



# Case in Point

## Matt and Paul Studio

### Hairdressing salon in good trim

Hairdressers Matt Coles and Paul Hirst are cutting it in their own thriving salon, thanks to entrepreneur Lewis Wheeler and Business Link.

They decided to become their own bosses after 25-year-old Lewis, Matt's partner, spelled out the financial realities of working for someone else.

'I was able to demonstrate that they were taking home less than a third of the money they brought into the salon where they were employed,' said Lewis.

'They realised they could spend the rest of their careers working for someone else and not being able to provide for themselves properly in retirement. The alternative was to have their own business.'

Buying an existing salon in Ryde and completing a design make-over in record time, they opened Matt & Paul Studio in October 2007.



### Celebration time

'It was vital to set up the business really quickly to make enough money to cover our outgoings from day one,' said Lewis, who is the salon administrator.

### Business Link services

'We've made full use of Business Link's services, beginning when Matt and I went to a BBQ open evening for start-up businesses in August 2007.

That night we booked to see an adviser and the rest, as they say, is history.

The business link service is available locally and provides the information, advice and support you need to start maintain and to grow a business.

For more information call 0845 600 9 006  
or visit [www.businesslink.gov.uk/southeast](http://www.businesslink.gov.uk/southeast)





Business Link enabled us to make an informed decision on the formulation of the company itself. We used their interactive statement of employment tool to create the contracts for our five employees and we follow their code of practice for staff appraisals which helped us to make them an objective and productive process for all concerned.'

Now they are up and running they use the Business Link telephone advice line and the interactive tools on the website.

'We know that whenever we have a question about any aspect of running the business there is someone at Business Link who can point us in the right direction,' said Lewis.

### **Matt & Paul Studio was an instant success**

Within a few weeks the two stylists were fully booked at least six weeks in advance. By their fourth month they had paid their first VAT bill and taken on extra staff.

Lewis is delighted with the outcome. 'It was, without doubt, the right move to make and we are continually working to expand on our initial success.'

[salon@mattandpaulstudio.co.uk](mailto:salon@mattandpaulstudio.co.uk)

#### **Company overview**

Established in: August 2007

Sector: Hairdresser

No. of employees: 5

Turnover: £120,000

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