



Home and dry

By quitting his City job, Neil Mansell dodged the economic storm and is now basking in a bright future with **Platinum Property Partners**

IN 2006, Neil Mansell was working as a business development manager in the City – a job that offered few opportunities for advancement. Just three years later, Neil has his own property investment franchise with a portfolio of twelve buy-to-let properties and is making more than £130,000 a year gross profit from rental income alone. He is currently in the process of buying his thirteenth property.

"I can't believe how far I've come in such a relatively short space of time," says Neil. "But then again, you definitely get out what you put in, and I have put in a lot of time and effort to make my business work."

Neil's father had been involved in property renovation and refurbishment, but he had never considered it as a real employment alternative until he spoke to Steve Bolton, the founder of the Platinum Property Partners (PPP), who explained how Neil could run his own portfolio as a viable business.

Following intensive one-to-one mentoring and continual support from Steve, Neil spent 14 months doing his 'day job' while working on building his property portfolio in the evenings and at weekends.

By early 2007, the rental income from Neil's first three investment properties had replaced his salary, and he was able to quit his paid employment to concentrate on property full-time.

When Steve and his business partner Nick Carlile franchised their buy to let property investment business in July 2007, Neil became one of the first ten 'foundation' franchise partners (franchisees). Franchise Partners follow PPP's tried, tested and proven systems and strategies to fast-track their success, maximising cash flow and capital gain. Ongoing support and guidance is provided by market-leading property, legal, and financial professionals.

"The PPP franchise opportunity was a 'no-brainer' for me", says Neil.

"Only being 30, I don't often think about pensions, but my future is already starting to look after itself!"

"Using their systems and strategies, and being able to access their support network has enabled me to grow faster and more profitably than I ever would have done on my own.

"Being involved in an organisation that is always seeking to move forwards and develop strategies

in line with the shifting market means that I can continue to grow and improve my portfolio, taking best advantage of the opportunities out there. Being only 30, I don't often think about pensions but my future is already starting to look after itself!"

Neil's current portfolio, worth more than £3 million, is made up of multi-lets – where individual rooms are rented out to young working professionals on an all-inclusive basis – and single-let properties bought substantially below current market value. He employs two staff, which frees him up from the day-to-day running of the business.

Steve adds: "Neil is incredibly committed, business-minded and creative, and his success is absolutely deserved. In the past year, he has also been working for PPP internally, sharing his expertise by mentoring new 'franchise partners', embracing the company ethos of giving back. He's become a close friend and business colleague, and is a very valuable member of the franchise community, showing others what can be achieved." ■



IN BRIEF

NAMES: Neil Mansell

AGE: 30

COMPANY: Platinum Property Partners

FRANCHISE AREA: Chelmsford, Essex

BUSINESS CATEGORY: Property Investment

NOMINATED BY: PPP founder Steve Bolton

Why not reward a successful franchisee for their achievements by nominating them as Franchisee of the Month? Please provide information and a high quality photo of the nominee, and email: editor@businessfranchise.com