



Dear Potential Partner

I have a vision for the future of Austins Estate Agency. My objective is to bring in professionals who have the drive and commitment to help them run their own Estate Agency business in Partnership with Austins Estate Agents.

This opportunity will allow you to have your own business more importantly this will mean you will not have the costs and risks normally associated with running your own business. Furthermore you will receive all the back office support, marketing strategies and training required to make your business a great success.

To succeed Partners will be provided with all the training required. As a result no previous experience is required to become a Partner of Austins Estate Agents. Partners will be required to do personal marketing and networking. By taking an active role locally, a Partner will soon be known in the community as the local property expert.

Once you join Austins Estate Agents you will find this is an amazing opportunity to become a Partner and enjoy all the financial and personal success this brings. We are looking for hardworking, motivated and committed individuals to join Austins. If you have the desire to earn a substantial income and have a confident and outgoing personality and are committed to making your business a success, then ring us now for more information and an informal discussion.

Yours faithfully

Anu Joshi

Director



1. Background

Austins Estate Agents have decided to move away from the typical employed model which is how Estate Agents have traditionally employed staff.

Austins Estate Agents have remodeled their business. We have decided to implement a self-employed Partner model, this is common practice in other parts of the world. This will mean there will be no limits in your potential income.

Austins is a unique business where there are a number of different ways to earn additional income. These include:

1. Selling property
2. Lettings
3. Conveyancing
4. Insurance
5. Financial Services

Austins is able to provide a full range of services to clients where we can advise what's in their best interest.

2. Partner Model

This is an opportunity which will allow you to take control of your own life. Everyone will start off as an Associate Partner, as you progress there will be an opportunity for you to become a Partner in Austins. By becoming a Partner you can determine your own working hours.

You will run your own business in association with Austins Estate Agents. Austins will give you access to their back office support, administration, marketing strategies and training.

This will allow the Partner to concentrate on earning with the peace of mind that all the non-earning time consuming tasks are being taken care of by Austins.

The Partner model will enable you to enter an established business with a recognised brand as a Partner with low cost and low risk. As a result you will be able to see the excellent financial rewards and lifestyle.

It is widely recognised that the majority of new businesses fail within the first 5 years, only a small percentage of businesses survive and succeed. Austins is a relatively new business, however there is a significant difference between Austins and every other Estate Agent in the market. Austins have a number of income revenues which are all not present in a traditional Estate Agency.

We are going places and very quickly. We have decided to grow and expand our business with only the right Partners. Our belief is “Do it properly or don’t do it at all”.

It is our honesty with everyone we deal with and our quality of service that has been recognised for us to be able to grow so rapidly. We have valuable positions available for Partners to join Austins. Do you want to take this opportunity now or possibly live to regret not taking it?





3. Should I set up my own Estate Agency?

To establish an Estate Agency is very expensive. You will need to obtain premises where you will be stuck in a lengthy lease. Then there are the associated costs with setting up an office such as branding, stationary, chairs, desks, computers, software etc. Then there are staff to employ. From Day 1 there are substantial fixed costs to be paid irrespective of income. It will come as no surprise that many Businesses close with very large debts, within a short time of starting up.

Other issues which have to be dealt with and are time consuming include advertising, marketing, recruitment, ordering supplies, invoices, wages, sales calls, complaints, accounts etc. Running a business is a full time job as a result you will see many Estate Agents offices will have a full time Manager to deal with all the day to day issues. By being a partner in Austins all you will do is generate income as all the issues with running a business are taken care of.

Many franchises charge £10,000's for you to become a part of this type of opportunity. Our charge is £2,000 plus Vat. There will be a monthly charge of £250 plus Vat.

Austins is able to provide a full range of services to clients where we can advise what's in their best interest.

4. Objectives

The main reasons for offering Partnership:

- To provide a quality service to buyers and sellers which is second to none,
- To create a unique opportunity for individuals to run their own business and to earn a fabulous income,

- We offer a unique lifestyle opportunity for our Partners,
- Our passion is for Austins Estate Agents to be recognised for being the best estate agents in every area we enter,
- To expand Austins Estate Agents with our partners.

5. Why Estate Agency?

There is a huge potential in Estate Agency to make a large income. Most of us have heard of someone that has made millions or large sums in working with property. There are numerous methods of making an income from property, some of these methods are relatively unknown in the UK but Austins has the knowledge to use these to make vast sums.

