Transition - Surveyor to Surveying Business Owner

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SUMMARY

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Objectives

The transition from a Surveyor working on the tools to being the business owner can be very exciting, and rewarding, if everything goes to plan. This paper firstly asks the question, why you want to be a business owner, and explores the major items for consideration. The discussion points are relevant for those contemplating starting a new business, buying an established business, and for those becoming a partner in their current place of employment.

Background

Some transitions come naturally and organically, it is just part of their DNA. If the environment is right, it just happens effortlessly. Other transitions require considerable amounts of work and don't always come easily. For a Surveyor transitioning to a surveying business owner, the first question is why? The paper discusses responses such as, "wanting to make lots of money" and "getting away from a toxic work environment" as not being good reasons in making the transition.

If the Surveyors intentions are sound, then the real work can begin on establishing a business plan and setting business and personal goals. Unless goals are set then there is no way of knowing if the business is successful. Success is not merely measured by the bank balance but by achieving your goals. This is particularly important to those Surveyors buying into an established business. If your goals do not align with those of the other partners, then you will never achieve true

success.

Conclusion

With a high rate of failure in starting any business, particularly in the first few years, the decision to pursue such a venture can only be taken after careful consideration. The potential of high profits and an enviable lifestyle will only come about by implementing a well thought out business plan, and adhering advice from seasoned professionals. Apart from the fundamentals such as obtaining a workspace and equipment, the transition from Surveyor to business owner requires knowledge on developing strategies, setting goals, developing their own identity and marketing their strengths, understanding financial documents and understanding what is a profit, learning how to manage and bring out the best in people, especially staff, and once this has been achieved, considering exit strategies.