BUSINESSTIMES

topic:

How can I afford to optimize my growing space?

advice:

When your organization grows, whether through headcount or revenue, or both, you may find yourself in need of affordable furniture options to keep up with that growth.

There are some options for affordably optimizing your space:

- 1. Establish a budget. As your business grows, you'll want to have a budget in mind. A budget will help you plan accordingly, so as your needs change, you can anticipate what you'll spend beforehand and not be caught off guard with unforeseen expenses.
- 2. Consider alternative financing options. There are some furniture buying options such as rentals, leasing or financing that you may want to explore. These choices provide benefits to your business that can grow and flex with your operation.
- **3. Seek out contract prices.** Often there are pre-negotiated contract prices with many furniture manufacturers that professionals have access to that may not be available with regular agreements. By taking advantage of contract prices, it can drive down the cost to the end user, saving you money in the long run.

There are many financial considerations as your business grows; the cost of furniture shouldn't prohibit you from doing so. It's important to keep not only the above in mind, but it's important to develop your own set of questions, too.



DOUG WILLIAMS

VP, Sales Continental Office

dwilliams@continentaloffice.com 412.326.2121

