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at unbeatable prices



Welcome

to the spring edition of the Convey Law newsletter. Thank you all for your feedback on previous editions of our newsletter. Good luck to you all in finding 'Colin the Convey Law Pig' and winning a bottle of champagne.

Spring is upon us again and as usual we have begun to see an increase in instructions; helping us to brush off the winter malaise and fire on into the rest of the year.

The Land Registry figures for 2010 showed that Convey Law is one of the largest privately owned residential conveyancing practices in the UK. We take a look at the facts and figures and the challenges that lie ahead for us as a business.

At the start of this year we introduced Case Status into our online case tracking facility. Case Status represents a précis of the exact position in relation to the property transaction within one paragraph. We take a look at how the Case Status facility is working and what it means to our Introducers and clients.

The effects of the Legal Services Act come into play this October with non solicitors being able to take an interest in a solicitors' practice. We look at how this legislation will affect the conveyancing industry and what 'Tesco Law' will potentially have in store for us.

We are continuing our fundraising for Ty Hafan again this year. We have got off to a slow start but the fundraising promises to increase with Convey Law being one of the main sponsors for the three Ty Hafan Midnight Sleepwalks taking place this year.

This edition of our newsletter sees an introducer profile with Tom Ross-Bason from Spicerhaart Estate Agents kindly giving up his time to comment on our business.

Thank you all once again for your continued support. I hope that you enjoy the newsletter.

Lloyd Davies
CEO Convey Law

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Convey Law Top of the Pops!

We're in the Top 10

The Land Registry figures for 2010 show that Convey Law was one of the largest privately owned providers of transactional conveyancing services throughout the course of last year.

Throughout the course of 2010 we completed just under 5000 residential conveyancing transactions (sale and purchase transactions). Upon scrutinising the Land Registry figures for last year it became apparent that Convey Law was one of the largest privately owned conveyancing practices in the UK, ranking just behind the big corporates that make up the Countrywide Property Lawyer Centres in Manchester and Cardiff and My Home Move in Leicester.

There were a total of 721,089 applications across 8,795 legal practices in 2010, giving the top ten conveyancing practices a 5.6% market share.

Of all the legal practices making applications listed in the Land Registry figures, over 800 of those legal practices only completed one transaction. Will those legal practices still be undertaking conveyancing work at the end of this year?

Mortgage lenders continued to diminish the number of legal practices that they were prepared to act on their behalf last year. It is likely that this process will continue this year as mortgage lenders look to limit the risk of using small legal practices.

The Solicitors Regulatory Authority are considering legislation to assist solicitors in obtaining indemnity insurance without the ability to undertake conveyancing work. Conveyancing is regarded as high risk by the indemnity insurance industry and hence conveyancing solicitors will need to obtain separate insurance for their property work.

We may therefore see a substantial reduction in the number of solicitors practices able to undertake conveyancing work over the course of the next 12 – 24 months.

You could WIN a FREE bottle of champagne!

Somewhere in this newsletter we've hidden a small silver piggy bank pig called 'Colin' (just like the one below).

Spot the wee little piggy and you could WIN a FREE bottle of champagne, delivered to your doorstep. The first correct email entry to arrive is the winner. The race is now on - have a good look through and get Colin spotting. Good Luck.

Email your guess to mfeehan@conveylaw.com

Congratulations to Michelle Knott who WON the bottle of champagne last issue after spotting 'Colin'.

Colin was on Page 3 in the 'Sister Act' article, hidden in the painting with Tracey and Joanna Davies.



Smashy and Nicey Top 10 Figures



Ask Gareth?

Do I need a Coal Authority Search?

In the event that the property that you are purchasing is within an area that has undergone present or previous coal mining activity, then it is absolutely imperative that you undertake a coal search against your property.

We will check, as a matter of course, as to whether or not a Coal Authority Search is required by reference to our Search Seeker database, which also reveals whether or not any Tin or Brine Searches are required.

