



## **DISCUSSION**

Look at these situations and imagine you are acting for each of these clients. What advice would you give about the best sort of business to form in each of these situations, and why?

- 1. You have a client who in his spare time has designed and set up a website selling hand-printed t-shirts. He has a job as well and does not want to give it up. He thinks of his website as a hobby as he only sells what he can produce.
- 2. Two brothers are buying an existing and successful restaurant not only the contents of the restaurant but its name and goodwill. The landlord of the property has agreed to grant them a new lease so that they can stay at the premises.

They plan to run the restaurant and work in it full time but they will need outside investors, as they don't have enough money to buy the restaurant on their own.

- 3. A group of four friends have decided to open a kindergarten together. They are all mothers with children of their own and some of them have primary teaching experience. They also want to offer the facilities to other children in the area and charge fees although the number of children they can look after will be 10 -15 maximum.
- 4. Some colleagues, who all work together as salesmen for a leading car manufacturer, have been offered the chance to take over a showroom, including the premises and stock, at a lower-than-market price. They have also been promised that they will receive redundancy payments to help them.
- 5. Your client is a successful businessman. He now wants to buy an existing chain of retail clothes shops and open some more in order to create a new high street brand. His investment would be substantial, but he wants to raise additional capital through offering stock, which would increase in value as the business expands and grows.