By becoming an Estate Agent with Austins you will have front row seats to the property market, giving you knowledge and access to making a large income without any limits.

In this industry you will come across people from all walks of life with a variety of situations. You will have the satisfaction of helping customers and making an income at the same time.

The training we provide will help you to unlock your potential to make unlimited sums of money. Our goal is for our Partners to become known locally/nationally as providing a quality service to all customers.

We at Austins believe all clients deserve the best service it does not matter whether it is a cheap or expensive property. All buyers are to be treated with the same high level of service it will not matter whether they are looking to invest £1,000's or £1,000,000's.

Our Partners will become the face of Austins, this is why we are looking for high caliber of Partners. This will ensure we will become renowned as a quality Estate Agent.

6. Do I take the risk of being a Partner?

The advantages of becoming a Partner is:

- Earn an excellent income
- Unlimited potential earnings
- Training. Market leading training provided
- A number of different income streams available

- Exclusive income streams which are all available at Austins. All these are not available at all Estate Agents
- Become a Partner in a reputable Estate Agents
- By becoming a Partner you will be able to offset certain costs/expenses which are unavailable to employees
- Gain control of your life. Work as much or as less as you want
- No job security worries. You will never need to worry about whether you will be made redundant.
- Implement your own creative ideas to generate income, Austins will be by your side all the way. Austins will provide advice and guidance so you do not make costly mistakes
- Anu has invested a lot of time and money in learning how to utilise different strategies, you will gain the benefit of all of this knowledge.
- Case Management System. You will benefit from our Case Management System, this will make your life a lot easier. This will eliminate all the hours of unnecessary work which a lot of Estate Agents do.
- IT support available
- Access to Rightmove, Zoopla and other methods to advertise your properties
- An experienced management team will be available to provide help, support and advice as required
- Ongoing training will be provided in accordance with your needs
- We are ahead of the competition with our strategies



7. How to generate Business

There are numerous methods of generating business, these are just a few examples:

- i. Become a Specialist. It is important to develop a reputation as a specialist this can be by learning about:
 - An area or town
 - Apartments
 - Land
 - Developments
 - Commercial Property
 - High end properties ie properties over £500,000
 - Retirement homes
 - New build properties
 - Become an expert for Buyers to instruct you to source properties for them which fit their requirements
- ii. Promote yourself wherever you go
- iii. Distribute leaflets, business cards other advertising material. We know what works and not. So you carry out effective marketing.
- iv. Networking. We can advise you on how to network. This has been one of the main factors in Austins success.
- v. Communities. You can utilise your local community, we all live in communities with a unique access to the potential business that lies within. This can include places of worship, hobby clubs, football clubs, schools etc.

8. How can I earn with Austins?

- i. ***Sale of Properties***

As a Partner you will earn a percentage of the Sales revenue. The percentage depends upon whether you are an associate Partner or Partner. Your potential income is only limited by your thought. Our training will expand your horizons. We are Partners together. You succeed we succeed. Failure is not an option as you are Partner in Austins.
- ii. ***Referral of Financial Services Business.***

If you can obtain Financial Services Business we can make sure you earn a percentage of the income.

iii. ***Lettings***

We will also give you a percentage of the income you generate from any lettings you introduce to Austins Estate Agents.

iv. ***Mortgages***

If you put a house on for sale you will arrange many viewings. Each viewing is someone who will buy a property if not the one you have for sale. You will have access to the buyers, they will eventually purchase a property and you can arrange their mortgage via Austins. This will provide you with a further opportunity to earn more commission.

v. ***Conveyancing***

For every conveyancing transaction you refer you will earn income. When you are equipped with our training, you will be able to obtain the Conveyancing from the properties you list for sale. Also you will be able to obtain the Conveyancing for all the Buyers that come for viewings even if they do not purchase the property you have for sale. One day they will purchase a property and then you can obtain their conveyancing.

9. Do you have the qualities of being a Partner in Austins?

We will not take anybody as our Partner. We have built our Austins brand over years of hard work, we have to be confident that Austins is right for you and equally you are the one for Austins. We need to know are you worth for us to invest in you?

Only a select few will be accepted as one of our Partners. We have no limitations for placements so everybody has an equal chance of becoming our Partner.

Good Luck guys