Any environmental search that you undertake on the property should also reveal as to whether or not a coal authority search is required. Your surveyor will undoubtedly insist that a coal authority search is undertaken for Mortgage Lender purposes.

The Coal Authority Search will reveal past or present coal mining activity and whether or not this represents a danger to the property.

In the event that you require any additional information in this respect please do not hesitate to contact us.

Gareth Richards
Senior Conveyancer at Convey Law

Tesco Law? Does Every Little Help?

New legislation facilitated by the Legal Services Act comes into effect in October of this year which will allow non solicitors to take an interest in solicitors practices throughout the Country.

This effectively means that large companies and organisations like Tesco, Marks and Spencer, Virgin or Santander can take an interest in a solicitors practice.

What does this mean for the legal conveyancing market moving forward?

Large scale investors will inevitably bring with them fantastic marketing and sales facilities for their conveyancing practices. This is therefore likely to provide them with a clear market edge.

A leading supermarket like Tesco, for example will not necessarily be selling 'Tesco Law' in their supermarkets, although this is an option. They will, more than likely, look to present a brand that fits the market well and provides a trusted quality service within the industry.

Opportunists and entrepreneurs will come into the market which gives cause for concern as well as excitement. The recent

experience of Wollastonholmes Solicitors and Friday's Property Lawyers show how difficult it can be to successfully regulate residential conveyancing practices. It is vitally important that the regulatory process is up to speed prior to the implementation of this legislation, failing which, it will be abused.

It has been possible to own an interest in a legal conveyancing practice regulated by the Council for Licensed Conveyancers for many years. It is interesting to note that My Home Move and Countrywide Property Lawyers are both regulated by the CLC and have developed into the largest conveyancing units in the UK. Convey Law is in a similar position although we are privately owned.

The advent of Alternative Business Structures as a result of the Legal Services Act will inevitably bring changes to the legal service industry. It is likely that we will see the number of high street practices diminishing, which will have a knock on effect in relation to the number of practices that can undertake residential conveyancing work.

There are interesting times ahead. The polarisation of specialist conveyancing firms will intensify throughout the course of the next 24 months.



Conveys' Postal Service



Dave Evans and John Arnold

When we come into work in the morning at Convey Law, our mail has already been opened and sorted for us, thanks to the hard work of our former retired postmen, Dave Evans and John Arnold.

Dave and John have worked with us for 6 years, starting work at 6am every morning and ensuring that we are ready to roll at the start of every day.

Thank you both for your tireless efforts.

Even the 'Stars' are using Convey Laws' Services



Lucy Liemann known for 'The Bourne Ultimatum' movie and recently seen in the TV series Rev and Reggie Perrin was extremely happy with the service Gareth Richards and his team provided.

Miss Liemann commented "I can safely say that you deserve 10 out of 10 for every part of your service and I would without a doubt recommend Convey Law to anyone who was looking to sell or purchase a property".

Introducer Profile -

Our relationship with Spicerhaart Estate Agents continues to flourish

At Convey Law we enjoy excellent relations with a number of high profile introducers. These Introducers have supported our business over many years and have allowed us to develop into the business that we are today.

Our relationship with Spicerhaart Estate Agents has been ongoing for over 7 years and continues to flourish.

We interviewed Tom Ross-Bason, Divisional Sales Manager – Darlows & West.

"We have enjoyed a great relationship with Convey Law over many years. Convey have been on the Spicerhaart Premier Legal Panel since it started many moons ago.

We have all worked very hard to develop the relationship between our branch managers and the Conveyancers at Convey Law and this relationship is now starting to pay dividends.

We know that if problems arise in relation to a property transaction the guys at Convey will pull out all the stops to get the transaction through for us.

It is not all hard work, Convey are renowned for their corporate hospitality. We have had a great deal of fun



From left to right: Tom Ross-Bason and Lloyd Davies

together over the years. My thanks to everyone at Convey Law for their hard work and dedication and for being such a fantastic Conveyancing Team".

