

BUSINESS XL FORWARD FEATURES LIST 2011

Please note this list is subject to change as we respond to newsworthy events or trends that emerge during the year.

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FEBRUARY 2011

LEADERSHIP

The Power Top 50

Business XL's unique annual ranking of the most influential serial entrepreneurs and investors in the UK

FINANCE

Credit control

A business's ability to collect the money it is owed can mean the difference between survival and disaster. We get entrepreneurs' top tips for dealing with the worst debtors

EXPANSION

Global expansion on a shoestring

You don't need an expensive overseas office to benefit from trade with fast-growing regions. We look at smart, cost-effective ways for companies to expand internationally

STRATEGY

From prospect to customer

There's a multitude of theories about how to organise a sales team, but what really makes the difference? We talk to CEOs and owner-managers to find out

REGULARS

FAVOURITE BUSINESS TOOLS

The IT, sales, HR and finance tools you can't do without

TRAILBLAZERS

Profile of a serial entrepreneur or business icon

WHAT I WISH I'D KNOWN WHEN I STARTED

A business leader reflects on what they'd have done differently with hindsight

BUSINESS BULLETIN (front section)

News, Object of Desire, Business Diary, The Next Big Thing, Going Places, Headline Numbers, What They Said, What I'm Reading Now, Economic Insight, Rising Star

DEAL ZONE (back section)

The latest deals and hottest news in venture capital, private equity, AIM and PLUS

MARCH 2011

FINANCE

Becoming an angel

Many successful entrepreneurs go on to become business angels, but how successful are they as investors? We find out how to make it work

STRATEGY

Killer brands

In a crowded market, branding is essential to make customers choose your products over someone else's. What can SMEs learn from the most successful brands ever?

EXITS

Pulling off the perfect MBO

We talk to investors, ambitious management teams and vendors about how to make management buy-outs work

FLOTATION

The Quoted Company Awards

Full coverage of this awards ceremony which recognises the best companies and CEOs in the small-cap space, complete with interviews with the winners

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APRIL 2011

FINANCE

Going public through a reverse takeover

Cash shells purport to offer an easy route to market, but making reverse takeovers work can be tricky. We report on exclusive research into cash shells on AIM and PLUS-quoted

STRATEGY

Boost your business brainpower

Does an MBA give you the edge in business, and if so, how do you go about choosing the most appropriate course to fill the gaps in your skill set? *Business XL* investigates

LEADERSHIP

The Rosenblatt New Energy Awards 2011

We meet the winners of this annual awards ceremony, comprising the most exciting entrepreneurs and the most successful investors in cleantech

EXPANSION

More than just Northern grit

We look at clusters of high-growth, innovative companies in the North of England and find out what the region offers to ambitious entrepreneurs

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MAY 2011

FINANCE

Growth company goldmine

Venture capital trusts have more than £1 billion to invest in growth companies. *Business XL* reports on exclusive research into VCTs and talks to the main players in the market

STRATEGY

Profit from austerity

A year on from the election, the coalition's spending cuts are beginning to bite. We look for ways businesses can make money out of the government's need to save it

LEADERSHIP

Chancing it all

Five CEOs and owner-managers discuss the riskiest decisions they ever made and explain how they worked out

FLOTATION

The Growth Company Awards

Voted for by companies themselves, these awards recognise the best professional advisers in the game. We talk to the winners

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JUNE 2011

FINANCE

The dos and don'ts of getting bank funding

The secret to getting your bank to say “yes”, together with an examination of the alternatives out there if it says “no”

EXPANSION

New stars of Silicon Roundabout

David Cameron wants to recreate Silicon Valley in East London. We meet some of the ambitious businesses helping to bring that dream closer to fruition

LEADERSHIP

Entrepreneurs with a social mission

Many owner-managers run their businesses for reasons other than personal glory and turning a profit. Five CEOs explain why they want their business to be a force for good

STRATEGY

Bringing in the consultants

Consultants and entrepreneurs seem strange bedfellows. But can professional troubleshooters really add value to a business?

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JULY/AUGUST 2011

FINANCE

The big guns of venture capital

A breakdown of who has most money to invest in ambitious companies by deal size, looking at the most active players in seed funding, early-stage and growth capital

LEADERSHIP

Choosing a number two

There comes a time for every entrepreneur when they need a trusted right-hand person to help them take their business to the next level. But how do you find the right person?

STRATEGY

X-rated offices

From time-wasting office politics to the legal perils that could destroy your business, we find out how to manage problems in the workplace

EXITS

After the sale

There are many ways to enjoy your wealth after making your millions. Five successful entrepreneurs talk about their life post-exit

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SEPTEMBER 2011

LEADERSHIP

The *Business XL* Fast 50

Our unique annual research into the fastest-growing companies in the UK, supported by data from Companies House and interviews with CEOs and founders

FINANCE

Debt, equity and everything in between

Never mind how you're going to get funding, what should you be asking for in the first place? We look at how to determine what type – and amount – of finance you need

STRATEGY

Economic outlook

Four years on from the bailout of Northern Rock, experts assess how far the UK has recovered from the credit crunch and to what extent it has changed business for good

FLOTATION

The shareholders are revolting

We look at potential causes of shareholder rebellions, how to preempt them, and what to do if you are faced with trouble from within

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OCTOBER 2011

FINANCE

21 ways to boost your cash flow

From factoring and invoice finance to changing the way you're selling, *Business XL* presents a plethora of bright ideas for easing money worries

EXPANSION

The final frontier

Scratch beneath the surface, and there are many African nations with stable governments and increasingly wealthy populations. We pinpoint the best opportunities for UK SMEs

STRATEGY

Encouraging intrapreneurs

Yes, it's another bit of business jargon, but the idea of boosting entrepreneurial zest within your workforce is a good one. We look at how to go about doing it

LEADERSHIP

Meet the parents

What's the secret to a successful working partnership with your parents (or children?) *Business XL* meets families who have made it work

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NOVEMBER 2011

STRATEGY

The UK's most innovative companies

From life-changing products to disruptive technologies, *Business XL* tracks down the most groundbreaking businesses in Britain

FINANCE

High net worth individuals: myth and reality

In recent years, private investors have been regarded as the saviours of growth company funding in the UK. But who are these people and how much money is really out there?

LEADERSHIP

Investor AllStars 2011

Full coverage of the Oscars of the venture capital community, now in its 11th year, as the winners reflect on their achievements

EXPANSION

Going for gold

The London Olympics will create unprecedented opportunities for companies throughout the UK. We talk to the entrepreneurs winning the race for new business

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DECEMBER 2011/JANUARY 2012

FINANCE

Directors' Pay on AIM

Last year, pay freezes were the order of the day for growth company executives. So is remuneration on the up? Exclusive research reveals all

EXPANSION

The first step

Whether it's opening another UK office or making that first move overseas, we look at how companies faced that initial expansion hurdle and find out what mistakes to avoid

LEADERSHIP

Tapping big business talent

Bringing in corporate types from big companies could take your business to the next level. Equally, they could be like fish out of water. So how do you make it work?

STRATEGY

Greener distribution

Cut costs, save the environment and improve your image among eco-conscious consumers with *Business XL's* guide to greening your supply chain

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