



Spring Edition May 2016



Welcome to the Convey Law Spring Newsletter 2016.

What an incredible 12 months!

Convey Law were voted Best Welsh Business by the South Wales Chamber of Commerce and One to Watch at the Sunday Times Top 100 Companies Awards in 2016.

We developed the first online conveyancing paralegal course and launched the Conveyancing Academy to compliment the development of Junior Conveyancers within our environment.

In 2015 we launched the Conveyancing Foundation where we raised over £100,000.00 for charity as we engaged the conveyancing industry in "Conveyancing for Charity".

We hope that you enjoy the Newsletter. Good luck in spotting Colin the Convey Law pig and winning a bottle of champagne.

Yours Sincerely,

A handwritten signature in black ink, appearing to read 'Lloyd Davies'.

Lloyd Davies

Managing Director
Convey Law



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REVOLUTIONARY CONVEYANCING

Predicted Exchanges/Managing Expectations and Results

Over the course of the last three years our Conveyancers have predicted which of their transactions will complete at the start of every calendar month.

We work with our clients and introducers to ensure our exchange and completion objectives and targets are met.

Once we predict – we exchange!! We have a 100% success rate, unless matters beyond our control affect the outcome.

Our revolutionary case tracking facility has been well received by clients and introducers alike.

Thank you to everyone for your excellent feedback! We continue to improve!



"We found Stephen Thomas and his team, Fern and Samantha, friendly, efficient and made this a very easy process. We would highly recommend Convey Law, we felt in competent hands throughout. We could track our progress easily and whenever we needed to without hassle. Stephen Thomas was reassuring and explained any issues we had in detail. So pleased we used this company. Thank you."

Mr Stokes

"The service was exemplary. Very professional and willing to go the extra mile when balance of funds required on the day of completion rather than waiting for the usual 3 days. Thank you all, especially Lauren and Lizzy! (There were others I am sure, so thank you all!)"

Mr Weal



Ask Gareth?

Q. When do the new 3% Stamp Duty Land Tax higher rates apply?

A. "From the 1st April the new 3% Stamp Duty Land Tax rates came into effect for purchasers of additional residential properties.

The new higher rates of Stamp Duty apply to individuals who own more than one property after they complete their new property transaction - anywhere in the world!

For additional information please refer to Gareth's SDLT Article later in this Newsletter."

Gareth Richards
Legal Director at Convey Law

You could WIN a FREE bottle of champagne!

Somewhere in this newsletter we've hidden a small silver piggy bank pig called 'Colin' (just like the one below).

Spot the wee little piggy and you could WIN a FREE bottle of champagne, delivered to your doorstep. The first correct email entry to arrive is the winner. The race is now on - have a good look through and get Colin spotting. Good Luck!

Email your guess to rhosier@conveylaw.com

In our last issue, Colin was flying in the rainbow run picture on Page 8 of the newsletter.



Winner of Winners

Welsh Business Awards 2015

We took home the “Winner of winners” award at this year’s Welsh Business Awards, organised by the South Wales Chamber of Commerce.

We also picked up the “Commitment to Skills and People Development” award at the ceremony, organised in association with the University of South Wales (Formerly the University of Glamorgan and the University of Wales, Newport).

Currently we employ 80 staff in Newport and we are aiming to expand that by 30% by the end of the year. The judges were impressed by our innovative approach to business and dedication to staff training, giving room for employees such as paralegals, to progress into fully qualified conveyancers.

Managing Director Lloyd Davies said:

“Winning these awards and being named the ‘Welsh Business of the Year’ is a huge boost for our business and it also shows

the benefits that membership of the Conveyancing Association can bring. Being a part of the CA has helped us to develop best business practice, in conjunction with other leading conveyancing businesses.

“In recognising our ‘Commitment to Skills and People Development’ the judges made explicit reference to our work in developing the Conveyancing Academy as the first online conveyancing training portal in the UK, and this was clearly a major part in our success. Convey Law’s use of the Conveyancing Academy courses certainly gives us an edge over competitors in terms of our staff skills, but more importantly, it allows us to achieve our goal to give every individual the opportunity to fulfil their potential.

