain Teaser
Entrepreneur
Word Search**

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CBN Newsletter

Business 2 Business – OVERFLOW !!!!

Hello & Welcome



Please note that it will be our pleasure to have you at any of our monthly meetings . The meetings are usually held at Open Door Community Centre , Keevil Drive Wimbledon SW19 6TF, every 3rd Sunday of the month after the 2nd Service.

We love you and remember **WE ARE DOING BUSINESS GOD’S WAY.**

Enjoy.....

Welcome to another year, another season and another edition of CBN newsletter. As this year has been declared the year of overflow, I believe we will all flow and indeed overflow with Gods favour, blessings and abundance in Jesus name. HE will lead us to greater heights by HIS mercies in the name of Jesus.

I am very excited about this edition of our newsletter. There are a lot of articles that will bless you and enrich your understanding.



WHAT IS INVOLVED IN LETTING PROPERTY?

Part 1 - Introduction

Welcome to Section 1 on tenancy agreements. Primarily, we will be looking at why you need a tenancy agreement, and what happens if there is no written document. We will then look at the different types of tenancy and the various options available for shared houses. We will then look at the parties to the agreement, their addresses, deeds of guarantee and finally, letting agents.



Part 2 - Why use a tenancy agreement?

Contrary to what many might think, it is not actually necessary (at the moment) to have a written tenancy agreement to create a tenancy. So why have one then?

There are a number of very good reasons. The first reason is so things don't get forgotten. When a landlord rents out a property to a tenant, this is a legal contract, and as with all contracts, has terms and conditions. It makes sense to write these terms and conditions down, so you will remember them later.

It is all too easy for people, often quite genuinely, to have completely different recollections about things discussed and agreed. However, if things are set out clearly in the form of a legal agreement which both parties sign, then there can be no argument.

All tenancy agreements will set out such things as the rent, the names of the parties, the address of the

property, and the length of the fixed term (or period if it is a periodic tenancy). They will also have what is generally a standard set of terms and conditions, setting out things like what the tenant should or should not do while in the property, arrangements for the payment of bills, and the rules for ending the agreement. To name but a few

This is perhaps the most important reason for having a written document. However there are others, for example:

- A written tenancy agreement will often be a requirement under buy to let mortgages and insurance policies
- If the tenant wants to apply for housing benefit, the benefit office will often want to see one before making any payments
- If a landlord ever wants to evict the tenant, the Judge will want to see a tenancy agreement, and if one is not available the landlord will not be able to use the special 'accelerated' possession procedure used for section 21 claims
- Finally, it is now generally accepted that good landlord practice requires a tenancy agreement. Indeed there are proposals to make this a legal requirement.

Landlords are advised therefore to always use a written agreement. Do not hand the keys of your property over until you hold a tenancy agreement which has been signed by the tenants. Once they are in occupation, the tenants can refuse to sign anything (and are quite within their rights to refuse) to do so.

Next - what happens if you don't have a tenancy agreement?

It is important to reach agreement quickly. 'Do two walk together unless they have agreed to do so? Amos 3:3 (NIV). This is necessary not just relating to property but in LIFE. Many are wearing themselves out, becoming anxious and depressed because of disagreement. This can be a major cause to ill health

WHAT IS INVOLVED IN LETTING PROPERTY?

Part 3 - What happens if you don't have a tenancy agreement?

Tenancy agreement could be both oral and written.

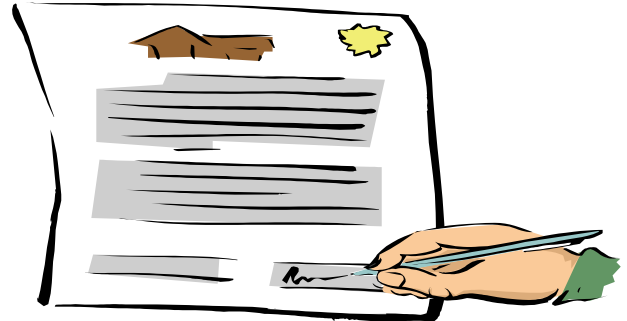
If you let Fred or George into your house on a handshake and start accepting rent from them, that will be a perfectly good oral tenancy agreement. An oral agreement can sometimes be awkward and difficult, mainly for the landlord, but also sometimes for the tenant. In oral agreement, the tenancy terms cannot be established if there is any disagreement later except what are implied by law.

