

# A business proposal for selling motorcycles commerce essay



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A concern becomes successful when it is taken into the following measure. Leehan pvt Ltd is a good established concern that is turning and seeking enlargement. This is a rare concern chance that many have grown to pay much attending to. Leehan pvt Ltd squad is making its best to force some of its ends into a world and among its attempts included making a market research and analysis to spread out the concern. Leehan pvt Ltd did a market research among them, fiscal analysis to see its returns. The study indicated that its net income border is something to travel by. Harmonizing to the selling research the Leehan pvt Ltd realized that, this is a good market niche to get down the concern of scooters, electronics and furniture to sell them to clients and holding researched and got the attending of a local funding company, Maldives Finance and Leasing Company, which provided to intercede and work with us by supplying the clients of Leehan pvt Ltd with finance if they buy goods from Leehan pvt Ltd. The scheme is good planned and when we are acquiring net incomes from this concern the financial company will besides acquire its portion, hence it will be two manner and both companies will be deriving from this concern trade. There is a good market even though there is a small competition. Establishing on the consequences of the research, the Leehan pvt Ltd is prepared to come up with an effectual selling scheme to force the concern beyond that of rivals. Leehan pvt Ltd will be based in the South Province where it is already good known. Harmonizing to Leehan pvt Ltd extended research, it realized this topographic point has the best market potency for the concern. The entire population of the state is a sum of 25, 495 male and 13, 685 female. This amounts to a entire ratio of 86. The research besides gave an indicant that,

the entire labour force histories to about 9734 with a engagement of 59. 8. There is besides unemployment rate of 28. 6 % . The Leehan pvt Ltd besides embarked on a study on the market needs of the occupants of this state. The consequences indicated that, most people in the part are used to driving scooters since, the impulsive country is comparatively little.

As Leehan pvt Ltd seeks to spread out, it has come up with a new attack where we want to affect a 2nd party. Leehan pvt Ltd has the ability to put, but seeking the aid of a reputable fiscal company, will set the company, Leehan pvt Ltd, in a better place. This is based on the ends Leehan pvt Ltd has already set as a company and it hopes to carry through shortly. By affecting a fiscal company, Leehan pvt Ltd is certain that, it is non the lone 1 who will be profiting in this whole thing. Leehan pvt Ltd has done research, and establishing on the research it besides found out that, the fiscal company will besides hold a bigger portion of it. Leehan pvt Ltd is guaranting the finance company that this is a good thought out program solemnly meant to accomplish a benefit that is common.

Leehan pvt Ltd has identified Maldives Finance and Leasing Company as a suited company to spouse with. Due to the fact that, most people prefer easy payment buying. Leehan pvt Ltd prefers to seek fiscal aid from Maldives Financial and Renting Company to help their clients make their buying easy. The income for the Leehan pvt Ltd stands at about MRF 10000/- . The function of the Leehan pvt Ltd will be to stock the goods so, when clients come, it will guarantee that all paperss are put into inside informations.

These are the inside informations that Leehan pvt Ltd will avail to the Maldives Finance and Leasing Company for the interest of fundss. This is a <https://assignbuster.com/a-business-proposal-for-selling-motorcycles-commerce-essay/>

really effectual program and Leehan pvt Ltd does non merely hope but believe that it will be a successful program, therefore Leehan pvt Ltd will acquire the payment about instantly from the Maldives Finance and Leasing Company. In this instance the clients will subscribe a contract with Maldives Finance and Leasing Company to unclutter their payment within an in agreement period of clip which will be between two to three old ages.

After entering all the information and inside informations that are provided by the client, Leehan pvt Ltd will direct the paperss to MFLC for rating. After blessing by MFLC, they will outline an understanding with which Leehan pvt Ltd will subscribe it and direct it back to MFLC, after which MFLC will direct Leehan pvt Ltd a papers of petition to let go of points as ordered by the client. Once the points are released, MFLC will direct the money in check to Leehan pvt Ltd upfront. Harmonizing to this payment attack, payment to MFLC will be on a monthly footing via a bank check which will be collected from the leaser until the terminal of the contract. In some cases, the check may be returned in cases where one of the clients have non been doing the payments as required or non at all, in this state of affairs Leehan pvt Ltd has an alternate action, it will hold to help them to acquire their payment back to MFLC this is because they will non be personally showing in this part which is the southern province. it will do certain that it assists the clients to pay.

Maldives Finance and Leasing Company will likely inquire how this will be possible. Since they will non be personally showing in the South state, Leehan pvt Ltd has proper ways in topographic point to acquire the money. This should non be a point of concern to the Maldives Finance and Leasing Company at all ; this is because before the client will subscribe a contract,

there are some deductions they have to hold with referring payments. For case, besides them paying for the goods they besides have to supply the inside informations of people who will be held accountable for payment on their behalf including bespeaking some of their assets that will be capable to payment.

