



Mike Bradley
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Describe your business?

Room Outside Conservatories design the very best glass room extensions and conservatories for the more discerning home owner who is looking for that extra quality of service and the very best conservatory structures available today. The first Room Outside Conservatory was built in 1973 and the original Company was based within the Goodwood Estate. During the late eighties Room Outside Conservatories was owned by a well known national PLC Company. I purchased the business in 1992 and instigated the move to our current premises in 1995. We have now been alongside the main A27 near the Bognor roundabout on Quarry Lane in Chichester for 10 years this year, and our building and display conservatories have now become something of a local landmark, and from a personal point of view, a very shrewd property investment too!

What is your business philosophy?

To be the best! We certainly strive to be the best. At Room Outside we have built a reputation for being the very best conservatories that money can buy.

What advice would you give to a budding entrepreneur?

Succeeding takes time, it takes 101% commitment and dedication. There are no



shortcuts and if it was easy, everybody would be doing it! Learn from any set-backs or even failure, and when you get knocked down, get up again, again...and again...and again! Spend lots of time thinking and look for a better way in everything you do. Oh, and smile a lot! Business should be fun, and I find by just smiling and being cheerful and positive that this will be reflected back by the people you meet.

How did you get started?

Even as a child I had an entrepreneurial streak, selling household goods on my paper round. I found a wholesaler where I could buy in bulk and then sell on these items for a handsome profit. I also operated a car cleaning service at the age of 12. I have been a businessman for the vast majority of my adult life and I could see the great opportunity, and fantastic products that Room Outside Conservatories offered.

