

ADRIAN PREST - EXTRACARE SOLUTIONS LTD

“You need someone who has been there and done it with a lot of companies. Nick has that wealth of knowledge and experience.”

THE CHALLENGE

“When you’re running a rapidly growing business, no matter how many times you may have done it before, it’s good to know that you can call on people to help you when you need it,” says Adrian.

With his business partner Clive Parker, Adrian, who has extensive private sector property development and public sector procurement expertise, has established ExtraCare Solutions Ltd, a property development and advisory company specialising in developing extra care property schemes in the UK. With a target of a £30 million development pipeline per year, it’s potentially big business with excellent rewards.

THE SOLUTION

“Nick and I have been working together for around five years (he is a very easy person to work with) and with our growing company, which integrates elderly care and primary care in the UK, we have a successful and sustainable business model. Nick gives us commercial and financial expertise, which will help us to achieve our business objectives.

“Adrian is a pioneer and an optimist,” says Nick. “He and Clive have a fantastic opportunity to change the future of sheltered housing. I focus on where we want to get to with the business and how we get there, creating a business plan which guides us to this destination. It means understanding personal aspirations and ambitions and managing expectations.

THE BENEFITS

“Nick has helped us with the financial intricacies of setting up the new business, everything from establishing shareholder agreements, to cash flow management. We knew we were going to need more financial help when we set up and Nick has managed transitions and helped us to develop our own in-house financial expertise. He understands how tough it is for businesses to grow and succeed in challenging times, but with his support we’re riding the waves very successfully.

“He also knows exactly the right people who are indispensable to a growing business – on our own we might not be able to find them, so we can connect with them through Nick. I trust him to recommend the right people for us.”

For more information on ExtraCare Solutions please visit www.extracaresolutions.co.uk