So if George is living in your property and paying you £500 per month, then the tenancy will be between George and yourself as tenant and landlord and the rent will be £500 payable monthly, The property let will be the property that George is actually living in. The agreement will however contain a lot of other things which are part of all tenancies. Many of which we are going to be looking at in a bit more details later. Here are some of the most important ones:

First, the condition of the property: All furnished tenancies must be fit for human habitation at the time the property is let, and all landlords of tenancies with a term of under 7 years will be bound by the repairing obligations set out in section 11 of the Landlord and Tenant Act 1985. Then section 81 of the Housing Act 1980 provides that the tenants cannot carry out any improvements or alterations to the property without the landlord's written consent.

There are a number of regulations, for example regarding gas installations and furniture which will apply irrespective of whether there is a written tenancy. Then there is the Covenant of quiet enjoyment - this is a right of all tenants to live in the property undisturbed by the landlord or anyone acting on his behalf.

What about rent increases? Normally landlords



will only be able to increase the rent by agreement or by the notice procedure set out in the section 13 of the Housing Act 1988 - assuming it is an assured short hold tenancy of course. Tenancy deposits - landlords of assured short hold tenancies will be bound by these if they take a deposit.

And then Eviction - the landlord will only be able to evict the tenant under what lawyers call 'due process' which means serving the appropriate notice and then issuing the relevant court action. All of these things will apply whether or not there is a written tenancy, and also if there is a written tenancy but these things are not mentioned in it. This is one reason why it is best to use a professionally drafted tenancy agreement. These will generally refer in some way to these matters so that both parties are aware that they exist.

It's possible you could get evicted. The wife of a man from the company of the prophets cried out to Elisha, "Your servant my husband is dead, and you know that he revered the LORD. But now his creditor is coming to take my boys as his slaves." 2 Kings 4:1. NIV

Let no debt remain outstanding, except the continuing debt to love one another, for he who loves his fellow-man has fulfilled the law. Romans 13:8 NIV It's important to have agreements put in place in the beginning and have exit strategies to foster good relationship and understanding of terms of letting.

*Written by Tessa Shepperson, BA LLB Solicitor
Edited by Jeff Chambers*

Who Would've Thought?

What most people don't realise is how many successful businesses only happened *because* of a sudden disaster or crisis in an individual's life. While these business finds may have come about by accident, it is no coincidence that they went on to generate huge profits. Each discovery exemplifies how being open to the unexpected and resourceful in responding can change one's life forever.

1. Arthur Fry – Post-it note

American scientist Arthur Fry was given a gift from God on a Sunday in 1973 when he came up with the idea for the post-it note while singing in his church choir. The 3M researcher had earlier attended a seminar by retired company scientist Spencer Silver. Silver had discovered a unique adhesive but had yet to find a commercially viable application. Fry's divinely inspired moment came when the scrap paper he had used to bookmark his hymnbook continuously fell out causing him to lose his page. He thought of Silver's adhesive and the post-it note as we know it was born. Today more than 400 post-it products are sold throughout 100 countries worldwide, with some 6 billion post-it notes sold every year. Fry earned a promotion for his part and is now enjoying a comfortable retirement.

2. Robert Chesebrough – Vaseline

Twenty-two year old Brooklyn chemist Robert Chesebrough was down an oil well in 1859 when he discovered a gooey substance known by workers as 'rod wax.' Chesebrough noticed how the workers would use the goo to heal cuts and burns. The entrepreneurial-minded chemist took a sample home for experimentation, where he managed to extract a usable petroleum jelly and in 1872 he patented the process before setting up business. By the late 1880s Chesebrough was selling Vaseline to Americans at the rate of one jar per minute. Chesebrough-Ponds was sold to Unilever in 1987, it was generating over \$75m dollars in profits.