Tom Ross-Bason
Divisional Sales Manager – Darlows & West



New Introducers at Convey Law

We are delighted to be working with the following new introducers of business.

- Arden Estates
- Besley Hill
- David Seller
- Dunbar Estates
- Edgars
- Edison Ford
- Karl Lawton
- Knight Maley
- Matthews
- Miller-Metcalfe
- Smartmove
- Select a Property
- Seel & Co Auctions
- Simon Williams Estate Agents
- Nathen James Estate Agents

In the event that you would like to work with us, please do not hesitate to contact our Sales Account Manager, Rob Hosier.

Rob Hosier Sales Account Manager

Direct Dial: 01633 261212 Mobile: 07971 249968
Email: rhosier@conveylaw.com

Rob's World - the latest from Conveys' Sales Account Manager



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It has been a busy start to the year with me once again looking to increase our introducer referral base. There is always pressure at the start of the year to bring in more instructions as January and February are always seasonally quiet months for us.

I am delighted with the progress that I have made so far this year in meeting and securing new introducers of business. Thank you to everyone who has referred new business through to us this year.

It is also great to be able to reward our existing introducers of business. We have enjoyed fantastic support from a number of our introducers over the course of the last 12 months. None more so than Richard Vickery of Spicerhaart in Plymouth. Richard won a weekend away for his family last year as a part of our introducer referral competition. See below. Thank you Richard for your continued support.

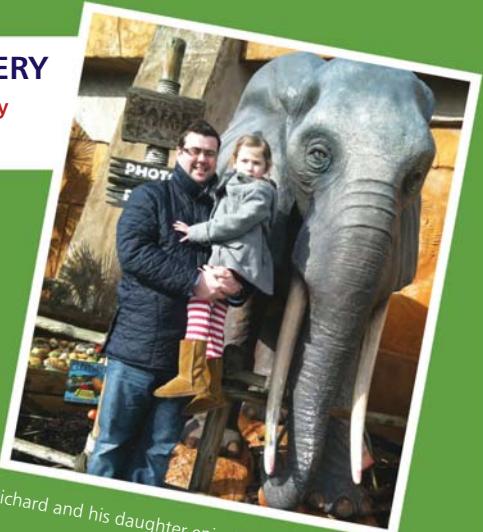
My role as Sales Account Manager also involves helping out where I can with Convey Laws' fantastic fund raising endeavors. As you can see I 'manned up' last month for the sponsored leg wax for Comic Relief. As the photo left shows - it didn't hurt at all!

Should you ever have a problem, please do not hesitate to contact me.

OUR INTRODUCER COMPETITION WINNER

1st prize

RICHARD VICKERY
WON a relaxing, luxury night away for two.



Richard and his daughter enjoying their day out.

Richard Vickery of Spicerhaart in Plymouth won a weekend away for his family last year as a part of our introducer referral competition.

Richard took his family for a two night break in Worcestershire and had a fantastic time at the West Midlands Safari Park.

Richard commented; "*Winning the introducer competition was the icing on the cake. We get a truly excellent level of service from Phill Edwards and his conveyancing team. Thank you*".

Thank you Richard for your continued support and good luck in our next competition.

Keep a look out for the next Convey Law Introducer competition.

Fundraising at Convey Law for 2011



Our target for this year is to raise in excess of £30,000 for our favourite charity, the Ty Hafan Children's Hospice in Cardiff.

Last year we managed to raise in excess of £28,000 for Ty Hafan.

Ty Hafan offers comfort, care and support for life-limited children and young people and is dedicated to improving the quality of life of their whole family.

With the support of our clients, our Free Legal Fee Competition will continue to provide the majority of the fund raising this year.

Several members of staff will be taking part once again in the Ty Hafan Midnight Sleep Walk in Cardiff on the 13th May this year. Convey Law will also be one of the main sponsors of the three Midnight Sleep Walk events that are taking place this year. A total of 24 members of staff took part in the Midnight Sleep Walk in Cardiff last year and we hope to increase on the numbers for this event this year.

