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## Question: Does the recession mean that now is a bad time to set up a business?

Harry Parkinson, Managing Director of Close Invoice Finance in Ireland

Not necessarily. On the face of it, starting a business in a recession sounds crazy. But provided you choose the right type of business and go about it in the right way, you can still succeed. And if your business can thrive in a recession, think how it will soar when the good times come again.

There are in fact many advantages to setting up shop in a recession including equipment and office space being cheaper, being able to hire more and better qualified people, and the tax incentives from ownership.

However, one of the major stumbling blocks for start-up companies in a recession is that they can find it extremely difficult to obtain finance. They tend not to have sufficient assets to provide security for traditional bank lending.

This is where invoice finance can offer a lifeline to start-ups who will be eligible for funding, not on the basis of their assets, but on projected monthly sales and net worth.

The central premise of invoice finance is that it allows companies to raise cash quickly and easily against their sales ledger, allowing the invoice/payment cycle to keep spinning without interruption.

So, my advice would be that if you have a good proposition which you can finance — and you have the drive, energy and passion — go for it!

For further information on Close Invoice Finance and our portfolio of products, contact us on 0800 220 257 or [info@closeinvoice.co.uk](mailto:info@closeinvoice.co.uk). [www.closeinvoice.co.uk](http://www.closeinvoice.co.uk) ●

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