

INSIDE conveyancing

CONFERENCE 2020

FORMERLY THE LFS CONFERENCE

INSIDE CONVEYANCING AWARDS CATEGORIES & CRITERIA 2020

REGIONAL AWARDS

Divided into 6 regions with each firm competing against other local firms. There is no restriction in type or size of firm, but their work should be mainly undertaken within the local area.

DIRECT CONVEYANCING FIRM

This is for firms who mainly operate on a national basis, winning work direct from the internet or from panel managers.

SMALL CONVEYANCING FIRMS

Again the country will be split into 6 regions. This award allows smaller firms who still offer a top-class service but without the large marketing budgets of their larger rivals to compete against each other on a level playing field. We classify small firms as those with LESS than 50 transactions for value, in the September 2019 Land Registry League tables.

YOUNG CONVEYANCER

One of the most competitive and highly sought-after categories. We classify young conveyancers as being under 30 years old and they should have control of their own case load and be responsible for the client from instruction through to completion.

INDIVIDUAL CONVEYANCER

This is open to any conveyancer controlling their own case load and is judged solely through customer feedback.

BEST USE OF WEBSITES, MARKETING AND SOCIAL MEDIA

As the name suggests we look at all aspects of how a firm markets its conveyancing department.

BEST TRAINING FIRM

For firms who have an advanced training scheme to develop staff to progress their careers.

BEST INNOVATION

Split into two sections, one for innovative law firms and one for suppliers to the sector. For firms who have an innovative idea or solution.

CUSTOMER SERVICE AWARD

This was a new award for 2019 and recognises an outstanding performance with the Mystery Shopping exercise.

FOR MORE INFORMATION CALL: 01273 229333 -

EMAIL: INFO@INSIDEVIEWS.CO.UK

OR VISIT: WWW.INSIDECONVEYANCINGCONFERENCE.COM

THE JUDGING PROCESS

(DONE ON THE JUDGIFY PLATFORM)



THE DIRECT, SMALL AND REGIONAL FIRM OF THE YEAR AWARD

Categories will undertake a five-stage process comprising: -

- 1. COMPLETION OF AN ONLINE APPLICATION SO JUDGES CAN MAKE INITIAL ASSESSMENT.**
- 2. A MYSTERY SHOPPING EXERCISE WILL BE UNDERTAKEN TO OBTAIN A CONVEYANCING QUOTE. THIS PROCESS WILL BE SCORED ON BOTH THE QUALITY OF THE PHONE CALL AND THE SUBSEQUENT QUOTE PACK RECEIVED.**
- 3. COMPLIANCE CHECK BY E3 COMPLIANCE TRAINING WHO WILL BE SENDING FIRMS A QUIZ IN MARCH. THE JUDGIFY PLATFORM WILL ASK FIRMS TO SUPPLY THE NAMES OF 3 CONVEYANCING STAFF TO TAKE PART IN THE QUIZ - THEY SHOULD ADD NAMES AND EMAIL ADDRESSES TO THEIR ENTRY. SMALL FIRMS (LESS THAN 20 STAFF) ONLY NEED TO SUPPLY 2 NAMES.**
- 4. CUSTOMER SURVEY BY INSIGHT 6. APPROACHES MADE TO CLIENTS GOING THROUGH THE HOME BUYING PROCESS AT VARIOUS STAGES OF THE TRANSACTION. THE FIRMS NEED TO GET CLIENTS TO AGREE TO THIS AND PROVIDE CONTACT DETAILS TO INSIGHT 6.**
- 5. FIRMS WILL BE CONTACTED BY PHONE BY ONE OF OUR JUDGES AND UNDERTAKE A 20 MIN INTERVIEW. THE SCORES FROM THESE SECTIONS ARE ADDED TOGETHER TO DETERMINE THE WINNERS.**

YOUNG CONVEYANCER

Completion of an online application form & contact by phone by one of our Judges to undertake a 20 min interview.

INDIVIDUAL CONVEYANCER

Customer Survey by insight6 only.

BEST USE OF WEBSITES, MARKETING AND SOCIAL MEDIA/ BEST TRAINING FIRM

Online application form only.

BEST INNOVATION IN CONVEYANCING

Online application form only.

INSIDE conveyancing

AWARDS 2020

(FORMERLY THE LFS AWARDS)

ENTRY FORM		
NAME		Awards Please tick the award(s) that you wish to enter
COMPANY		
ADDRESS		<input type="checkbox"/> Regional Conveyancing Firm of the Year <input type="checkbox"/> Direct Conveyancing Firm of the Year <input type="checkbox"/> Small Conveyancing Firm of the Year <input type="checkbox"/> Young Conveyancer of the Year <input type="checkbox"/> Best Innovation of the Year
EMAIL		<input type="checkbox"/> Website and Use of Social Media Conveyancing Firm of the Year <input type="checkbox"/> Best Training Firm of the Year <input type="checkbox"/> Best Individual Conveyancer of the Year <input type="checkbox"/> Best Conveyancing Supplier of the year
TELEPHONE		£50 per entry plus VAT

PLEASE MAKE PAYMENT VIA BACS 05 02 46 76968886 PLEASE MAKE PAYMENT
REFERENCE YOUR COMPANY NAME.

BOOK TODAY FOR £99+VAT

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