

# MALLORCA ENTREPRENEURS INSIGHTS SURVEY 2026

What the data tells us about business in Mallorca

April 2026 | 26 respondents | Palma de Mallorca

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## About this survey

In April 2026, Business Axis surveyed entrepreneurs and business owners across Mallorca to understand the real challenges they face, how they operate, and what they believe would make the biggest difference to their businesses. The survey received 26 responses across seven sectors, from solopreneurs to businesses with 25 or more employees.

This report presents the findings, draws strategic conclusions, and identifies the patterns that define the Mallorca entrepreneurial landscape today.

## At a glance

- 26 Mallorca entrepreneurs responded across seven sectors
- 54% are solopreneurs or freelancers
- 96% operate without consistent systems or structure
- 46% have past or current experience with a consultant or advisor

*The headline finding is striking: 96% of respondents — across all sizes and sectors — describe their operations as inconsistent, reactive, or chaotic. Many of them have been in business for eight years or more.*

## Who responded

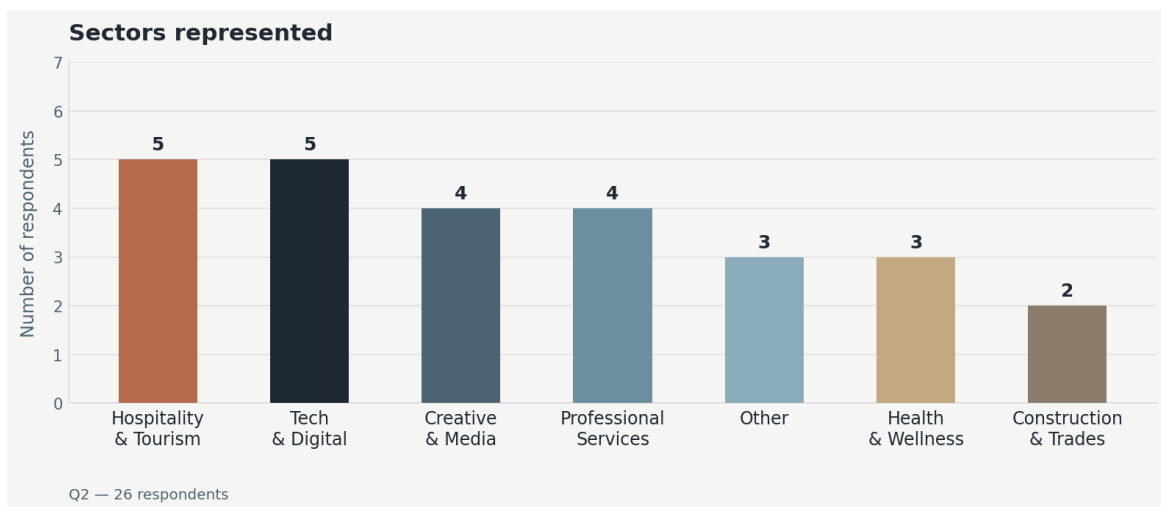


Fig 1. Sectors represented — Q2, 26 respondents

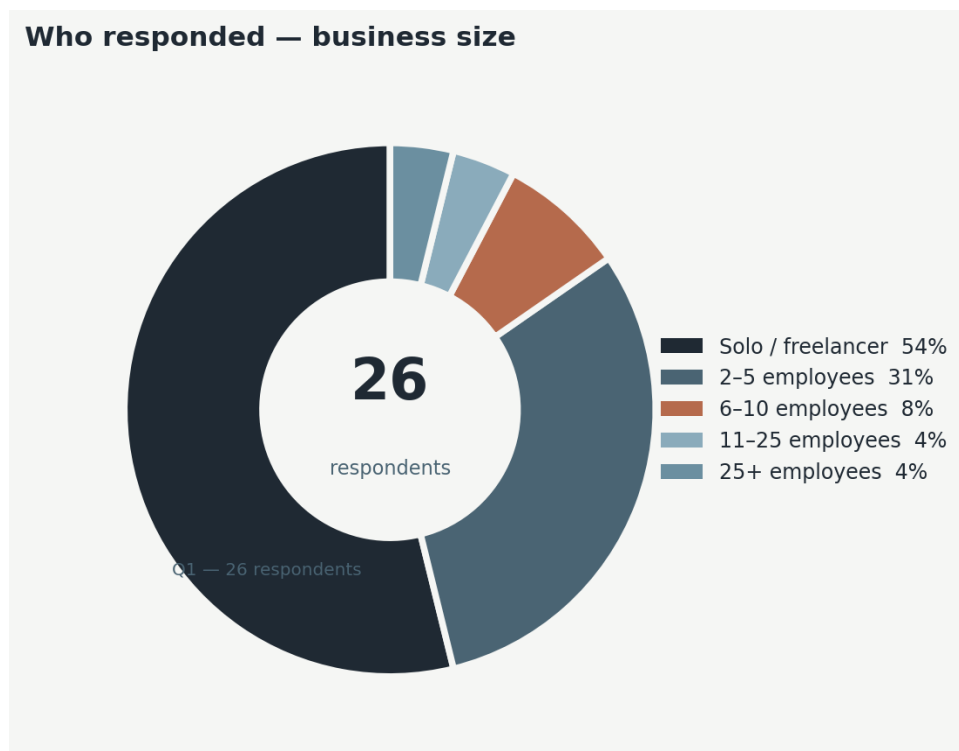


Fig 2. Business size — Q1, 26 respondents

## The challenges

Respondents were asked to select all challenges currently affecting their business. The results reveal a consistent set of pressure points that cut across sectors and business sizes alike.

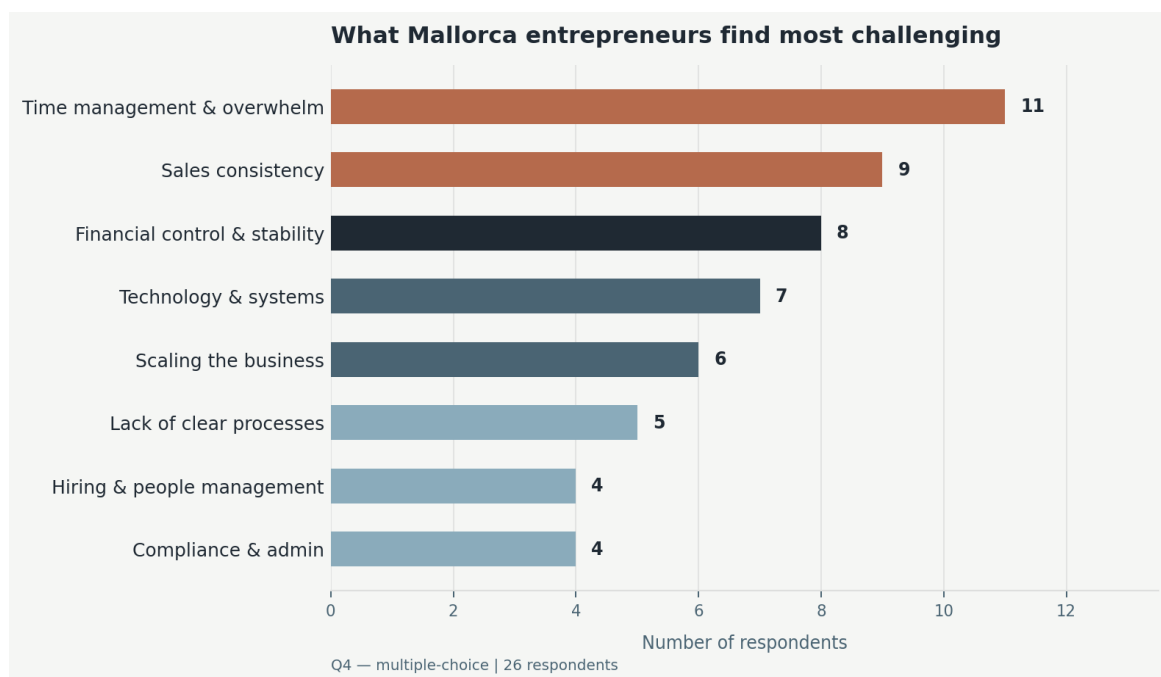


Fig 3. Most common business challenges — Q4, multiple-choice, 26 respondents

Time management and overwhelm tops the list, cited by 11 of 26 respondents, followed by sales consistency (9) and financial control and stability (8). Importantly, these are not early-stage startup

problems. The majority of respondents have been operating for eight years or more. The persistence of these challenges points to a structural gap, not a skills gap.

