

business
for sale



Date: **7th December 2024**
Business Reference: **36886**

About the Business:

Well-established College & Skills Development Institution. Vaal Area. HWSeta and QCTO Accredited.

A well-established College and Skills Development Institution in the Vaal Triangle. Owns various HWSeta and QCTO Accredited courses in the Health and Welfare sectors. This business can grow into campuses/branches in Johannesburg and Pretoria areas using current Accreditations very easily.

Well-established College & Skills Development Institution. Vaal Area. HWSeta and QCTO Accredited.



Sector: **Services**

Asking Price:

R 750,000

Monthly Profit:

R 49,690

Asset Value:

R 352,500

Stock Value:

R 0

Yearly Net Profit :

R 596,276



Business Report

Fully describe the business's activities?

College and Skills Development Institution offering various HWSeta and QCTO Accredited courses in the Health and Welfare sectors. Manager in place.

How does the business operate on a daily basis?

The owner oversees the operational and academic side of the college. There is 1 x Admin Manager and 1 x Receptionist who also does other tasks.

How are the clients attracted to the business?

The college is active on Facebook which has proved very successful for attracting new students. They also attend Career Days at schools and expo's. Good old-fashioned flyers are also used at times.

What competition exists?

There are two other schools in the area that offer QCTO-accredited courses but they are not really competition.

Are there up-to-date Management Accounts available?

Yes, there are up to date management accounts.

What percentage of the business is cash/credit?

The students pay a registration fee of R4 500 once-off and then pay R2000 per month spread over the year. This includes tuition, all materials required as a uniform.

How could the profitability of the business be improved?

With the correct capital injection the business can open more campuses in different areas and attract many more students.

Give a breakdown of staff/ functions/ length of service?

1 x Manager
1 x Receptionist who also does other tasks.
1 x Full-time Facilitator.
1 x Part-time Facilitator.
Other Facilitators brought in as needed per course.

Do any have management potential?

Yes. Can be discussed with the owner.

How involved is the Owner in running the business?

The owner is involved in the business on a daily basis.

When does the current lease end?

The current lease ends in October 2025.

What are the trading hours?

Monday to Thursday: 8.00 am to 4.00 pm.
Friday: 8.00 am to 1.00 pm.

Do you require a licence?

HWSETA and QCTO Accredited courses which are worth their weight in gold if you have ever had to work with these organisations to get accredited!

What are the main assets of the business?

Training Equipment, Office Equipment, College Desks, Computer Equipment.

Which assets are on lease/HP and with whom?

All assets are fully paid for.

Strengths?

QCTO and HWSETA Accredited course already in place with more about to be granted. All the paper-work and legwork is already done! Good student base. Excellent pas rate. Has been operating successfully for 8 years. Good reputation in the market-place of students being able to be employed once studying is completed - Department of Health, Private Clinics, Hospitals.

Weaknesses?

Lack of capital to grow into Johannesburg and Pretoria markets and even further afield utilising the current QCTO and HWSETA Accredited courses.

Opportunities?

Opening of campuses/branches in Johannesburg and Pretoria utilising the current QCTO and HWSETA Accredited courses. Offering of a full Nursing Accreditation, other QCTO courses and also Health and Safety courses.

Threats?

Normal economic conditions.

What is the reason for the sale?

The owner wishes to retire.

Why is this a good business?

The business is well-established and is able to grow exponentially very quickly into further campuses/branches utilising its current QCTO and HWSETA Accreditations. A good student base showing good profits will assist with the growth.