

Why You Should Look Ahead



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Quote of the month

**"PLANNING IS
BRINGING THE FUTURE
INTO THE PRESENT SO
THAT YOU CAN DO
SOMETHING ABOUT IT
NOW."**

Alan Lakein

Despite having the same number of days as seven other months in the year, how is it that January always feels like it's never-ending?

The month stretches on and on as you get back into the swing of things after a short break, and while February may be shorter, it is no less demanding.

Now that the January tax deadline is over, it's on to the next thing. The days are full, the pace quickens, and you're juggling deadlines, decisions and demands coming from every direction.

In months like this, relationships matter more than ever. Not just with clients and collaborators, but with yourself too.

Strong connections don't happen by accident; they're built through consistency, clear communication,

and small moments of attention.

A timely check-in, a thoughtful conversation, or simply delivering on what you promised can make all the difference when everyone is under the seemingly relentless pressure of today's business world.

This is also the point in the year when looking ahead becomes practical.

Spring may feel distant, but the demands it brings, particularly around tax and financial planning, are looming on the horizon.

Preparing early isn't about adding pressure to an already busy month; it's about reducing it. The more groundwork you lay now, the less reactive you'll need to be later.

Now is the time to create systems and develop relationships that can hold up under pressure.

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The Hidden Money Leaks That Hurt Every Business

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That includes giving yourself the clarity and headspace to make good decisions, rather than rushing from one obligation to the next.

In this issue, we're focusing on connection as a foundation for resilience: how maintaining strong relationships supports smoother workflows, why early preparation eases springtime stress, and how a little foresight now can protect both your energy and your business in the months ahead.

Wayne

When cash feels tight, most business owners look for big fixes.

More sales.

New clients.

A fresh marketing push.

And while those things matter, they often distract from a quieter problem that's draining your business every single month.

Hidden money leaks.

These leaks are hardly dramatic. They don't arrive as one big crisis. Instead, they drip away at your cash flow.

They add pressure, stress, and that familiar knot in your stomach when you check your bank balance. But, where do those leaks usually hide and how do you stop them?



The Silent Drain of Subscriptions and Software Creep

Subscriptions are one of the biggest culprits. Software you signed up for during a busy phase. Tools you *might* use again one day.

Platforms that once felt essential but now sit quietly in the background, billing you every month.

This is Software as a Service creep. One small monthly fee doesn't feel like much, but ten or fifteen of them add up fast. And because they're automated, they're easy to ignore until cash gets really tight.

A simple subscription audit, literally listing every recurring payment and asking "do we still need this?", can uncover hundreds or even thousands of pounds a year in wasted spend. That's not cutting corners. That's taking back control.

Low-Margin Offers That Keep You Busy but Broke

Not all revenue is good revenue. This is a hard truth that many business owners learn the stressful way.

You might have offers that on the surface sell well, keep you busy, and look healthy, but once you factor in your time, delivery costs, and

The Hidden Money Leaks That Hurt Every Business

overheads, they barely make a profit. Or worse, they quietly lose money.

These low-margin offers often survive because they feel “safe” or familiar.

But they can drain your energy and your cash, leaving you exhausted and wondering why working harder isn’t translating into financial relief.

Sometimes, improving cash flow isn’t about selling more; it’s about selling smarter.

Unused Assets Sitting Right Under Your Nose

Many businesses are asset-rich without realising it. Equipment that’s rarely used. Office space that’s half empty. Skills or expertise you no longer actively sell.



Unused assets are money sitting still. And when cash is tight, money that isn’t working for you adds unnecessary strain.

Ask yourself, could something be sold, rented out, repurposed, or packaged differently?

Even small changes can create breathing space and reduce the pressure to constantly chase new income.

Why These Leaks Hurt More Than You Think

The real damage of money leaks isn’t just financial. It’s mental. They create a background of stress.

That feeling that no matter how hard you work, there’s never quite enough left at the end of the month.

And when you’re under that kind of pressure, clarity disappears. Decisions become reactive. Confidence takes a hit.

But here’s the reassuring part: fixing leaks is often simpler and faster than growing revenue.

