

OPPORTUNITIES FOR SMALL TRADERS UNDER THE 2005 ACT

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DOING NOTHING ?

• **THE SUREST WAY TO GAIN NOTHING IS NOT TO CHANGE**

USING YOUR PERSONAL LICENCE

- ✓ Training for other people
- ✓ Working in other venue's
- ✓ Outside functions

EARNINGS FROM TRAINING

- All personal licence holders are empowered to train staff to the required standard and record that training
- Scotland has 4,000 venues where there is no other requirement for a P.L.H.
- Use the Servewise/City & Guilds handbook to make life easy.

WORKING IN OTHER VENUES

- Some Councils are already insisting on/ expecting a PLH to be on the premises at all times.
- Many venues have yet to obtain a PLH
- This creates opportunities for any PLH with available time to supplement income.
- Supervisory/Management rates start at £7.00 ph in specialist venue's

OUTSIDE FUNCTIONS

- Many Licencing Boards are already reviewing their policies to strengthen the required standards for occasional permissions.
- Charitable/fundraising bodies are amongst the thousands who will be totally unprepared for the requirements of the Licensing Scotland Act 2005- should these standards be fully applied.

BUSINESS DEVELOPEMENT

- ✓ Enter the family.
- ✓ Alcohol deliveries
- ✓ Opening outwith core hours
- ✓ Food service

ENTER THE FAMILY

- The new act states a desire to integrate families into suitable venue's
- The abolition of childrens certificates
- Create the right impression
- Watch out for rules on the under 5's

ALCOHOL DELIVERIES

- Off sales will cease at 10PM
- Can you deliver?
- Costs V Profits

OPENING OUTSIDE CORE HOURS

- Diversify to add sales & Profits
- Early mornings encourage sales and repeat visits
- Coffee – THREE TIMES the profit on beer
- Little additional staff costs

MEAL SERVICE

- Additional sales
- Drive up customer visits
- Plan carefully
- Reasons for families
- **UP TO 70% PROFIT.**

SIMPLE AND PROFITABLE FOODS

- SOUPS
- PANINIS
- BAKED POTATOES
- SANDWICHES
- **MAKE UP TO 80% PROFIT**