

# Unlock your agency's potential

We make client accounting effortless.



MNE is an experienced team of accounting and finance experts serving clients across a range of industries, from manufacturers and construction companies to retailers and letting agencies. We are the trusted accounts team to some of the UK's leading letting agencies, helping them to improve efficiency and ultimately become more successful.

The lettings industry has seen a raft of financial and legislative changes over the last year as it looks to improve the way in which it is regulated.

Letting agencies are having to evolve their approach in how their finances are managed, to improve systems and processes. As a result, we manage the client accounting of **over 40,000 properties** for agencies which recognise the immeasurable difference outsourcing this function can make to their business.

Outsourcing your client accounting isn't just a short-term cost cutting exercise. Although reduced costs can be a big advantage, outsourcing to our finance team also drives long-term efficiencies, delivers sustainable benefits and is a real platform for growth.

The opportunity for growth is perhaps the key driver for agencies which choose to outsource their client accounting.

It's so easy to scale up or alternatively cut back when you outsource your client accounting. Business owners can react quickly to the demands of their business in a way they couldn't if they had an in-house finance operation.

We are extremely experienced within the lettings industry. Some of our management team have previously held senior positions at national letting agents, meaning we have lived and breathed the industry for years. The rental market is one we intrinsically understand, giving you absolute peace of mind. We're here to become an extension of your team and make a measurable and lasting difference.



**Taking your agency to dizzy new heights**

Whether you're a small or large agency, back-end office functions can be an unnecessary distraction. Outsourcing your client accounting gives greater focus on growing your portfolio and driving growth.

# Balancing the books: leave it to us

It isn't what we say about ourselves that's important. It's what others say about us.

## Testimonial

MNE Accounting has provided a highly personalised and professional service to my company since our start-up through to today's position. Their willingness to understand not just our accounting, but the management thinking and the preference for how we need information presented, enables a high degree of confidence to support our continued growth plans.

*Noel H. London*

## Case Study

### Services

Client Accounting  
Management Accounting

Turnover	£6m
Branches	23
Employees	85
Hours per month	745

### Initial Costings

Cost of previous function

**£122,000**

Outsourcing to MNE

**£85,000**


Cost Saving

**£37,000**

We began working with this client in late 2014 when they had 8 branches. They were entering a growth phase and looking to franchise their business. Due to their growth plans, they needed a team which could run seamlessly alongside them as they grew quickly.

Seven members of the MNE team work on behalf of this agency, across a range of disciplines. As each branch or franchise joins the group, the client doesn't need to worry about the financial side of things; we just add another few hours to their plan.





**An arm's length approach to client accounting provides complete transparency. It delivers greater clarity of the client accounting process than if it were carried out in-house.**

Using an external provider to manage your client accounting allows for a free and open working relationship, as well as full, accurate and timely disclosure of all information associated with the delivery of your client accounting.

Being independent of letting agencies and conducting transactions away from your branches means we act only in the interest of our clients, with no hidden agendas, providing complete assurance to landlords and all stakeholders.

# The beauty of an arm's length relationship

# You're in very good company

## Testimonial

Dan and his team are great to work with. They took everything off my hands, leaving me with nothing to worry about! Very professional and reliable. Fantastic work, thank you.

*Nicole F. Croydon*

Great company, very knowledgeable staff and always handle any query very quickly. Highly recommended!

*Andy B. Loughborough*

We look after many letting agencies and branches across the UK, all facing their own unique challenges. This means our exposure to the issues and nuances that can surround client accounting is high and there is rarely something we haven't seen before.

As a firm of accountants first and foremost, letting agents (and their clients) are able to call upon greater expertise and gain valuable insight on other accounting matters when required. For some of our clients, we have acted as an important soundboard for landlords.

As trusted partners to such a variety of businesses, we have lots of experience we can bring to bear on your client accounting requirements.

## Senior Team



Tim Emmony  
Managing Director



Natasha Harris  
Operations Director



Jamie Steadman  
Client Director



Daniel Boot  
Head of Lettings



Chris Prior  
Client Manager

## Benefits of outsourcing your client accounting

- + **Scalability.** In rapid growth periods, the back-office operations of an agency also expand. Business owners can react quickly to changes within their business, as well as industry and economic changes in a way you just can't when you have an in-house finance operation.
- + **Staff issues are a thing of the past.** Save money on everything that comes with employing staff such as recruitment costs, holiday pay, training and office equipment.
- + **Staff leaving, holidays and being off sick just doesn't happen.** Our clients benefit from having their accounting systems running all year round.
- + **More time.** It's hard enough juggling everything that comes with running a letting agency as well as managing your accounts team. Outsourcing client accounting frees up valuable time.
- + **Greater productivity.** We split one role into several roles across our team meaning tasks are completed efficiently, quickly and by the right member of the team.
- + **Access to the industry's best tools and technology.** We constantly look to improve our service and expertise through new technology, so that our clients can reap the benefits.

## Our service includes:

- ✓ **Processing and allocating money received**
- ✓ **Reconciling against rent demands and invoices raised**
- ✓ **Delivery of detailed daily receipts and payments schedule**
- ✓ **Generating landlord statements and remittance advice notices**
- ✓ **Daily payments to landlords and suppliers by BACS**
- ✓ **Itemised fees and commission reports**
- ✓ **Dedicated phone lines**

## Why we are a strong partner:

- + **We're a highly experienced team.** Some of our management team have held senior positions at national letting agents.
- + **National coverage.** From Eastbourne to Edinburgh, no matter where you are in the UK, we have you covered.
- + **Trusted by leading letting agencies.** From independently owned businesses to national UK brands.
- + **Proven track record of delivering cost savings.** Without exception, we have helped deliver operational cost savings to our clients.



# Why you should work with us

Without exception, we have helped deliver operational cost savings for the letting agencies we partner with.

#### Our Annual Fees

Base Fee **£3,500**  
Fee Per Property **£30-40**

Our fee per property varies due to several factors, including the software used, whether you have student properties, how we access your system, as well as whether a manual banking system is used.

#### Example Fees

LETTINGS COMPANY	BRANCH 1	BRANCH 2
No. of Properties	200	400
Annual Fee	£3,500	£3,500
Property Fees	£6,000	£12,000
Annual Total	£9,500	£15,500
<b>Monthly Payment</b>	<b>£792</b>	<b>£1,292</b>

#### Speak with an expert member of our lettings team

MNE is based in the centre of Leicester and works with letting agents locally and nationally.

We're just as passionate about your agency as you are. If you're looking to improve your client accounting function and client experience through outsourcing, we'd love to hear from you.

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# Service Fees