It doesn’t require huge risks or long hours. It requires honesty, attention, and a willingness to look closely at where your money is actually going.

Small Fixes, Big Relief

Plugging these leaks won’t solve every challenge overnight. But it can ease the constant squeeze. It can give you back a sense of control.

And that shift, from feeling overwhelmed to feeling informed, is powerful.

Because when you know your numbers, trim the quiet waste, and focus on what truly supports your business, you’re no longer just surviving.

You’re creating space to think, plan, and lead again.

Delegation in 2026: What Business Owners Should Stop Doing Themselves

Running a business shouldn't feel like spinning plates while sprinting uphill.

Yet so many business owners are still doing *everything* themselves, not because they need to, but because they always have.

Answering every email.

Chasing every invoice.

Posting every update.

Wrestling spreadsheets at midnight like it's a badge of honour.

It's not. It's burnout with a productivity filter.

Delegation in 2026 isn't about letting go of control. It's about letting go of the *wrong* work, so you can focus on the parts of your business that actually need you.

Here's what business owners should seriously consider delegating.

1. Admin That Can Be Automated (Yes, All of It)

If you're still manually creating invoices, chasing payments, logging expenses, or filing documents, it's time to step away from the keyboard.



Modern accounting software, expense-tracking apps, and automation tools can handle this quietly in the background. Invoices send themselves. Reminders follow up. Receipts get captured as you go. No late nights. No "I'll do it later" pile-ups.

Your job isn't to be the admin department. It's to make decisions.

2. First-Line Customer Queries

Not every email needs your personal touch. In 2026, AI tools can handle FAQs, booking requests, order updates, and basic customer support faster (and often more politely) than you can at the end of a long day.

Chatbots, help desks, and templated responses don't replace human connection; they protect it. You stay available for meaningful conversations instead of answering the same question for the 47th time.

3. Social Media Posting and Scheduling

If you're still logging in daily just to post something "so the algorithm doesn't forget you," that's a drain on your energy.

Outsourced marketing teams can help generate captions, repurpose content, schedule posts in advance, and manage engagement and comments.

You still set the tone and direction, but you're not chained to your phone.

4. Data Entry and Reporting

Copying numbers from one place to another is not leadership. It's legacy busywork.

Automation tools now sync data across platforms, generate reports, and surface insights without you touching a spreadsheet.

And when you do need interpretation? That's where your brain is best used, not filling in cells.

Delegation in 2026: What Business Owners Should Stop Doing Themselves



Graphic design, website tweaks, bookkeeping, email marketing, systems setup – contractors can often do these faster, better, and without the emotional load you carry when it's "just one more thing."

Your time is more valuable than being the backup plan for everything.

Delegation Is the Upgrade, Not the Risk

The biggest shift business owners need to make in 2026 is this. Delegation isn't a cost, it's capacity. Every task you hand off buys you time, clarity, and headspace.

Space to think.

To plan. To rest.

To grow.

You didn't build a business to be its most overworked employee. You built it for freedom, flexibility, and a life that feels sustainable. Let the tools work.

Let the systems carry their share. And let yourself step into the role only you can do.

5. Tasks You're "Good Enough" At (But Don't Love)

This one's uncomfortable. If you're doing tasks simply because you *can*, not because you *should*, they're prime delegation candidates.



Our series of free eBooks will provide you with the support, advice and insight to tackle those issues in your business that keep you awake at night, helping you to start moving your business towards what you want it to be.

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Who Said Running a Business Had to Be Lonely?

How many times have you heard the phrase, “You’re so lucky working for yourself”?

Let’s be honest. From the outside, business ownership looks exciting. You’re the boss. You set the vision. But behind the scenes, it can feel surprisingly isolating.

When you’re the decision-maker, it’s easy to keep everything in your head. The worries. The what ifs. The doubts you don’t want to voice.

But silence has a way of amplifying your stress. Problems feel bigger. Decisions feel heavier. And suddenly, you’re not just running a business, you’re carrying it.