“A supportive culture that encourages training, learning and continuous professional development, coupled with the benefits of the Academy’s structured training programme, has allowed us to



achieve significant commercial growth. This has been helped considerably by our membership of the CA and we would urge other conveyancing firms who are not members to consider what the Association can offer their business.”

Our award winning didn’t go unnoticed, it featured in a full page article in the Western Mail. It also featured on the Wales Online website and TodaysConveyancer.co.uk.



Stamp Duty Land Tax – Important Changes

On the 16th March 2016, the Government announced important changes to Stamp Duty Land Tax for people who own more than one property. The changes came into effect from the 1st April 2016.

The new higher rates of Stamp Duty Land Tax will apply to people who will own more than one property after they complete their new property transaction.

To help understand if the higher rate of Stamp Duty Land Tax applies to your property transaction, we have included the flow chart below and we would also suggest you visit the GOV.UK website at <https://www.gov.uk/government/consultations/consultation-on-higher-rates-of-stamp-duty-land-tax-sdlt-on-purchases-of-additional-residential-properties>



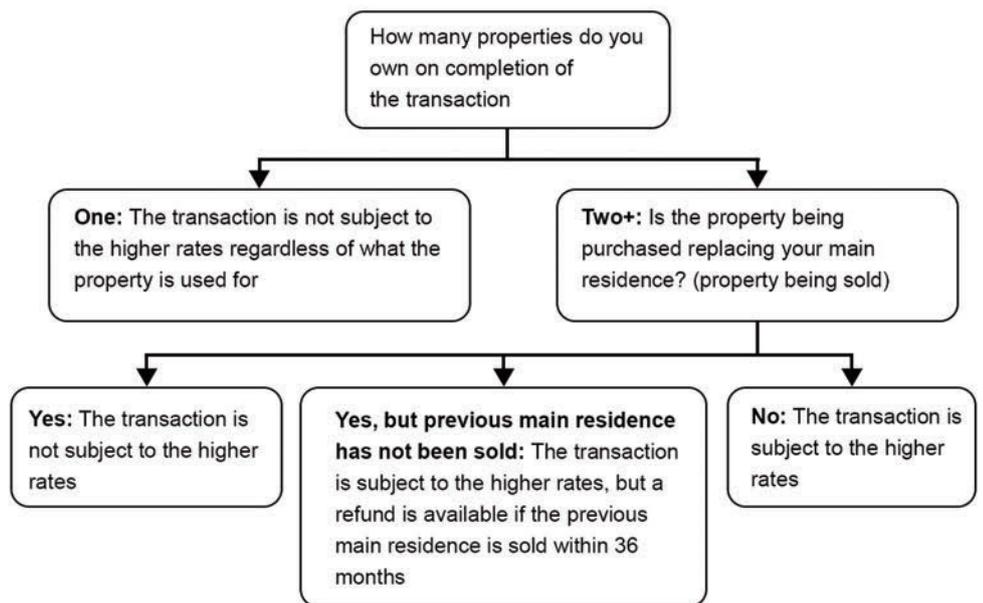
Where applicable, the higher rates will be 3% above the standard rates of Stamp Duty Land Tax that apply to purchases of residential property. Each rate will apply to the portion of the consideration that falls within each rate band:-

Purchase price of property	Rate paid on portion of price within each band
From £0 up to £40,000	0%
Over £40,000 and up to £125,000	3%
Over £125,000 and up to £250,000	5%
Over £250,000 and up to £925,000	8%
Over £925,000 and up to £1,500,000	13%
Over £1,500,000	15%

For example, the Stamp Duty Land Tax due on a purchase of a buy-to-let property for £300,000.00 that is liable to the higher rates, would be £14,000.00, calculated as follows:-

Charge	SDLT due
3% on the first £125,000.00 =	£3,750.00
5% on the next £125,000.00 =	£6,250.00
8% on the final £50,000.00 =	£4,000.00
Total SDLT due =	£14,000.00

How to check if a purchase of a property by an individual is liable for the higher rates



The new Stamp Duty Land Tax Calculator can be accessed from: <https://www.tax.service.gov.uk/calculate-stamp-duty-land-tax/#/intro>

REVOLUTIONARY CONVEYANCING



18-80

Age is no barrier at Convey Law

Anita Macklin started work at Convey Law in April 2002 and turned 80 in April 2016. Age is no barrier at Convey Law and Anita is still working tirelessly for us at the age of 80. Pictured above with Sam Jones, our 18-year-old post-completion operative – age is no barrier at Convey Law.