We are also looking to instigate a number of other fund raising events for Ty Hafan, marathon running and sky diving have been muted as possible fund raising events! Watch this space.



Alex's Charity - Caerwent Youth Club

On a monthly basis we hold a dress down day at Convey Law where we raise money for Ty Hafan or for other charities that have been nominated by our members of staff.

So far we have raised £1,540.28 for various good causes:-

**£331.70 Velindre Cancer Centre
£111.75 Children In Need
£143.68 Kyle's Goal
£92.05 Breast Cancer Care
£102.00 Jeans for Jeans
£100.00 St Davids Foundation
£500.00 Comic Relief - Red Nose Day**

At the start of this year Alex Harris, who works in our Welcome Pack Team, introduced us to his chosen charity - Caerwent Youth Club. Everyone at Convey Law helped Alex raise in excess of £159.10 for his chosen charity. Caerwent Youth Club are using the money to improve their facilities by painting a mural with the monies raised.



Alex Harris (back) with the young people of the Caerwent Youth Club.

Alex and the Caerwent Youth Club would like to say a big 'Thank You' to everyone at Convey Law.

Case Status - Revolutionary Conveyancing

Over the years we have invested heavily in our on line case tracking system. The information in the system is only as good as the data that is entered into it by our Conveyancers.

At the start of this year we introduced a new field known as Case Status. The Case Status field provides a précis of the status of the case in one concise paragraph. This paragraph is updated by our Conveyancers every 7 days or every time that they access the clients' file.

This year we reintroduced our online case tracking system to our introducers and the effect has been tangible. We no

companies offer this. It was a very easy way to get an update quickly on what stage my transaction was at. I was also impressed with your telephone system; I liked how I could get straight through to my Conveyancer. I will recommend Convey Law to my friends and family and if I move house again I would definitely use your services".

Our case tracking facility is not an excuse for us not talking



longer have to send emails updating our introducers every week; they simply log on and obtain the information for themselves via the case tracking system. We have noticed a marked decrease in telephone traffic as a direct result of our reintroduction of this facility.

Our clients like it too.

The following quote is from Mr Guilder, a client introduced by Spicer McColl in Chelmsford, Essex:

"I was most impressed with your Online Case Tracking System. I thought it was very '21st century', and not a lot of

to our introducers. Our Tuesday updates will continue with a member of each Conveyancing team contacting all of their introducers in order to run them through all of their cases on a weekly basis.

The challenge now will be for us to continue to update our Online Case Status accurately over the course of the next 12 months.

Thank you to all of our introducers and our members of staff embracing this new Conveyancing concept.

Mrs Giles was very happy with the service she received from Convey Law. "I was very impressed with your Online Case Tracking System; I found it very handy to get an update on the progress of my transaction at any time". When Mrs Giles was asked if she would recommend Convey Law in the future she replied "Absolutely".
Mrs Giles

"I was very happy with the service I received from Convey Law. It was always easy to get in touch with Phill Edwards and the team. I liked how everything could be dealt with online, through the post and over the phone".
Mr Walczak

"I was most impressed with the correspondence from Convey Law. It was very easy to communicate with you, and I found this very comforting, being able to get an update on my transaction at all times".
Mr Nuttall



Comic Relief 2011
The staff at Convey Law raised a fantastic £500.00 for Comic Relief on 18th March. Funds were raised via a Dress Down Day, Cake Sales, a Raffle and a Cake Auction. The largest amount of money raised was via a sponsored leg wax!



Every month our outstanding members of staff are given the opportunity to win achievement awards.

Here are our winners with their February Awards.



Sara Watkins' Team - Ty Hafan Star Award



Post Completion Team - Team of the Month



Claire Fords' Team - Fastest Timelines



Marion Wood - Employee of the Month



Gareth Richards' Team - Client Service Award

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