

Successful Pubs And Inns - , Tony Lyle

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Successful Pubs and Inns plots a clear course towards successful innkeeping. It is intended for professionals already within the business and for those considering a licensed trade career. It will be of particular help to anyone considering leasing or purchasing a pub or inn. It is jargon free and written in an easy-to-read style. It can easily be used as a reference book as each chapter covers a particular aspect of the trade. There are over 50,000 pubs and inns in the UK, which are either managed directly by brewers/pub owning companies or by self-employed tenants, lessees or by owners of free houses. These latter groups have become increasingly important due to recent changes in legislation and market conditions. This book will appeal to existing and potential licensees, especially those who find themselves solely in charge of their business. It will be of great value to anyone contemplating leasing or buying a pub or inn, with its clear message on initial selection and evaluation. The authors between them have considerable and relevant experience in pub operations and the brewing industry. Michael Sargent, after a career in marketing, ran a successful inn before moving into managing groups of pubs and becoming a director of a pub operating company. He is now a full-time business councillor specializing in the licensed trade. Tony Lyle has had considerable experience in senior roles in the licensed trade with responsibilities throughout the 1980s for large groups of pubs totalling well over 1,000, both tenanted and managed. He set up his own consultancy company in 1991 and is also a founding director of Inn Performance Ltd, a specialist pub accountancy company. - Caterer & Hotel Keeper, September 1994

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