Thank you Anita for your incredible hard work. We all hope that we have your energy, enthusiasm and enjoyment of working life at 80 years of age!

Junior Conveyancer – Recruitment Drive 2016

Six Junior Conveyancers moved from Paralegal roles into our conveyancing nursery in January 2016. A further six will be appointed in July of this year as we continue our recruitment drive to increase our workforce by 30%. Positions are available for Paralegals, Junior Conveyancers as well as Senior Conveyancers and Administrators.



Convey Law – Top 100 Companies to Work For

In 2015 Convey Law were voted “One to Watch” in the Times and Sunday Times Best 100 Companies Awards.

Over the course of the last 12 months we have been awarded the Gold Investors in People accreditation and implemented a series of staff benefits, making Convey Law the employer of first choice in the conveyancing industry in South Wales.

REVOLUTIONARY CONVEYANCING



Rob's World

The latest from Convey Law's Sales & Marketing Director

What an incredible start to the year. We have registered a record number of instructions and new introducers coming on board.

Our Welsh Business Award, together with a host of other Awards that we won last year and at the beginning of this year, are making an impact!

Please note that our new Introducer Competition has just started, the details are below.

In the event that you would like to speak to us about what Convey Law can offer your clients and your company, please do not hesitate to contact me.

Rob Hosier

Sales & Marketing Director

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3 fabulous
prize
COMPETITION

ENTER our NEW fabulous
WINTER Competition
and you could WIN some
fantastic prizes.

1st
prize

HOTEL STAY

WIN a relaxing, luxury
night away for two.



2nd
prize

ADVENTURE DAY

WIN an Adventure Day
for two.



3rd
prize

SPA DAY

WIN a Spa & Zen Day
for two.



The **WINNERS** will be the Introducers with the highest proportional increase of live instructions from the 1st June to the 31st December 2016.

If you require any assistance in selling our legal products please contact
Rob Hosier on **01633 261212** or your allocated Convey Law Conveyancer.



THE CONVEYANCING ACADEMY



In January 2016 we launched the **Conveyancing Academy and the first ever online conveyancing course for Paralegals.** The Paralegal course consists of 16 modules with online course materials, videos and examination facilities.

The Conveyancing Academy Paralegal Course now forms part of our induction programme for all new starters. The course was developed in conjunction with the Conveyancing Association, which is made up of the top 50 conveyancing lawyers in the UK.

In April 2015 our Managing Director, Lloyd Davies, was appointed Operations Director of the Conveyancing Association.

Our sister company, Convey365 Ltd, was appointed as the secretariat to the Conveyancing Association in the spring of 2016.

The objective of the Conveyancing Association is to work collaboratively with our conveyancing member firms and key industry stakeholders in developing best business practice for the betterment of the conveyancing industry.



Conveyancing Association members at the London Eye, March 2016



CONVEYANCING FOUNDATION

“Conveyancing for Charity”

In 2015 we launched the Conveyancing Foundation to help conveyancers emulate our fundraising achievements.

In 2015 our fundraising target reached £350,000.00 with £100,000.00 being raised last year. Staff took part in a number of fundraising initiatives culminating in the Matterhorn Challenge which allowed us to raise over £50,000.00 for the Ty Hafan Children's Hospice.

Our objective for 2016 is to raise £150,000.00 for charity and to encourage other conveyancers to adopt the Conveyancing Foundation Free Legal Fee Charity Competition.



For additional information in relation to the Conveyancing Foundation, please visit the website at www.conveyancingfoundation.org.uk