

Small Businesses Forced to Turn Down Work

Nearly half (49%) of small businesses have been forced to turn down work according to a poll by Virtual Assistant company asklilach Ltd. Some 175 UK small businesses responded to the poll hosted online on Ecademy, the social business network, earlier this month.

Results showed that 13% of respondents had turned business away because they didn't have enough time to do the work. Some 30% reported that they had turned down work because they didn't have the relevant expertise to do it.

Respondents also cited 'ethical' reasons, lack of staff, unrealistic demands and lack of trust or confidence in the potential client for turning down business.

Commenting on the results of the poll Lilach Bullock, Managing Director of asklilach Ltd, said: "Small business success relies on knowing when to delegate, collaborate with other businesses, outsource or pass business onto associates who might be better placed to carry out the work – reputation is everything.

Outsourcing as an option is not always considered by small businesses but can be an effective way to save time and money.

"If small businesses are playing tough with new business then that can only be a good thing – there is no point taking on a client who might cost the business money or doesn't fit the desired profile. Business support networks, however,

really must play a role to ensure that small businesses can make the most of genuine opportunities.”

The majority of respondents to the poll were from small businesses with less than 15 employees. Respondents covered a range of professions and included: graphic designers, solicitors, accountants, IT consultants, marketing consultants, financial advisers, photographers and copy writers.