



Case in Point

Premier Property Search

Property consultants home in on business skills

The ups and downs of the property market make it a potentially precarious profession, as Hampshire-based Nigel and Barbara Sellers know only too well.

Professional property consultants and search agents for over 15 years, they have successfully weathered the occupational storms of economic downturns, recession and a shortage of high-quality properties.

And four years ago when, to fulfil their personal ambitions, they left the property franchise which they had originally helped set up, they also faced the problems inherent in a company name change and associated re-branding.

Business Link & Premier Property

Now, a year after becoming involved with Business Link, they feel better equipped than ever to face the vagaries of the property scene. Their company, Premier Property Search, specialises in finding residential properties – anything from country houses and farms to city flats and town houses throughout the UK – for corporate and private clients.

The company's five consultants have been instrumental in the procurement of property worth over £45 million in the last three years.



Free advice and support

'When Business Link called to offer a free consultation to outline the kind of support that is on offer we decided we had nothing to lose by going along,' said Barbara. As it turned out, they had a great deal to gain.

'Tapping into a range of dedicated business skills has been really beneficial,' admitted Barbara.

Our Adviser

'Susan Obbard, our Business Link adviser, encouraged us to take time out to review our business plans and objectives. She reassured us that decisions we were about to take – such as changing our accountant – were in the best interests of the business.'

The business link service is available locally and provides the information, advice and support you need to start maintain and to grow a business.

For more information call 0845 600 9 006
or visit www.businesslink.gov.uk/southeast





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Winners at Daily Mail Property Awards 2006

'She has also helped us develop our IT capabilities, introduced a more in-depth way of looking at company figures and helped us to focus on new business development opportunities.'

And finally...

'Business Link has been an invaluable source of information and given us a network of useful contacts.'

Nigel is equally impressed. 'At Premier Property Search we pride ourselves on saving our clients – who are usually extremely busy people – significant amounts of time and effort through our professionalism, specialist expertise and personal service,' he said.

'And that is precisely what Business Link has done for us.'

visit: www.premier-propertysearch.co.uk

Nigel and Barbara Sellers Winners of
the Daily Mail Property Awards 2006

Company overview

Established:	1992
Sector:	Residential Property
No. of employees:	6
Turnover	£500,000
sellers@premier-propertysearch.co.uk	

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