



# Get Clear On The Details: Working with a Business Partner

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Are you a one man band or a two or three man band?

(You can actually go up to having 5 people working in your care company without needing to be registered with CQC as long as they are all self employed)

Our BIGGEST USP is the fact it is only ever Cheryl or I that walks through that door.

- Don't have to worry about getting to know loads of people.
- A more reliable service as we can cover for each other for sickness, children sickness and holidays.
- Work can be more varied as we can take on more work.

But it does also mean that we need to attract twice the amount of work as we need to pay for two people's wages.





## Business Partner Pros

You can provide a more reliable service

Last minute sickness can be covered and not effect your clients service

You and the people you support, can have a change of face so work is more varied

If there is a job that becomes too much as people's needs change, between two people it is a lot easier to manage


## Business Partner Cons

People may expect you to cover each other as there are two of you but thats not always possible

You need to trust this person 100% that they will turn up and work hard like you do

You need to have the same work ethic

You need to bring in twice the amount of work to cover both of your wages







## Business Partner Pros

You have someone to talk to that really understands what you are saying

You are able to have more time off as the other one can cover.

You can be more flexible with the service you deliver as you have two people's availability rather than one.

It's more fun when working with a friend

## Business Partner Cons

You will need to communicate regularly about clients needs so that you are both up to date

When factoring in additional visits and needs, you need to plan your diaries together





It depends on your life and the people you know as to whether working with a business partner is for you or not.

It is something you can consider later down the line as you grow your reputation and get to know more people.

We provide a better and more reliable service because there are two of us.

But again, it suits our lifestyle as we both have young families, which means it's not only our health that might make us not be able to work!

The hope is also that the Professional Carers Network will grow to a size where you will be able to make Carer Friends locally and you may decide to work together. Or you would have someone you could rely upon to help cover you when you are unable to work.



## Side note..



When we first launched our care service, we had A LOT of people want to come and work for us.

But if the same happens when you launch, they could be a source of people to meet that may work out as a good business partner.

Ultimately, choosing to work with a business partner or not, is just another detail you should consider when building your business. It is your business, you are the boss, you make the decisions, do what is best for you!

