



# PROPERTY INSPECTIONS

**Home Surveys –**  
for new, historic &  
listed properties



**A business franchise  
opportunity**  
that's really worth  
a close inspection...



# Property Inspections – a proven home survey business model offering huge earning potential

**Welcome to the Property Inspections franchise prospectus. I believe I've created a model that anyone with appropriate qualifications can turn into their own successful business by following the steps laid out in our franchise manual.**

My name is Malcolm Hordern and I'm the founder and Managing Director of Property Inspections NW Ltd. I started the business in early 2009 to provide unbiased high quality home survey services to homeowners so they could buy a property with confidence.

I have been a property surveyor for many years with prior experience in commercial refurbishment. I am a council member of the RPSA (Residential Property Surveyors Association) and I believe every home buyer should be commissioning a property condition survey.

This prospectus should answer some of the questions you might have about taking on a Property Inspections franchise so you can decide if it is the right business for you.

When I initially came up with the idea for Property Inspections, I didn't realise how difficult a start-up business would be. What a shock! I found myself completely alone, full of doubt and facing the fear that I wouldn't be able to find enough customers to bring in the income I needed to feed my wife and children.



Malcolm Hordern  
Founder & Managing Director



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I started Property Inspections with no clients, no office, no leads. Just a telephone and the drive to succeed in a business I knew well. I'd seen how it was done but my idea was to do it better! Within 2 years I had a proven business and now turn over up to £12k a month - it's a business now perfect for franchising.

Franchising makes business start-ups so much easier; you have people who have been there and done that, made the mistakes and learnt the lessons - so you don't have to. In fact, if you've got the get up and go pretty much everything is set up for your success.

Our Prospectus will give you most of the facts you initially need to know about the Property Inspections franchise opportunity. We'll tell you exactly what the business is all about, how you can benefit from it, what makes us different, how much money we expect you to realistically earn, and how much investment is required.

Just as importantly, we'll be open and honest with you at all times, telling you what could be the possible disadvantages of becoming a Property Inspections franchisee.

Starting Property Inspections was a steep learning curve for me and I learnt a lot of valuable lessons along the way. Now I'm keen to share my experiences and spread the Property Inspections reputation for excellence all over the UK.

Buying a Property Inspections franchise gives you the best of both worlds. You get the freedom of working for yourself but as we've already done the groundwork for you, you'll have the foundations of a successful business right from day one.



"I believe every home buyer should be commissioning a property condition survey"



# More about Property Inspections

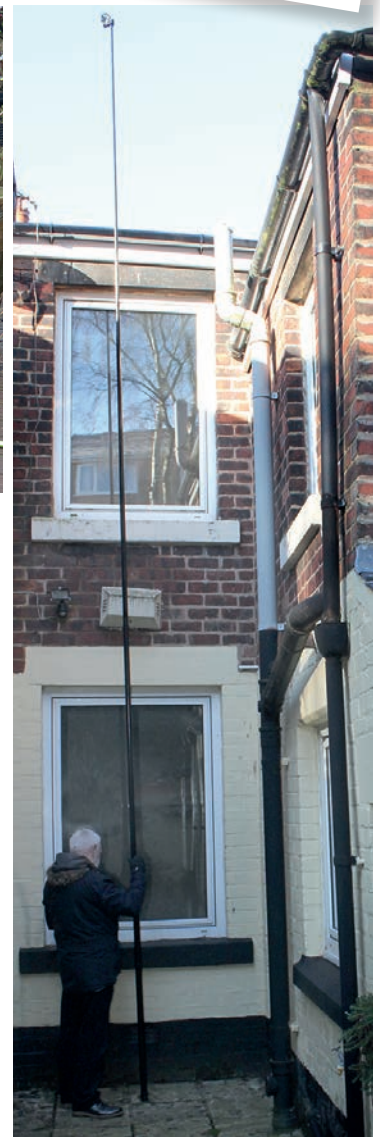
**As you would expect, most of our work comes from providing comprehensive reports for those considering the purchase of a domestic property. But why do homeowners need such a report ?**

We help people avoid expensive mistakes by uncovering potential issues - WHICH magazine has shown customers who commission a full property inspection save an average of £2000 on their new home.



Property Inspections offer a range of unbiased survey services - surveys for older properties, new build snagging reports or single defect surveys. As you would expect, most of our work comes from providing comprehensive reports for those considering the purchase of a domestic property.