**"Experience does not automatically build structure. That has to be intentional."**

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## How businesses actually operate

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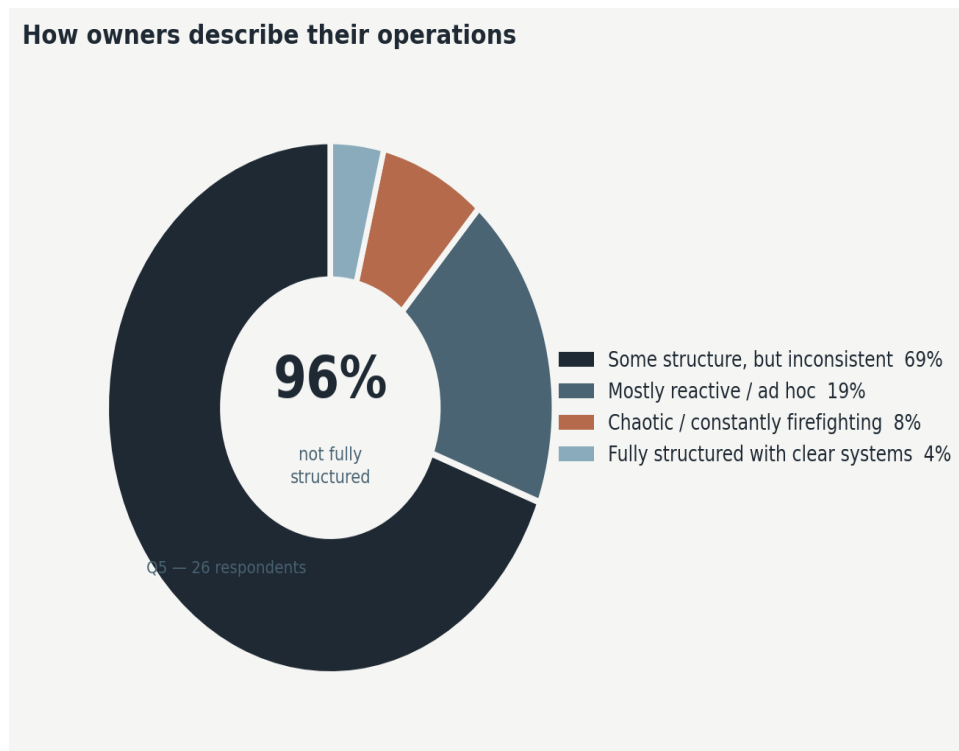


Fig 4. Self-described operational state — Q5, 26 respondents

Just one business in 26 describes itself as fully structured with clear systems. The remainder fall somewhere between having some structure but being inconsistent (69%) and outright chaos (8%). This is the operational reality for the vast majority of Mallorca's small business community — and it is a pattern that holds regardless of sector or years in business.

