



part of a winning team

Franchise Owner Testimonials

BELVOIR!

Testimonials

We have asked a number of our Franchise Owners to give us a recollection of their time at Belvoir and to look back from the viewpoint of their experience to date. In other words, if they had to start again, what decision would they now make?

Their responses are below:

Rick Flay

Belvoir Sheffield

We have been trading for nearly 9 years. I did look at quite a few other Franchisors before choosing Belvoir. I chose Belvoir because I preferred the brand to the others I looked at, I visited a number of Franchisor Head Offices whilst doing my research and felt that the Belvoir set up was way more professional.

What I liked initially when joining Belvoir was the information sharing and the swapping of ideas and information within the network.

If I hadn't chosen Belvoir I would still be running an estate and lettings agency business.

I think the initial credibility, speed to market and national brand strength can't be matched by trying a start up with a new brand. However once you are more experienced you rely on the franchise a lot less. The big unknown is; would you ever get to this stage without the initial support and branding!

The training and support you receive scores a 9.

Yes I would do it again.

Kevin Kelley**Belvoir Haywards Heath**

I have been trading since May 2013. I did look at other franchisors before deciding to join Belvoir.

We were taken with the ethos of Belvoir, and its values were closely aligned with our own. We liked the attitude that 'we do one thing and do it really well' and the fact that there is an instant support network of equal minded entrepreneurs as well as the central office and legal team to call on for guidance and specialist advice. In addition, Belvoir offers a strong and distinctive brand to help our business stand out from the competition.

Belvoir gives the sense of belonging to one happy family, and we found other established franchisees willing and able to give generously of their time to help us when we were first starting out. Attending the franchisee training course with other Start Ups means you create instant friendships with other business owners who can empathise and support each other through the journey - which is invaluable to share ideas, help overcome issues and just lend a sympathetic ear when things get tough!

If I hadn't made the decision to join Belvoir I would still be working hard for someone else, negotiating the office politics, and feeling frustrated by the lack of empowerment and control over my life!

When asked if I would have started my own business on my own, knowing what I know now, I would say certainly not a lettings business! There is so much regulatory and legal requirements to be aware of, that I would not be able to sleep easily at night without Belvoir's support. The peace of mind that your business is always compliant and up to date with new legislation is worth paying the franchise fee for. Plus you can take advantage of Belvoir's established brand and the associated brand awareness to help you make a quick and successful entry in to a new market, far easier than starting up on your own.

I'd rate the training 8 out of 10 and the support 10 out of 10.

I would absolutely do it again! Be prepared for a lot of hard work and long hours for the first 18 months, but then the rewards start to come. Lettings is a very demanding business, but can also be very rewarding and satisfying, when you help people to find their perfect home, and when landlords start to walk through your door!

Patsy Day**Belvoir Bury St Edmunds**

I have been trading in July 2009.

I considered a number of other Franchisors by way of on line research, selected Martin and Co and Belvoir for further investigation and visited the offices of both companies.

I chose Belvoir because I felt their business ethics and moral approach to this industry met with my own experience and preferred way of conducting business. In addition the support promised by Belvoir appealed in as much as whilst there is plenty of support for franchise owners (initially and ongoing) Belvoir Bury St Edmunds would very much be my business - this was a real plus.

The best thing about being part of the Belvoir Network is the support from Belvoir Central Office and other franchise owners the regular newsletters and other information produced by Belvoir Plus having a legal help line cfp support I also love the brand and the feel of quality and reliability it exudes.

If I hadn't joined Belvoir I would be working for myself I am sure of that, possibly another franchise.

I would not have wanted to set up on my own - I enjoy having a solid brand/business behind me. I am an honest person but credibility is key when dealing with other people's money and having a backer or business partner that we could align ourselves to, gave me that from day one. I have also relied on the franchise network and my 'colleagues' across the business for support on 'live' issues. I have always found someone who has experienced the particular problem and they are always happy to help.

Training and support would score 8 of 10, as I'm hard to please!

I absolutely would do it again, YES! Although, I would go into it with a more realistic expectations of success.

Glenn Broadwell**Belvoir Leeds North West**

I have been trading since January 2008. Before making the decision to join Belvoir I was aware of other routes to starting my own business but I didn't look at any other models or franchisors. I chose Belvoir because of the branding, it grabbed me. I also had vast experience of property management in a commercial sense but not in residential. Meeting the team and new franchise owners that had just completed their training course, during an open evening made me understand the commitment from both sides that was needed to make it a success, which excited me. When I was looking to start my own business, I was earmarked for a director's position (as succession planning) to replace a retiring director. The decision was a difficult one to make.

Being an individual but part of one brand and direction, is what I like most about being part of Belvoir's Network. Also having the tools and support (including the other franchise owners) to aid you every day. If you want to grow your business over time then help is at hand, if you want to think big then help is at hand.

When asked would I have started up my business on my own, knowing what I know now, my honest answer is always Noooooooooooooooooooooo! Its an easy answer.

I would rate the training and support I've received so far from Belvoir 8 out of 10. You can't please everyone but when needed it has always been there.

It has been a very difficult time for my family since 2008, we have missed out on doing many things, but it had been a 5 year plan that I knew wasn't going to be easy, which turned into the worse financial crash in history. If I could start again I would do it different, of course, but I'm here and trading! Yes I'd do it again!

Simon Bell

Belvoir Telford

We have been trading for 4 years and 19 days to date.

We absolutely did NOT look at other franchisors, we spent half a day with Adrian and Jo Walton at the Belvoir Stafford office and I was convinced that we needed 4 key criteria.

- 1. Needed to be heavily branded and market leading*
- 2. Had to generate strong cash flow and not tie money in stock*
- 3. Needed to be in a growth market*
- 4. Needed to play to our strengths*

We chose Belvoir because of the Franchise Owners and the Central Office team with their market knowledge and integrity. We believed in the brand and the success of others in an unregulated market, the knowledge and the fact that other Franchisees gave of their time so freely and they wanted us to succeed, we have of course passed on this critical differentiator to other new Franchise Owners. If I hadn't chosen Belvoir I would be in the Corporate world but not being fulfilled.

I would never have thought about setting up on my own, not when the Belvoir support, branding team, the success of the PLC and the PR we get from all of the networking far outweighs the abilities I would have had on my own. We would also not have been able to so successfully taken over one of our competitors within 2.5 years of launching.

The training and support we have received easily scores 9 out of 10, the training was good but has got even better in the last couple of years; more professional and very focussed on growing the business, professionally and with integrity

YES I would do it again and again and again.

Vaughan Schofield**Belvoir Wrexham**

I have been trading for 7 years now. I looked at other franchisors and Martin & Co was the other option but during my visit to Grantham it just "felt right", I thought to myself that this was the type of organisation I wanted to work with and would be comfortable being in business with. I also researched the history of Belvoir as well as the profiles of the Directors and owners, I then felt confident in making an informed choice.

What I like most about being part of Belvoir's Network is the independence of running my own business whilst still retaining a dependable safety net in terms of advice/guidance from the Centre but also significantly from other franchise holders.

If I hadn't joined Belvoir I would be an Oscar nominated actor or possibly another faceless individual in corporate life!

I have always felt invested in so I would rate the training and support 9 out of 10.

Knowing what I know now, I'd definitely do it all again, I'd just do it earlier!