
From:
Sent: 13 June 2013 19:12
To: Pubs Consultation Responses

1119.

To whom it may concern.

Enterprise overall have been good to work with. The overall freedom is very different from a free house and for people with no experience it does provide a framework and support.

For people who do show proven success I feel that compromise options to offer complete Free trade after a period of time which is realistic (and not designed to make it so you cant get to that point) would solve a lot of negative press/ comments. Treating each tenant as an individual and providing them a service which helps them. It is clear when looking at the price difference between tied and free trade how differently you can operate as we'll as the limitation in stock options. This may also help in keeping publicans for longer periods of time. If the tenant doesn't show the skills / results they don't get the option. Incentives are widely used and could be a great option with the ETI model.

Having said that. I signed the deal and were aware that that deal would not change for us. Just because we work hard (up 500%) we don't expect you to say yes if we approached you with a complete FOT proposal. You have to work together and to the original rules. The way it is you have to run in a way that allows both parties to be financially successful . The initial financial requirement is lower than free trade with ETI so when first starting out it allowed us to focus any other finances to the property itself.

I also have a free house. We are able to operate that house using all of our skills and judgment. With ETI we are limited.

We will continue to work with ETI as we have at this time a good working relationship. Lets face it everyone would like a deal which suits them . We have spoken about the fact that we find relationships seem to fail when the tenant expects ETI to change the deal for them.

Sent from my iPad

On 12 Jun 2013, at 17:15,

[@enterpriseinns.com](mailto:)> wrote:

Hi

Can you send me a copy of your email/letter so I can add it to my records.

Cheers

<image001.jpg>