

## **Frequently Asked Questions when applying to run a pub**

**I've never run a pub before, can I still apply?** Yes, definitely. We will suggest you complete a comprehensive training course on how to run a pub which includes your Personal Licence and Cellar Management.

**I've found a pub I like, should I visit it before getting in touch?** We encourage all applicants to visit the pub they are interested in as a customer in the first instance. A full viewing will be arranged after that.

**What happens after I've contacted Amanda?** Amanda will arrange to meet up either at the pub you like or at our Head Office in Henley-on-Thames. At this meeting you will be provided further info on the pub and you'll be introduced to Brakspear. You'll also be asked a few questions about yourself and your background so we can get to know you better.

**What if I just want some more information about Brakspear and haven't found a pub?** Make contact with Amanda, she is happy to meet and chat through working with Brakspear. She will help you to find the right pub for you.

**What agreements are available?** The majority of the Brakspear estate are tenancies with some leases and a small number of managed houses. With some of our larger tenancies, we can offer agreements whereby the rent is a percentage of the turnover.

**Where are the Brakspear pubs?** The majority are in the home counties, Oxfordshire, Berkshire and London as well as Brighton and the South coast.

**I haven't done my Personal Licence, can I still progress an application?** Amanda will still progress your application and advise you about the Personal Licence, you will have to have taken and passed the course and ideally completed your CRB checks before becoming a tenant. This can now be completed online through a variety of providers.

**Is there a full wet tie?** Our ideal situation is a full wet tie but you can decide to go free of tie on spirits and minerals for an annual fee. Amanda can supply the details.

**What are in-goings?** Amanda will provide you with a full breakdown for the pub you are applying for but in essence, the in-goings represent a security deposit, training contribution, two weeks rent in advance, the fixtures and fittings of the business, two weeks advance for the service charge, some working capital and an administration charge made by the local council to show you at the designated premises supervisor. With a tenancy, there is no premium for the value of the business.

**I haven't got the full in-goings, can I progress an application?** Yes, you can. We can sometimes offer a fixtures and fittings payback scheme for the right applicants.

**I have a poor credit rating, will this affect my application?** A credit check is done just before an offer letter is issued, you will need to be upfront with us and explain the



circumstances, as long as the issue has been settled we should be able to progress your application.

**Do I have to do a business plan?** Yes you do. The template is available to download (see the red buttons on the left).

**Who values the fixtures & fittings?** You should engage an independent valuer, Amanda will provide a list of preferred valuers, although if you already have one it's fine to use them as long as they are fully accredited.

**What income can I expect from running my own pub?** With a tenancy your income would be the net profit of your business. We will supply a shadow profit and loss account for the pub you are looking at which will give you an understanding of the income achievable.

