

The Property Business Is A Business Of Relationships

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To be successful in property, you need to develop lasting relationships with other people. This article discusses the various relationships you should be developing to help grow your business.

You are the same today as you'll be in five years except for two things,

the books you read and the people you meet - Charlie Jones.

To be successful in property, you need to develop lasting relationships with other people. What's helped me to succeed in property investment more than anything else, has been the relationships I've had with other people.

If you want quick growth in property investment, you need to start building a team around you. This is something you need to work on from the outset.

Your team should include solicitors, accountants, financial advisors, estate agents, letting agents, property finders, other property investors, plumbers, electricians, general builders and anyone else who could help you to achieve your goals.

Whenever I am looking for someone to join my team, I will always try to find someone based on referrals. I will ask family and friends if they know of anyone that could help me with my business. I also ask my current contacts.

For example, several years ago I had the need to acquire a new solicitor. Rather than going straight for the yellow pages, I asked my accountant if he knew of any proactive solicitors. He gave me the name of one such solicitor. I contacted her immediately and found her to be one of the best solicitors I have ever known and have retained her since.

If I am unable to find anyone via my existing contacts, I will then search the local directories to source someone close to my offices. I always try to source local, as it will save me a lot of time should I need to go and visit.

When sourcing members of my team via this method, I always interview at least three candidates. My final decision is never based on price alone. I will always choose my advisors based on their knowledge of the subject matter and also any rapport that we build during our first meeting. I will never choose someone who appears to be very knowledgeable but fails to understand my business goals and personality.

Over the years, I have established a great team around me. We work together and have a good respect for each other. I always pay my advisors and workers on time and have a strong respect for them and their services. This works great because I am able to get jobs done quickly and efficiently as my team supports me in my endeavours.

If you are new to property investment, I would advise you to find people that share the same work ethics as yourself to help you grow quickly in your business.

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