

# Press Release

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## **New Programme to Support Dumfries town centre independent retailers.**

Independent retailers in Dumfries town centre are being encouraged to enrol in the “Let’s Talk Shop” programme, a free course of specialised Shop Doctor support which is being offered for the first time in Scotland.

Bill Smith, the Shop Doctor, will be delivering his informative and motivational retail master-class, “Let’s Talk Shop” workshop to retailers on the evening of Tuesday 20th March. The evening starts at 6.30pm at the DG One Leisure Complex, and there are high hopes for a big turn out from town centre businesses. Business owners attending will have an opportunity to share ideas on how the economic vitality of independent retailers in Dumfries can be enhanced.

In addition to the master-class, up to 12 independent retailers in the town will qualify to receive an “in store” surgery from The Shop Doctor enabling them to directly benefit from his specialised advice.

Each of the twelve shops enrolled for the “one to one” visits will also receive a comprehensive report focused on helping to re-energise each of the individual businesses participating, and be eligible for a £500 grant towards the implementation of recommendations made by the Shop Doctor. A follow-up check-up will be arranged 12 months later.

Business Gateway are supporting this initiative and will have experienced advisers available to promote to the retailers the wealth of services and courses they have to offer.

Councillor Roger Grant, Chair of the Council’s Planning, Housing and Environment committee said, “We are delighted to fund the “Let’s Talk Shop’ programme and to bring it to Scotland for the first time. We look forward to hearing about the practical benefits for those who take part.”

Rab Smith, the Chair of the Dumfries Town Centre Retailers Association said, “This has to be seen as a positive step to help retailers thoroughly review their customer care and presentational skills. This programme will give the participating independent retailers the knowledge of how to compete with the national chains.”

To register for the ‘Let’s Talk Shop’ workshop, contact the Council on 030 33 33 3000 and ask for Ash Wylie in Economic Development or email [Ashlene.Wylie@dumgal.gov.uk](mailto:Ashlene.Wylie@dumgal.gov.uk)

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