



RECRUITMENT BROCHURE



BECOME A PROPERTY SALES AGENT WITH FRANCE'S LEADING REAL ESTATE AGENCY

Over 20 years in the property business specialising
in an unrivalled service to International and
French clients providing...

LOCAL KNOWLEDGE YOU CAN TRUST

Careers with Leggett

Are you dynamic and want to work in a stimulating and flexible environment?

If so, we offer you:

GREAT...

- commission and earning potential
- award **winning** training for all
- support from in-house legal, contracts and sales experts
- **high** profile international marketing package free to all Leggett agents
- **advanced** induction and ongoing training and development

MORE...

- career advancement opportunities
- client leads
- potential sales
- property available - over 16000 listings throughout France
- of the market share

Currently over 500 Leggett sales agents are already benefiting from our unique approach to property sales.



Leggett Roots

Trevor Leggett explains

We ensure there is always someone on hand to help and guide you, enabling you to fulfil your role to the best of your ability.

I am, quite simply, passionate about buildings and their history. In 1988 I started a house renovation business in France mainly for the expatriate market and through experience I soon realised there was a huge gap in this market for giving a quality service to property buyers in France. Most local agents didn't have a clue how to properly serve their international buyers. Nine years later in 1997, the foundation stones for what has become Leggett Immobilier were laid.

I couldn't have guessed then how our business would grow to become France's leading international agency and by 2017 we would be voted 'Best Real Estate Agency in France' four years running by a panel of European property experts.

The popularity of the internet has revolutionised the industry and we lead the field in innova-



tion. Our forward thinking gives our ever increasing number of highly successful agents an excellent platform from which to work. Spread across France in all the most popular regions from Brittany to the Côte d'Azur and Midi-Pyrenees to the Alps our agents' success and work methods are unrivalled.
Trevor Leggett, Chairman

Leggett is a friendly, innovative, and professional organisation.



Who are we today...

...and what do we offer ?

With around 1 in 10 UK buyers buying French property through Leggett Immobilier we are international market leaders. Our Head Office offers fully trained and service orientated staff, giving our agents access to the best sales support and the best PR and international marketing expertise available.

Head Office houses our call-centre of eight sales support staff answering over 500 client enquiries each day and helping our agents to book their client itineraries.

The marketing and PR department ensure our agents benefit from maximum exposure by using national and international press, tv, property exhibitions and social media.

Our I.T. department gives technical support to our agents and works on innovative online projects to give us the leading edge over our competitors.

Leggett pioneered the Virtual Tour which is offered to all our clients for free. We train our agents to use this important feature along with our new floorplan facility.

The contracts department deals with all legal documentation from mandates to the creation of the 'compromis de vente'.

The legal team, which includes a qualified notaire and barrister, is on hand to answer any property related judicial queries and to keep our agents up-to-date with all changes in the law concerning property transactions and property taxes.

The legal, administration and accounts departments ensure Leggett Immobilier continually complies with all regulations laid down by the laws guiding Real Estate Agencies in France and their activity.

Leggett believes in ongoing training, development and teamwork. Each of our regions is supported by an Area Coordinator and coaches who ensure the success of our agents at a local level and in the field.

Alongside this important element of co-ordinating the team, Head Office employs a sales manager, recruitment team and training manager whose roles are to continuously monitor and train where it is needed most. Leggett believes its success lies in the success of its sales agents therefore particular attention is focused on this aspect of the business.

With Leggett there is always someone on hand to help and guide you enabling to fulfil your role to the best of your ability.

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I moved to north Gironde in 2003 with my family and haven't looked back. I first worked with a local agent and moved to Leggett Immobilier two years ago. I love my job – meeting new people, helping them to live their dream, and the support of Leggett is second to none – professional and honest, teamwork is encouraged, and the company's excellent reputation and great client feedback is well deserved!

Mags Deniaud,
Sales Agent
Gironde

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The Leggett brand

Delivering a strong visual identity and message.



Leggett websites receive over 1.5 million visitors per year from 220 different countries.

A unique system of “Virtual Tours” allows potential buyers from across the globe to view our properties in 360° detail.

Leggett also advertises on all the major property portals, in local and international press and magazines as well as being omnipresent at property shows throughout Europe. We have established worldwide partnerships giving us access to a huge number of potential buyers.