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## Where time actually goes

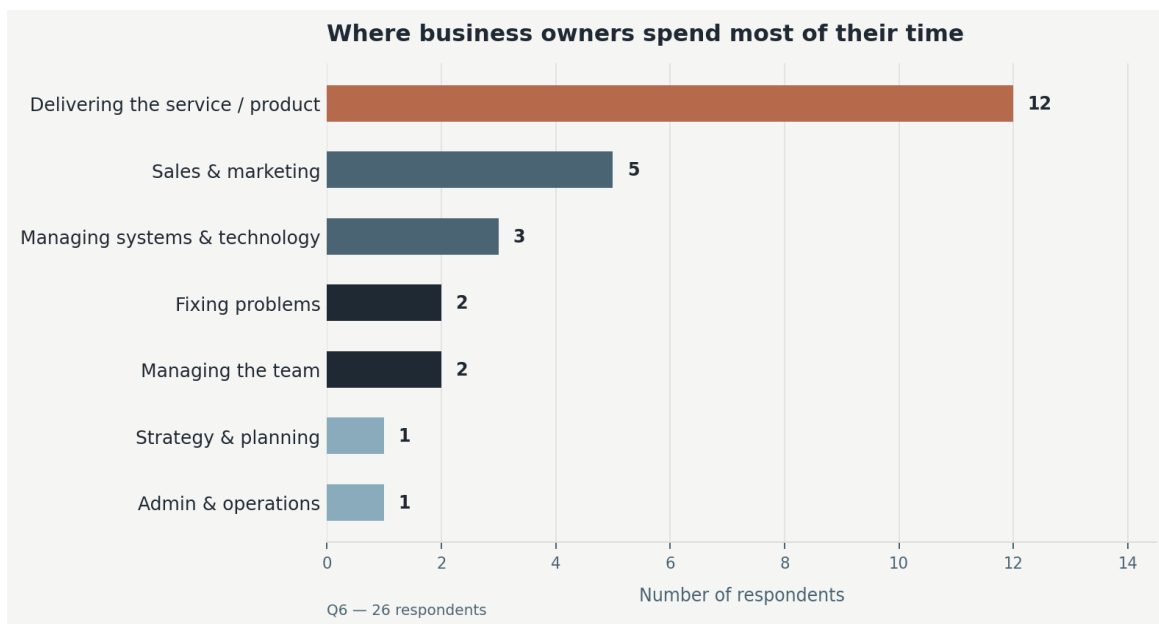


Fig 5. Where owners spend most of their time — Q6, 26 respondents

46% of business owners spend the majority of their time delivering their service or product. Only one respondent said they spend most of their time on strategy and planning. This is the classic founder trap: owners are so embedded in day-to-day delivery that the business cannot grow or evolve without them being present in it.

## What entrepreneurs actually want

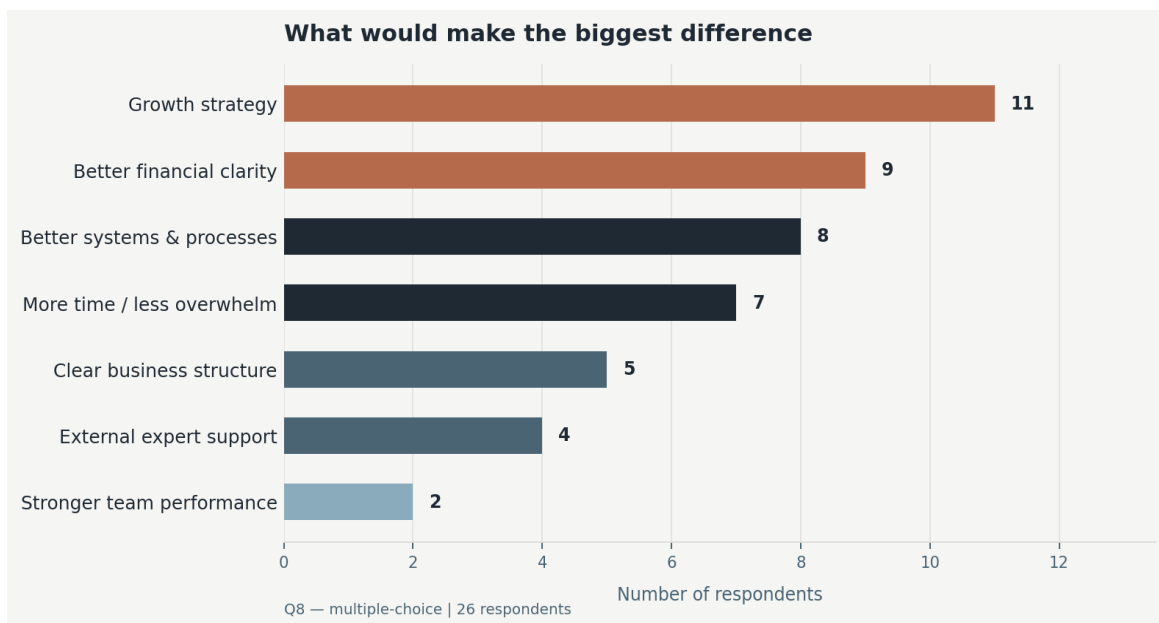


Fig 6. What would make the biggest difference — Q8, multiple-choice, 26 respondents