When inspection is complete, Property Inspections provides a detailed and confidential report on the condition of the residential property. The report includes photographic documentation detailing the location and nature of any defect.



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# Is a Property Inspections franchise **right for you?**

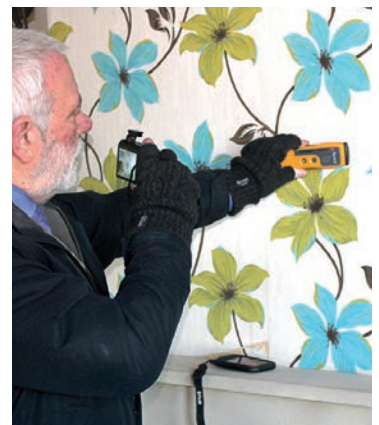
**It may be that you are looking to invest in a business and to employ suitably qualified people. Or it may be that you already have, or are studying towards, an appropriate qualification which will allow you to carry out home inspections.** These are listed below:-

- RPSA (Residential Property Surveyors Association)
- RICS (Royal Institute Chartered Surveyors)
- CABE (Chartered Assn Building Engineers)
- CIOB Chartered Inst of Building
- Degree in Building Surveying
- SAVA qualified (Diploma in Residential Surveying and Valuation)
- HI (Home Inspections) qualification (historic)

With your qualifications you should have a competency in defect management and detection in domestic properties but we might ask you to undergo a competency check, for instance if you have one of the above but have not applied your skills for a period of time.

But the qualifications are the least of it. A Property Inspections franchise is a total and proven business model – we will setup the necessary marketing tools for you so you receive customer leads from day one, we'll teach you how to go 'above and beyond' the standards of a normal survey and we'll expect your final customer report to be detailed and comprehensive.

It's each of these elements that have contributed to our success and you're buying a franchise so it's a model you'll want and be expected to follow. That way you'll be just as successful.



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When you take on a Property Inspections franchise, you will receive full training and support so you will be able to hit the ground running with an established business. Training is carried out with us, on the job and in real time. As soon as we are happy that your ready to go, its back to your franchise territory and straight into work.

When you start a business from scratch, you can spend a lot of time working out the details before you earn a single penny. With a Property Inspections franchise, we will set you up with our proven marketing tools so you start receiving leads, and clients, in your part of the country – and once you’ve passed the training you can start earning money straight away.

We can also support your professional development (based on your experience). If you are freshly qualified, or lacking relevant experience, we’ll help you carry out your first round of inspections.

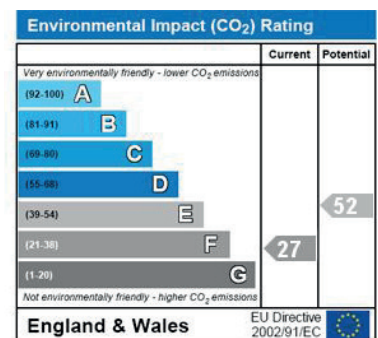
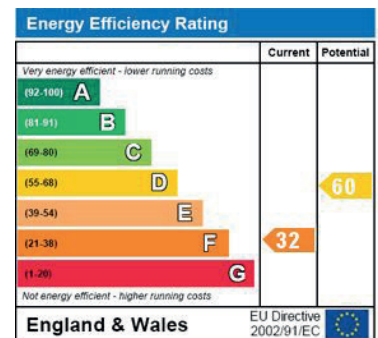
And because we’ve got everything sorted through our experience – so you’ll have everything sorted from Day One. From processing customer payments, to tracking all your leads – its all in place and ready to go. All those things you don’t even know you need to know!

We may be able to help by carrying out basic searches on every property you attend so you’re not only armed with all the relevant information you need when you attend, but you don’t have to spend that time behind a computer when its better spent working.

As a Property Inspections franchisee, you will be a key part of our team and we will be there to answer your questions.

**A Property Inspections franchise is ideal for someone who:**

- Wants the freedom and flexibility of running their own business
- Would benefit from the expertise and support of a team who can help you with management and marketing
- Is prepared to work hard and wants to earn lots of money
- Is looking for a low-risk business opportunity which will earn them a good income



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# What do I get for my investment?