3. Joseph McVicker – Play-Doh

For 22 years Play-Doh was wallpaper cleaner. In 1954 American Joe McVicker was working for Kutol, the company producing the dough-like substance when his sister-in-law approached him with an idea. She had taken some of the non-toxic cleaner to the nursery where she worked. The kids went wild and McVicker immediately saw a commercial opportunity. He added colorants and gave the dough a pleasant almond scent. He soon established his company, Rainbow Crafts, as a subsidiary of Kutol. Play-Doh propelled Kutol's sales from under \$100,000 in 1954 to \$3m within just four years. General Mills offered McVicker \$3m for his company in the 1960s, the equivalent of \$18m today. He accepted.

4. Percy Spencer – Microwave Oven

American engineer Percy Spencer was experimenting with a device used to detect enemy planes during WW2 when the microwaves transmitted from the radar melted a candy bar in his pocket. He began testing with popcorn and eggs and invited a colleague to witness his findings. The colleague saw how the egg would shake as it heated. As he marveled at this spectacle, the egg splattered over his face. Spencer began a secret project codenamed "The Speedy Weenie," meaning quick hot dog. By the late 1940s, Raytheon secured a patent for the use of microwaves to cook food..

Who Would've Thought? Cont'd

For the first decade microwaves were large and expensive, but by 1975, 14% of American households were cooking by microwave. Spencer, who held 150 patents during his lifetime, became Senior Vice President and a senior member of the Board of Directors at Raytheon. His legacy helped the microwave manufacturer turn over \$25bn last year.

5. George de Mestral – Velcro

Swiss engineer George de Mestral was taking a morning stroll through the countryside in 1941 when he noted how hard it was to remove the flowers of mountain thistle from his trousers and his dog's coat. With his scientific background, de Mestral set out to invent an innovative new fastening system. Ten years later, Velcro was born. However, it took some time before he would see a return on his efforts. Velcro was not popularized until the '70s when NASA astronauts began to use it for space suits and to secure food pouches. De Mestral was selling over sixty million yards of Velcro per year before he sold the company and worldwide patent rights to Velcro SA, a Swiss company (later Velcro International). Before he left he gave the company executives some sound advice: "If any of your employees ask for a two-week holiday to go hunting, say yes."

Remember, some of our best work comes when we have to drop our original plans and respond in the moment to what happens before us –divine coincidence.

Rosemarie White

Business Nuggets

GOALS/GOAL/ACHIEVEMENT

An average person with average talent, ambition and education, can outstrip the most brilliant genius in our society, if that person has clear, focused goals.

The establishment of a clear, central purpose or goal in life is the starting point of all

Goals in writing are dreams with deadlines (lifelines)

Committing your goals to paper increases the likelihood of your achieving them by one thousand percent.

Success equals goals; all else is commentary.

Rewrite your major goals every day, in the present tense, exactly as if they already existed.

(Quotes by Brian Tracy)

Remember James. 2:17

Vinolia Nyaho

PERSONAL BUDGETS AND DIRECT PAYMENT



In 2009 the NHS introduced what is today called personalisation in care in the community.

What is personalisation?

Personalisation is a way of giving you more control over the services and support you receive, whether it's funded by your local authority or funded by you. Personalised support is tailored towards the services you need rather than the services offered. It is usually offered in the form of an individual service fund. This is where the local authority pays for support but you have complete control over what support you receive and how it's provided. This means you recruit the people you need to help you.

Choosing your own support

In many areas, local authorities are offering carers and people who need care the option to decide what care services they receive.

These options, known as 'self-directed support' or 'personalisation', are designed to give you greater flexibility, choice and control of the social care funding available to you. The options include [direct payments](#), [personal budgets](#) and [individual budgets](#). Most people currently receiving social care services have received them as the result of a care plan outlining the services they need, following an assessment of their needs. Most people aren't aware of how much their care package costs. This therefore encourages transparency and independence.