The most-requested improvement is growth strategy, cited by 11 respondents. Crucially, this is not simply a request for more time. Business owners recognise that working differently requires a framework and clear direction, not just additional hours. Financial clarity (9 respondents) and better systems and processes (8) complete the top three, forming a coherent picture of what effective business support looks like in practice.

*These three priorities — strategy, financial clarity, and systems — map directly to the areas where structured external support delivers the greatest return.*

## The consultant landscape

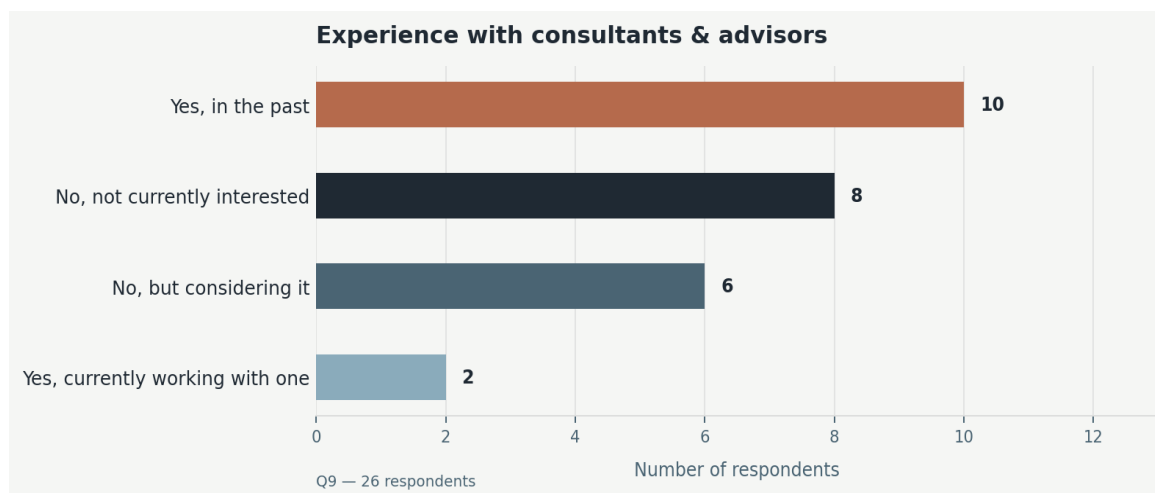


Fig 7. Experience with consultants and advisors — Q9, 26 respondents

38% of respondents have worked with a consultant or business advisor in the past — notably in the past, not currently. A further 23% are actively considering it, and only 31% expressed no interest.

The fact that past engagement outweighs current engagement suggests that many consulting relationships ended without creating lasting change. The opportunity for the market is not to convince business owners that external support has value — they already know. The opportunity is to deliver something structured, focused, and built to produce results that hold.

## Key conclusions

- Structural stagnation is widespread. Many respondents have eight or more years of experience, yet 96% operate without consistent systems. This is not a knowledge problem — it is a structure problem that compounds quietly over time.
- The founder trap is real and prevalent. 46% of owners are consumed by delivery. Only one person in 26 spends most of their time on strategy. Without deliberate change, this pattern simply deepens.
- Demand is clearly articulated. Business owners know what they need: strategy, financial clarity, and better systems. The market does not require education — it requires the right support.
- The consulting market is warm but underserved. 61% have used or are considering a consultant. The challenge is not awareness — it is demonstrating lasting, structured impact.
- Sector and size are secondary. The pain points are consistent across hospitality, technology, professional services, and creative sectors alike. This is a universal challenge for Mallorca entrepreneurs, not a niche one.

*Business Axis helps founders and small businesses build the structure, strategy, and systems they need to grow — without the noise.*

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