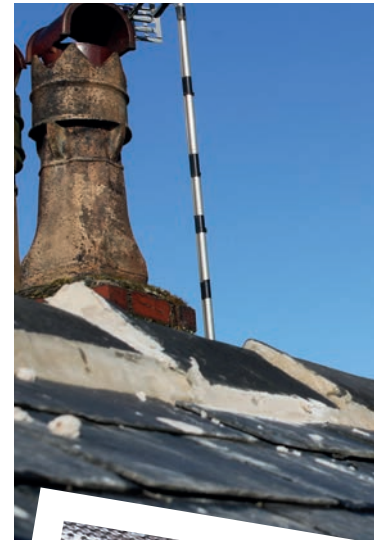
**For a franchise fee of just £4995 + VAT, you will be given your own Property Inspections territory which is exclusive to you. We will only accept one Property Inspections franchisee per area and will make sure none of our franchises are in direct competition with each other.**

Your exclusive territory will be carefully mapped to give you a potential market of 10,500 property sales per annum – this gives you a huge market opportunity. This will be based on historic sales data going back at least 5 years.

Your five-year renewable franchise agreement is drafted in line with British Franchise Association guidelines. Our highly affordable franchise package offers fantastic value for money – just look at what we include in the franchise fee:-

- Use of the Property Inspections brand, including logo
- Full training, including accommodation
- Training in all the techniques you need to carry out home inspections
- Advice on recruitment and employment of staff
- A comprehensive manual to help you run your business
- Ongoing management and marketing support
- A page on the Property Inspections website to help customers find your business
- A bespoke Property Inspections email address
- Minimal administration using our online customer management, marketing and invoicing system

You will need to allow for insurance policies and professional memberships, including public and professional liability insurance, although we can give you further advice and information on what cover your franchise will need and who are the most competitive providers.



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# What kind of income can I expect to earn?

At Property Inspections, we firmly believe that you get out of a business what you put into it. We will give you the ingredients you need to run a successful franchise but you will need to provide the passion, enthusiasm, ambition and hard work to ensure your business fulfils its true potential.

We expect all our Property Inspections franchises to be achieving a turnover of £50,000 in the first year. This figure is based on our own experience but your actual results will depend on you as a franchisee.

## Supporting our Franchisees

Franchising is a great way to get into business for yourself. However, there are many franchisees in the UK - and around the world - that suffer by not getting the required ongoing support from their franchisor. And that can be disastrous, the result of which means the franchisee does not make any money and subsequently goes out of business!

That's why we have developed our franchise system with the objective of supporting our franchisees in all aspects of their work - not just technical but marketing and sales training too.

Franchisee support is key to you building and maintaining a long term viable business which is why we provide expert assistance in marketing, creative thinking and business growth. As a Property Inspections franchisee, you will receive support for all your business needs, especially in the early stages of your business development.

This support for all areas of your business is there for as long as you need it. We don't know of many other franchise systems that can boast that kind of support...do you?



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# Franchisee profile

**We are looking for suitably qualified self starters with the drive and desire to become part of our successful franchise team.**

You may choose to start your business as a one man operation, running the business yourself - carrying out marketing providing quotes and carrying out the surveys - and generally enjoying being your own boss.

Don't forget, we are here to help and train you along the way and will ensure your new business is a success. All Property Inspections franchisees will be provided with on-going sales, marketing and managerial support.

We want you to grow your franchise as quickly as possible, so if you have these attributes we want to hear from you today!

- Ambitious with the drive to succeed
- Have one of the qualifications listed above
- Want to develop a business of your own
- Like to work with people
- Understands the importance of good customer service
- Willing to follow a system
- Physically fit
- Driving licence and car
- Want to work regionally with the support of a national company



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# How Much Can You Earn?

**This is always the most difficult question to answer and in reality it depends on two things:**

- **You, the individual**
- **How quickly you want to maximise the business**

We do expect a franchise territory to generate sales of about £50,000 in the first full year of trading. As the franchise grows we expect these figures to increase to:

- **Second year sales £85,000**
- **Third year sales and onwards £105,000**

As your business grows, so do your profits, which will transform you from a purely hands-on surveyor to a full time manager/surveyor. In doing so, you will employ additional surveyors to increase your capacity and to meet demand.

We can talk about this important issue in greater detail on your visit to our head office, if you decide that this opportunity is right for you.

It's important for you to understand that the figures we have quoted above have been achieved, and indeed, exceeded.

However, they do not represent or imply any form of guarantee to you or any other third parties.

**So, are you ready to start your own business and make money for yourself?**

**Do you feel you are suitable to join this exciting franchise opportunity?**

**Then we'd love to hear from you today!**



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