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Subject A quick chat with Chris Lascor

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Who are we talking to?

My name is Chris Lascor. I am originally from France and moved to Ireland eight years ago. I am the owner of an Interface Financial Group franchise in Dublin.



Who do you work for and what do you do?

I am a self-employed entrepreneur operating an Interface Financial Group franchise, which provides an immediate injection of cash to small businesses through a "use it as you need it" form of invoice finance.

How is business?

Lots of small businesses in Ireland are looking for working capital. Recent initiatives such as the launch of Microfinance Ireland are a step in the right direction but still leave a gap for an alternative and flexible source of finance like the facility we provide. Helping businesses securing cash when they need it most, is personally very rewarding.

What are the challenges at the moment?

One of our key challenges in the first year revolved around getting everything set-up both in terms of relationships and operations. Making sure that we have the right contacts and relationships, belonging to the right networks and establishing credibility are the main challenges that I am currently overcoming. I believe that this is the key to business development and growth.



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In business terms, what could make your life easier?

Banks remain the first port of call for business funding requests. Having more banks actively referring business when they are turning down an application, would save businesses some precious time and allow them to focus on what they do best. Banks would retain a good relationship with their client base, and benefit from getting a financially stronger client when they are in a position to help the client again.

How would you describe the business community you operate in?

Several companies provide working capital in Ireland, from invoice discounting, factoring to trade finance; each of them taking a different angle and/or fulfilling different needs. The Interface Financial Group complements what is on offer in Ireland.

Who's your business hero?

Patrick O'Sullivan, who I met through the Dublin branch of Junior Chamber International in 2009. He first got involved in the cinema business in 1992 at the age of 23. In 2000 he launched the Storm Cinemas brand and developed the group into Ireland's fastest growing cinema chain, strategically targeting provincial locations.

When he sold the business in 2008 at the age of 39, Storm Cinemas had six modern multiplex locations, 42 screens, over 8,000 seats, 2 million customers per annum and an annual turnover in excess of €20m. A true entrepreneur and inspiration for me.

What do you get up to outside of work?

I love languages, rugby, walks, public speaking, and a coffee in Dublin.

What's your guilty pleasure?

A guilty pleasure which can actually turn to torture: supporting France during the Rugby Six Nations.



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