The Ban on Tenant Fees

Checklist 1.0

The Autumn Statement is out and there are lots of questions being asked about the potential challenges of a ban on charging tenant fees. Here is our checklist on how you can deal with those challenges.

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Challenge 1: Profit Gap

Quote from *Property Eye* comments section about the Autumn Statement, November 23, 2016 at 11:06 a.m.

"Last year our receipts from tenant fees equated to the wage costs for one member of staff. Take the tenant fees from the equation and quite simply put, we have to lose a member of staff!"

Find Extra Income

- ✓ Increase fees to landlord
- ✓ Increase rent = increase in fees
- ✓ Commissions from 3rd parties such as utilities, broadband and contractors
- ✓ Charge landlord for DPS/TDS registration

FEE CALCULATOR CLICK HERE

USE OUR INCREASING RENT PROCESS CLICK HERE

LETMC API AUTOMATES THIS

SOME AGENTS CHARGE £25-£50

If you are going to charge the Landlord more you should offer more:

- ✓ Prepare landlord self-assessment
- ✓ Include copies of maintenance invoices to landlord statement
- ✓ Provide Profit & Loss report to show them how profitable they are

THESE FEATURES ARE AUTOMATIC IN LETMC AGENT

New Money

How much will you earn by increasing fees?

£ ....

How much will you earn by increasing rent?

£ ....

How much can you make in commissions?

£ ....

CAN EARN UP TO £40/LET

"

There were stories that some Scottish agents:

Set up their own referencing company.

Made the first month rent higher.

"

Cost **Savings**

- ✓ **Stop printing and posting. Work out how much you spend on printing.**

- ✓ **Send everything via email or charge for paper copies like a solicitor or bank.**

- ✓ **Don't take card payments, insist on immediate bank transfers from mobile.**

- ✓ **Reduce IT spend by using cloud software and get rid of your servers.**

- ✓ **Ask your software provider about more efficiencies**

Your **Savings**

How much do spend on printing and posting?

£ ....

How much time do you spend packing envelopes?

....

How much can you make by charging for paper copies?

£ ....

How much do you spend on card payments/banking charges?

£ ....

How much do your servers cost to run?

£ ....

EXAMPLE:

It costs £1.75 to print and post each letter and that doesn't even include your time*. If you have 100 landlords and send out 15 letters per year per landlord...

that's over **£2,500** per year!

*It takes 5 minutes to print and post each letter. That's 2½ working weeks of your time every single year.

How much do you post to tenants?

Do Less, Save Time

Load work up on tenants:

- Online bookings only - no more calling the branch.

- Online tenancy application - no typing.

- Block viewings only. Double and triple up on viewings.

- First line video viewings. Show 3 properties via video before booking viewing.

- Tenant to print contract. Email it or use DocuSign.

- Tenant has to download and print right to rent documents and email confirmation to agent.

- Tenant to print TDS/DPS certificate.

- Text, don't call!

Other Departments

- Review Tenancy Process, do you need to do all those checks?

Accounts Department

- Save time with bank statement uploads and auto-reconciling.

- Outsource rent chasing or accounts management.

Property Management

- No more calls to maintenance, everything online via Fixflo.

IT Department

- API connections to make processes quicker and efficient by connecting to utility companies.

LETMC OFFERS ALL OF THESE FEATURES

Challenge 2: Time Wasters

Tenant With Bad Credit

Pre-vet them:

- Ask tenant to bring in references from mainstream supplier.

- Credit check before full referencing.

- All Marketing emails to have 'pre-vetting' instructions and links.

Multiple Property Offers

- Take *holding deposit* which is returnable on move in.

- Don't stop advertising until deposit is cleared.

JUST £6 IN LETMC

We'd love to discuss how LetMC Agent can help you with any of these.

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Letting & Estate Agent Software