Connection breaks that pattern. The moment you talk things through with someone who gets it, the pressure eases. You realise you’re not behind. You’re not failing. You’re just human.



Community Creates Perspective

In a supportive community with others who just *get* it, you hear stories that sound a lot like yours.

The slow months.

The imposter syndrome.

The wins that felt smaller than expected and the challenges that felt enormous.

And that’s reassuring. It normalises the ups and downs and reminds you that success isn’t linear.

A community also challenges you. Hearing how others approach pricing, boundaries, or growth can spark ideas you wouldn’t necessarily reach on your own.

With them you stop feeling stuck in your own head and start seeing new possibilities.

Networking Doesn’t Have to Be Daunting

If the word “networking” makes you think of forced small talk and lukewarm coffee, you’re not alone. But real networking isn’t about collecting business cards. It’s about building genuine relationships.

Simple routines help. A regular

breakfast group. A monthly industry meetup. A standing coffee with someone a step ahead of you.

These small, consistent connections build trust over time. And trust is what turns acquaintances into allies.

The key? Show up as yourself. Curiosity beats pitching every time.



Accountability Partners Keep You Moving

Admit it, how many times have you said you’ll do something, only to push it aside to complete at a later date?

When no one’s watching, it’s easy to put off the hard things. But that’s where accountability partners come in.

Who Said Running a Business Had to Be Lonely?

An accountability partner isn't a boss or a critic. They're someone who checks in, asks the right questions, and helps you stay focused on your goals.

You set intentions together. You follow up. You celebrate progress and course-correct when needed.

Knowing someone will ask, "Did you do that thing?" is surprisingly motivating and comforting.

Connection is a Business Skill

We tend to treat connection as optional. A "nice to have" once the work is done. In reality, it's essential infrastructure.

Just like cash flow or strategy, relationships keep your business healthy.

When you're supported, you make better decisions. You recover faster from

setbacks. You enjoy the journey more.

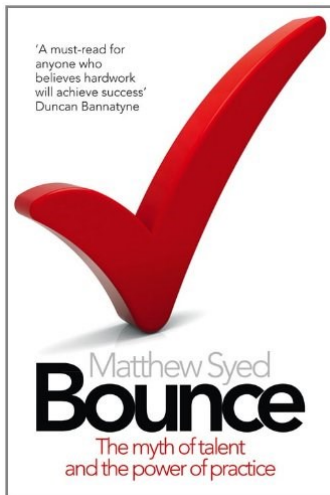
So, build your circle. Find your people. Speak things out loud. Because contrary to popular belief, business ownership doesn't have to be lonely.





Sharpening the saw...

The tagline for the book **'Bounce'** by **Matthew Syed** is 'How champions are made', which sets the tone for a book dedicated to searching through academic literature, and engaging with top professionals, in an attempt to determine the causes of elite performance.



Syed, is an ex-International table tennis player and now writes for The Times, amongst others. His interest in the topic of elite performance, athlete development and the 'talent vs practice' debate has obviously stemmed from his personal experiences in life and

sport. This enables him to write in a way that is personal, while at the same time always ensuring his points of view are backed up by research. It makes for a very engaging book and style of writing.

Syed splits the book into three main sections;

1. The Talent Myth

In this section Syed tackles the myth of natural-born talent and aims to convince us that it is practice rather than talent that creates elite performance. For example; the top athletes have completed more hours of practice than their lower skilled peers.

2. Paradoxes of the Mind

The second section is even more interesting as Syed tackles directly the effects of personal belief systems of elite athletes. This is really a huge section on the psychology of top sports performance.

This section is filled with interesting and useful insight into the mind of a champion. The key take away lesson seems to be that a belief in your own ability to perform is vital for success. Even when totally illogical, based on better reason, a player must believe they can win.

3. Deep Reflections

In the final section, Syed looks at three other 'hot-topics' in current sport science academia.

- A brief overview of perception and attention and their advancement/limitations.
- An overview of the debate surrounding doping in sport from a sociological or philosophical point of view.
- A look at the genetics of top sports performers.

Definitely worth a read after some inspiring performances at the Winter Olympics.



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