Self-directed support gives eligible people an allocation of money to spend on their own care each year (although this amount will not necessarily be the same as the amount currently spent by the local authority on their services). This allows eligible people to design their own care plan for the year based on the amount of money allocated to them.

This has opened the whole new market and it is those that will go in now that will benefit most. This is an opportunity to start a niche Christian care provider. Below are the businesses that can be started,

1. Training for carers.
2. Provide Care agency
3. Provide payroll service/ brokerage
- 4 Provide Transport service
5. Provide tailor made holiday trips for Christians
6. Provide catering for people of African origin (door to door delivery)

And many more, already other groups are taking advantage of the initiatives by providing the services for their own religious group. This is indeed an opportunity for the communities to take control as the NHS white paper states. The Choice is for the people, the statistics are showing that people are living longer and they do not want to spend most of their adult life in residential homes.

With good service providers, that will be just the answer people are looking for .A ``service provider that will stand out in terms of the service delivery, care and positioning will obviously succeed.

For example there is one agency that has just started. It provides carers to accompany the elderly for a walk, go out to theatres or for a cup of tea. It is charging £14.00 an hour plus the extras such as tickets. etc.

For more information please check NHS SELF DIRECT SUPPORT. PERSONALISATION,/PERSONAL BUDGETS.

Thandie Mumba

The Case For A Business Plan

Some entrepreneurs may ask - why do I need a business plan? First, it's just like you asking why you need a foundation before laying the bricks of a new building.

Secondly, the business planning process enables you to develop a **business model** that serves as a 'route map' for your business, which can often highlight potential problems before they happen. In addition, it explains your business goals and how you intend to achieve them. It also gives you a good understanding of the steps you need to take to start and develop your business.



As an example, Alpha Christian Au-pair (ACA) is a new business that provides a web based service to match Christian host families with Christian au-pairs. For ACA to be successful in its new market, the business needs to understand the environmental forces that may affect its service to customers. The business planning process is what reveal ACA's Strengths, Weaknesses, Opportunities and Threats. The business planning process has enabled ACA assess its market needs, measure its extent as well as intensity and also determine whether a profitable opportunity exists.

The business planning process highlighted the need to understand the wider competitors of ACA and their potential threats. In addition, the planning process enabled ACA to identify its competitor's strategies in relation to market growth, pricing and barriers to the market. This in turn informed the development of a competitive advantage for ACA and further development of the business' USP (unique selling points) to gain its market share and growth strategies.



Business advisors, experienced entrepreneurs, bankers, and investors generally agree that you should develop a business plan before you start a business. Your plan must be tailored to your business and size, so not all business plans are the same, nor does every business need the same level of detail. For a small business stat up, you can develop a fairly simple business plan, and then elaborate on it as you prepare to approach bankers or investors. Luke 14:28-30, tells us the importance of planning and shows that, it is not enough to start a business, but to finish well.

The Case For A Business Plan Cont'd

The business planning process in effect deals with *the who, what, when, where, how and how much* of the business goals. The first stage of a plan is the Concept Kick-Start or business model, which focuses only on a 5 starter elements.

Your Business Objectives – What do we want to achieve? For example the ACA web site aims to match Christian Au pair with Christian families. In doing this the business aim to generate revenues from subscription and advertisement.

Your Customer Base – Who is our target customer? This is very important as most small and medium size business lose sight of this or do not know who their target customer is. With ACA our target customer is a niche segment – Christian families with young children age 1-11.

The Financial Quadrant – what will be a pricing strategy, will this be cost based or competitive strategy, how much do we need to generate to break-even and how many product sales/customers do we need to make profit? At ACA we combined both the competitors pricing strategy and cost base to set the current price. This then reflect the number of customer we need to break-even.

Resources – What resources do I need to meet the key objectives set out in point 1 above. This will cover training requirements, market research, raising capital, computer and others.

