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TO WHOM IT MAY CONCERN

In order to maximise our land asset it was necessary to develop which resulted in a new building consisting of 14 apartments.

At the outset, my wife and I decided that we wished to control the whole letting process, again to maximise our return but also to gain a greater level of control of our building.

When our building was nearing completion we started looking to find a relevant course or a professional tutor who would be able to teach us everything we needed to know in running our own lettings. This was not easy as whatever we found did not completely cover our requirements.

In September 2009 we attended the London Landlords' Show at Olympia over two days with the intention of attending as many seminars as we could in order to research and learn what was required to self manage the 14 apartments.

It was at the fourth seminar of the first day when we attended "Top Tips On How To Self Manage (and keep) Your Buy-To-Let properties through The Economic Slowdown" that our Eureka moment had arrived.

Marie Parris of George Ellis Property Services was speaking and we both realised by the end of the seminar that we had found the person whom we wanted to train us. Quite simply our attention to her lecture was 100% and the 45 minutes went by too fast as she opened our eyes to the possibilities.

At the end of the seminar we approached Marie and asked her whether she would be prepared to train us to self manage our properties. An appointment was arranged where we started with a site visit of our



new building and then we sat down and went through our requirements of what we hoped to achieve.

During the meeting Marie listened to our requirements and concerns devising a tailored programme suited to our needs.

Following her advice, training and procedures we managed to rent all 14 flats in 3 months, beating the estate agents expectations of full occupancy by a full month as well as exceeding the overall rental income suggested by those same estate agents.

During the whole process from finding a tenant, going through the apartment with them, asking the right questions, taking deposits, conducting background and financial checks, to inventory creation and check-ins Marie held our hand through the whole process always guiding, advising and providing huge doses of confidence and self belief helping us to achieve our objective.

In addition to this, her landlord pack template documents and after care service as we manage our block and experience challenges & situations that are new to us has been invaluable to our continual success of our business as we grow.

Both of us know that without Marie we would not have succeeded as we have done and we are grateful to have had the chance to work with such a warm and talented person who conducts herself with the utmost professionalism and communicates with such clarity that failure is NOT an option.

M & A Xenakis