



# Rentshield News

OCTOBER 2010

## News Update

Welcome to Octobers edition of Rentshield News!

Within this newsletter you will find some up and coming services from Rentshield, some advice on your invoices and ways to save some money on your Referencing! I have also included our October Employee's of the month and they tell you exactly what they think of Rentshield!

Now, every year, Rentshields

Managing Director, Gary Abraham, takes part in the local Amateur Dramatics society production in the Theatre. This year TOPS Musical Productions put on a fabulous show with the Amateur premiere of Disney's Beauty and The Beast. Gary got the part of Belles father, 'Crazy Old' Maurice (pictured left)



It was a fantastic show—the best so far of all the productions we have seen

Gary take part in. You could see that all the hard work and dedication by the cast really paid off. Unfortunately the show in Torquay has now finished, but we can't wait to see the next production Gary takes part in!

*Felicity Morris*  
General Manager



## Coming Soon...

We are currently in the process of creating 'Rentshield Intranet' an online portal where you will be able to catch up with the latest updates on products and services from Rentshield, personalise and brand your own application forms and access your monthly invoices.

There will be a link from our website where you will enter your personal username and password and be taken to a page created specifically for our clients.

We have made the decision to no longer post our in-

voices, and these will now be available online. Each month you will receive an email from our system to inform you that your invoice is now available to download.

We envision the Rentshield Intranet will be available some time in the later part of this year, and I will be keeping you updated of how to use this new system and exactly what you will be able to use it for closer to the time of



release. Lookout for a series of emails in the coming months keeping you informed.

*Felicity Morris*  
General Manager



Rentshield

PAGE	CONTENTS
2	Your invoices explained
2	Save Money on your Referencing!
2	Employee's of the Month
3	Felicity's Feedback

**"A MAN WHO DARES TO WASTE ONE HOUR OF LIFE HAS NOT DISCOVERED THE VALUE OF LIFE."**

~ CHARLES DARWIN ~



## YOUR INVOICES EXPLAINED...



I am taking this opportunity to explain a few aspects of the invoicing that seems to have left a few of you rather perplexed

lately. I find I am receiving more and more queries with regards to £17 and £30 entries on your invoices. These prices relate to a package deal we offer – which for some of you could prove really beneficial. Whether you are faxing your applications to us or using our online submission, these package deals will generate a set fee, which I will go

on to explain. However, it's really worth remembering that these prices will not alter depending on what pricing structure you are on. A combined package deal of a student/unemployed applicant with a credit search only on the guarantor will be £17+VAT. A student/unemployed applicant with a full reference on the guarantor will be £30 +VAT. Please be advised if you would like to make use of any special pricing policies you have arranged, it is worth thinking about what is going to be more cost effective for you, before you submit the application, and selecting one of the package deals. For instance, the

lowest you could be paying for a full reference is £16.50- and if you submit an online credit search on a student ( who has no landlord reference for us to obtain) it would be £8.50, when the two applications are submitted separately, so selecting the package deal in this instance at £30 wouldn't be beneficial to you.

If anyone needs further clarification on any of the above, please do not hesitate to email me on

[amy@rentshielddirect.com](mailto:amy@rentshielddirect.com)

*Amy Warren*  
*Referencing Manager*

## SAVE MONEY ON YOUR REFERENCING!



Rentshield Direct are pleased to announce the successful introduction of their new pricing policy. Unlike

the gimmicky approach many of our competitors take to pricing (seemingly fluctuating their prices from month to month or as the mood seems to take them). At Rentshield we believe that YOU, the agent, should have the freedom to choose what YOU pay for your references! With this in mind we have developed a pricing policy that allows you to do just this and has

three principle aims:

To ensure you are fully compliant with the FSA

To make certain that your references are dealt with accurately and efficiently

To increase your revenue from insurance commission whilst reducing your referencing costs

In the two months since it was introduced over 90% of agents that we have signed up to the new pricing structure have reduced the cost of their referencing.

If you have not yet been contacted about the new pricing policy, this will be happening over the coming months.

However if you don't want to wait that long then call your account manager today!

If you are unsure who your account manager is, or you would like to find out more then contact Megan by telephone 01626 771584 or email

[megan@rentshielddirect.com](mailto:megan@rentshielddirect.com).

If you are one of the agents that has already signed up to the new pricing structure you may be waiting on a document to send to your landlords, the good news is that this has now been approved by the relevant people and is ready to go. We have attached a copy of this, but if you have any questions please get in touch.

*David Arnold & John Northcott*  
*Account Managers*

## Employee of the Month– Referencing



### What roles have you had at Rentshield?

I am currently a Referencing Administrator

### What's the secret of your success?

- Always being positive and adaptable.
- Building good relationships with clients and doing my best for them.

### What have been your best moments since joining Rentshield?

Last years Christmas party at Lego land was Amazing! Getting to know everyone at Rentshield has been brilliant, working somewhere you enjoy coming to everyday makes all the difference, Gary's inspirational meetings on a Friday morning have kept me motivated and have inspired me to follow my dreams for the future.

**EMMA WELLS**



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**"A SMOOTH SEA  
NEVER MADE A  
SKILLED MARINER."**

**~ENGLISH PROVERB~**

## Employee of the Month– Insurance



**SARAH DIXON**

### What roles have you had at Rentshield?

I am currently an Insurance Consultant on the Tenant New Business Team

### What's the secret of your success?

Being a loyal member of staff who is conscientious, flexible and hardworking. Always Smiling when on the phone and I find I work more efficiently when under pressure!

### What have been your best moments since joining Rentshield?

The Summer Party this year was brilliant! It gave me a good 'welcome' to the company!

I hit a record within the entire insurance department in September for making the most tenant sales ever made in one day (and I've only been here 3 months!) - that was definitely a good day!

## FELICITY'S FEEDBACK



With Christmas just around the corner, I thought it would be an idea to send you all our opening hours over the Christmas period.

### CHRISTMAS OPENING HOURS DECEMBER 2010

Friday 24th Dec: 9am – 2pm

Monday 27th Dec: CLOSED

Tuesday 28th Dec: CLOSED

Weds 29th Dec: OPEN AS USUAL

Thurs 30th Dec: OPEN AS USUAL

Friday 31st Dec: 9am - 2pm

Monday 3rd Jan: OPEN AS USUAL

Keep a lookout for the next edition of Rentshield News early next year.

*Felicity Morris*  
*General Manager*