Process/Procedures – this essentially looks at the how, that is the systems and process of handling customer enquiries. As a web base business the framework behind ACA web site is a critical to its success factor.

Visit www.alphachristianaupair.com and www.primeaupair.com

In conclusion, business plans are quite useful. The writing exercise forces you to think through all parts of your business. Putting together the financial model forces you to think about how to build a profitable business.

On the next issue of ‘The Case for a Business Plan’ we will be looking at Business Model vs Business plan, how they knit together to support your business.

Check <http://www.wsbdc.org/business-plans>; [www. http://online.businesslink.gov.uk/bdotg/action](http://online.businesslink.gov.uk/bdotg/action) for useful business plan templates

God bless, and remember ‘we are doing business God’s way!’

Eileen Agunsoye

Which famous leader made the statement “failure to plan is planning to fail?”
Answer on page 10.

This is your Season (Part 3)



Beloved,

It's so great for us to connect again at this medium.

In our first episode, we established the inevitability of changing seasons and concluded from the story we shared that we should not judge anyone by only one season of their life but that the essence of who they are, the pleasure, joy and love that come from such life should only be measured at the end when all the seasons are up. We also considered, in the last episode the season called WINTER. We concluded that we should not allow our winter season to define our eventual outcome in life. The lesson is to use that season to become stronger, wiser and ultimately better.

In this episode, we will be looking at another season - SPRINGTIME. As we are beginning to see an upturn in the weather, it is very important for us to key in to the significance of this season.

Springtime is indeed a season of **opportunities**. Is it not ironic that after winter comes springtime?. It is interesting that following the turbulence of winter comes the season of activity and opportunity at springtime. Days follow nights and expansion follows recession, this happens with reliable accuracy. It will always be like that and there is nothing anyone can do about it.

My brothers & sisters, the question for everyone of us is - how are we going to take advantage of

our season of opportunities? You remember the adage that says "Opportunity knocks only once". Whilst this is not absolutely true, we need to realise that it is a natural characteristic of springtime to present itself ever so briefly, the season of opportunity is usually brief. It is the season to enter the fertile fields of life with seed, knowledge, commitment and a determined effort. It is certainly not a time to linger, nor ponder the possibility of failure.

How you fare in autumn will largely depend on what you do in your springtime. If you fail to plant in springtime do not expect to reap in autumn. However, spring does not care if you sow or sleep, nor does it care if you plant abundantly or meagrely. It will not admonish you to plant nor will it warn you of the consequences of not planting. It will merely present itself as the time to take advantage.

To take full advantage of the spring, rid your soil of the weeds and rocks disguised as the opinions of those around you in the form of worry, doubt or pessimism. It is the fertiliser of faith and enthusiasm that will overcome the worst forms of bugs and weeds. For the husband, father, wife, mother or business person, springtime comes in the form of opportunity to do something different, something constructive and productive. Stop procrastinating and take action.

The act of planting during the warm breezes of spring requires that we exert the pain of human discipline otherwise there might be a pain of regret when harvest time comes. The only difference is that the pain of discipline weighs in ounces whilst the pain of regret is in tons. There is always an abundance of God's grace available as springtime – so take advantage. Get out of your comfort zone, go for it and the manifold grace of God will make your ways prosperous.

Until the next edition when we will look at another of the seasons, remember **WE ARE DOING BUSINESS GOD'S WAY**

Femi Oguntunde

Brain Teaser — Entrepreneur Word Search



BUSINESS PLAN
CREATIVE
CREDITORS
ENERGETIC
EXPERIENCED
INDEPENDENT

INTRAPRENEURS
LIMITED PARTNERSHIP
PARTNERSHIP
PERSONABLE
PROPRIETOR
SELF STARTER

SMALL BUSINESS ADMIN
SOLE PROPRIETORSHIP
TAKE CHARGE
WELL INFORMED

Winston Churchill during World War II

Please note articles in this Newsletter are for guidance only.