This concern partnership is expected to boom within two old ages, since the concern scheme involved has ne'er been tried before. There is a good designed operation program that runs throughout the whole twelvemonth. Harmonizing to the Leehan pvt Ltd research, it has weighed the possibilities of this occurrence and the consequences indicated that the chance is 80 % . The 20 % involves hazards and an uncertainness which is believed to be normal in any sort of concern association. The Leehan pvt Ltd end is to go the lone company which can supply fiscal support on behalf of the Maldives Finance and Leasing Company in the South state.

The concern will endeavor to capture a bigger market portion through selling runs which the concern is expecting to get down instantly ; this is in a command to make consciousness of the payment options. Leehan pvt Ltd will besides come up with a set of marketing assorted variables, bespoke to capture an awaited market section. Leehan pvt Ltd concern will be established near estates, offices and residential topographic points where clients can easy derive easy entree to it. This is where the concern selling squad will place the company, Leehan pvt Ltd, strategically. Motorcycle, furniture and negatrons are chiefly household and office stuffs that, most people can non make without, these are day-to-day necessities that people

need. A good index that makes Leehan pvt Ltd goods different from the rival & A ; acirc ; ^™s lies in the quality and efficiency of bringing to its clients.

Since the Maldives Finance and Leasing Company is willing to give 10000-50000 monetary value scope. It means that our chief focal point will be the other company & A ; acirc ; ^™s staff and civil retainers. These are people we anticipate will subscribe contracts with their employers. We besides expect that, they are able to set up for us to subtract the sums collectible to the Maldives Finance and Leasing Company. The concern hopes to capture a good figure of such companies in the part.

Leehan pvt Ltd will choose a squad of sellers, fiscal directors and hearers, since this concern is look forward to turn the direction squad will besides go on to turn with clip. The concern will come up with steering rules that will steer the direction squad towards accomplishment of ends. The squad will besides hold a set of regulations and ordinances that governs the company. This is a manner of making peculiarity of Leehan pvt Ltd concern from that of rivals. This is to the full the duty of the selling squad which the concern to the full trusts to do a good determination.

The first twelvemonth of the concern will be efficaciously planned for, Leehan pvt Ltd is cognizant that the initial phases in this attack will be disputing. To work out this job, proper fiscal planning and operational planning will put the concern on the right footage, it all boils down to how much attempt is dedicated the Leehan pvt Ltd is willing to pass. On our side, we have made all the necessary readying through a squad of qualified forces. The effectivity of the readying forms a strong background

development for a fruitful association with the Maldives Finance and Leasing Company.

Despite some of the success factors that, both Leehan pvt Ltd and Maldives Finance and Leasing Company hope to hold, we believe that challenges are at that place. The chief challenge include ; competition, inadequate client truenesss, fiscal crises and unequal promotion. Challenges in a concern are a footing for deriving strength and finding, with good planning, good schemes and a dependable human resource direction ; we believe that, both the fiscal company and Leehan pvt Ltd will accomplish their ends and we as a company are ready to face and trade with any of these challenges.

Leehan pvt Ltd will besides develop a good relationship with its clients. This will be made possible through a good client attention section in topographic point to supervise all clients jobs and happening ways of work outing them in a just and merely mode. Leehan pvt Ltd will besides pattern good promotional activities and maps such as after gross revenues services and offering sensible price reduction. Leehan pvt Ltd is optimistic that this new attack will travel harmonizing to program. I believe through the Leehan pvt Ltd background research on all the possibilities, the concern will give fruit. The schemes that the concern anticipates seting in topographic point are alone from that of rivals. The market niche is bigger as apparent in market research and computation of net income border. Although there are many hazards involved in such an attack, the hazards are moderate hence, manageable. There are a batch of steps that Leehan pvt Ltd has considered among them constitutions of regulations, guidelines and policies that Leehan pvt Ltd clients will be briefed on. This is in a command to guarantee that the <https://assignbuster.com/a-business-proposal-for-selling-motorcycles-commerce-essay/>

whole procedure is made formal. These will organize a footing for the clients and the Maldives Finance and Leasing Company to be in understanding.

The inquiry that, Maldives Finance and Leasing Company would likely inquire itself, is why our company? Merely to shadow visible radiation on this of import inquiry is that, the Leehan pvt Ltd has been in operation for rather sometime. This being the instance, it has had its fare portion of experiences that we deem a strong point. Leehan pvt Ltd concern is good known in the South part, it has a good figure of clients both existent and possible. Leehan pvt Ltd is financially stable and seeking to stretch its wings to greater highs. It is made up of a good squad of employees with relevant competences.