



Letter to the Editor

REPLACING LOST HIPS COMMISSION A “NO BRAINER”

The recent announcement by Communities Secretary, Eric Pickles and Housing Minister, Grant Shapps suspending the requirement for homeowners to provide a Home Information Pack (HIP) when selling their homes, has left many estate agents in a quandary: how do we replace the lost commission?

Simple: target the homebuyer with a selection of essential safety and energy products/ services that will, for example give insight into the property's gas and electrical installations.

It is estimated that 92% of new homeowners spend in excess of £500 immediately after purchase, and 70% spend more than £2,500 immediately after buying a new home. This is therefore the perfect reason to establish an ongoing relationship with the buyer and market a host of products and services to them.

Basically, the opportunity to replace the lost HIPs commission does exist. Over and above the mandatory energy performance certificate (EPC), which will still be required, there are a host of other services that can produce commission for agents.

We are offering the opportunity for agents to partner with us to earn commission from our full range of services/ products: gas and electrical safety inspections, EPCs, boiler exchanges and services, smoke alarms, homeowner insurance, and our energy-saving range of products.

gas-*elec* have been serving the residential property market for over 14 years and provide a nationwide service. We have build up a strong track record through our network of regional offices and locally-based engineers.

John Davidson

Managing Director: gas-*elec* group

ENDS/...

Editor's Notes

Founded in 1996, gas-*elec* carries out impartial safety inspections and light remedial works. Its unique inspection service provides the residential lettings market and homebuyers and sellers with multiple inspections of the gas and electrics in one visit. gas-*elec* has recently launched a number of new energy-saving products and services. These include the g-save fuel economiser, which reduces fuel bills by up to 31% and a consumer comparison website (*ge-switch*) that offers users the widest range of energy suppliers in order to compare their gas and electricity prices. gas-*elec* has over 130 franchisees operating from 18 regional offices, who this year will carry out more than 120,000 safety inspections in domestic properties throughout the UK. For more information visit www.gas-elec.co.uk.

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