

Property development and investment in the UK



*Some thoughts
from*

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Managing Director*

Sitting down for a chat should never go out of fashion

In the early 1990s when we started our property operation in Hong Kong, there were no 'Teams' or 'Zoom' conference calls.

We did things the old fashioned way. We sat down, with investors (usually over a coffee) and got to know what they were looking for, their risk tolerance etc.

Importantly, they got the opportunity to form an impression of us and decide whether we were the right people to be trusted with their hard earned savings.

It worked well, but of course, times change.

These days, communication is so much easier. Sadly, one downside is that the whole investment process has become less personal. Social media campaigns, 'click to invest' options and computer generated replies are a sign of the times.

It is fair to say that in recent years, investors have become better informed. As a result of this they have, quite rightly, become more wary and are now more reluctant to engage in 'face to face' meetings with potentially high pressure 'sales people'.

The view point is that charlatans often appear as credible people and it is easy to be fooled by a smooth talking salesman.

I agree, but at least by sitting down with someone you will give yourself a better chance of assessing a person's integrity than by reading their marketing material or watching a well rehearsed promotional video.

The right approach

Meet... know... like... trust... Invest

Meet; The first step is to meet the adviser or salesperson. Conference calls have their place, especially when travelling distances are prohibitive. However, sitting down across a table and 'personalising' things by 'looking someone in the eye' is better.

Know; Get to understand their operation and opportunities and decide if one of them suits your needs.

Remember, you may have thought 'property investment is not for me' or 'I don't have enough money to interest them', but until you know what they can offer, you shouldn't rule them out.

Like; People will say you don't have to like someone to invest with them - it is all about the opportunity. The reality is that we all have emotions and if you don't like or feel comfortable with the adviser then the relationship is off to a bad start. Liking them is not a reason to invest, but not liking is a reason not to.

Trust; This is important. No matter how good the opportunity sounds, if you have doubts about their integrity and whether what they are telling you is true, you should NOT invest with them. Trust is the basis of all good, long term relationships

Invest; If you are going to reap the rewards of a sound investment you first have to 'pull the trigger' and make the investment. If you follow the above approach you will be better placed to make that decision.

**Hong Kong
and
Thailand**

**14th to 20th
January**

Please contact
us if you would
like to meet
Denessa Chan or
myself



The Terrace is our next **aparthotel** project and will be **launched in early January**.

It will offer fixed interest (8% p.a. after withholding tax and no UK tax liability) and joint venture investment options (expected 17.5% plus p.a.)

Our last project was fully subscribed by pre-registered and existing clients and we expect **The Terrace** to be just as popular.

If you would like to receive details of the opportunity please contact us.



We have two 'off - plan' **co-living/hmo** opportunities available. Both are superbly located and will comprise fully furnished, all en-suited rooms.

They can be acquired with 10% deposit and balance on completion OR forwarded funded by the investor at a lower price.

They are offered with the option of market rents OR are available with a corporate let for three years plus at 7.5% net after ALL costs.

Please contact us for further details.

Something lighter



Our Head of Business Development, Ms Gina Ransley, is leaving us to pursue a career in another industry.

We wish her all the best for the future.



Apologies

Our newsletter is bit short this month, but our regular sized edition will be published early next month.



This newsletter, including information on its fixed interest opportunities, should not be viewed as an offer to the general public to invest. Such opportunities are only available to selected professional and sophisticated investors as defined in the jurisdictions in which they reside.