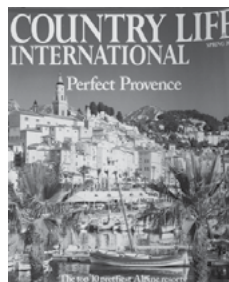
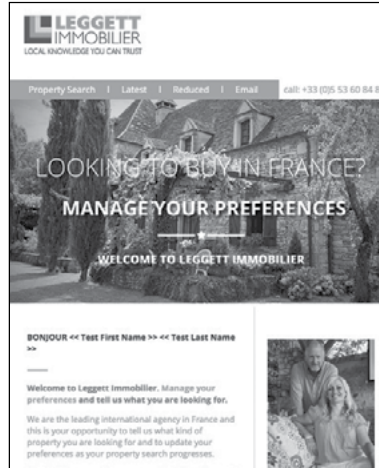


VIEW
VIRTUAL
TOUR
360°



Marketing is key

Our sales agents are also integral to developing and building our brand



Training Programmes

Learn from the best



Leggett is not only a professional agency that reaches far beyond the borders of France but the service is top quality and highly appreciated by our customers.

Leggett is a real team where everyone works for the same purpose; to help maintain the image and quality of the agency.

Thierry Barry
Sales Agent
Alps



a) Induction Training lays the foundations for new agents to understand the commitment required and how Leggett functions, in addition to helping the agent focus on their priorities and to fully register their business and build their property portfolio. The training gives each new agent a kick-start, helping them to establish their business as efficiently as possible and giving them an understanding of Leggett processes, ethics and resources.

Induction Training is a 3.5 day residential course covering topics from legal aspects of marketing and selling a French home to the practicalities of

client management, negotiating and photography.

b) Advanced Training is an opportunity for new agents to come back to Head Office and reinforce all the elements they have learned so far including further topics to help improve their business.

The cost of Advanced Training is included in the fee paid at Induction Training. Please ask for current rates.

Ongoing Training is available to all agents via our dedicated training team and there are plenty of opportunities for career progression and development.

Your investment as a Leggett Agent.

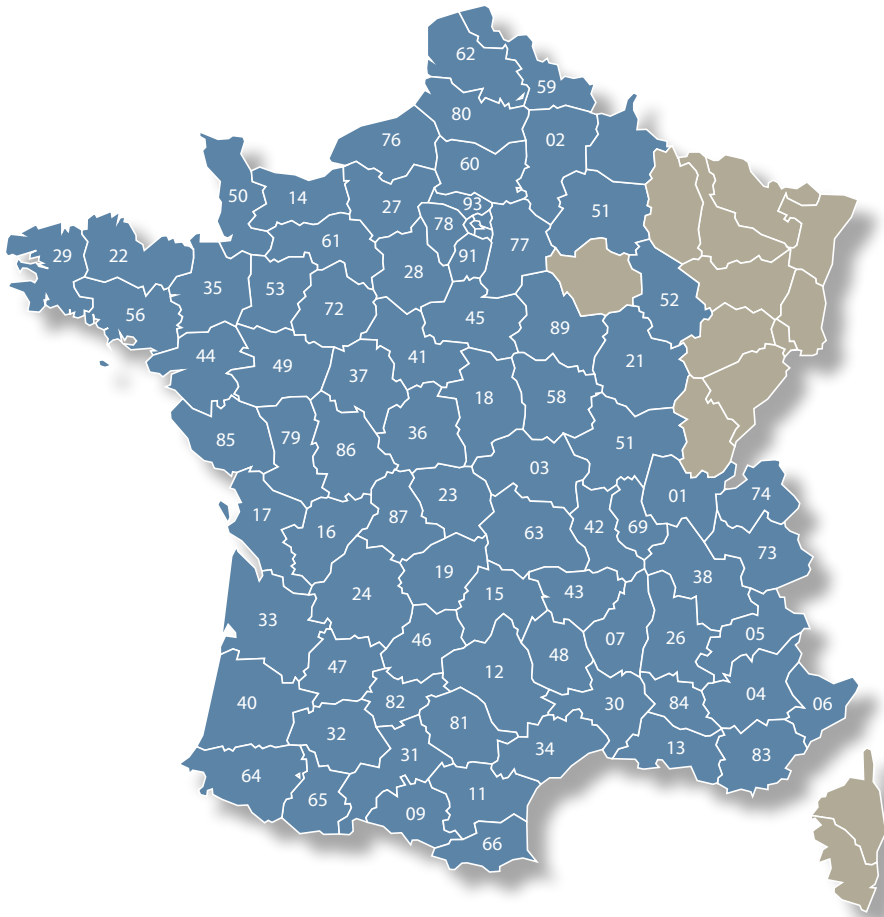
- There is no monthly franchise payment
- Your investment is mainly time and effort to establish and build your business with Leggett tools and resources.
- There is a one-off fee to pay for our training and this includes access to all our administration tools and marketing materials including personalised business cards and for sale boards, 4 nights half board accommodation and lunch during the residential training course and all national and international advertising, virtual tours and support on an ongoing basis.

You will need:

- annual professional liability insurance (please ask us for advice and current cost)
- car insurance to cover "déplacements professionnelles"

Where are we ?

Our agents cover most regions across France



Leggett agents make up our regional teams – Team work is efficient and has proven time and again to improve the prospects of our agents and increase sales.



This is the best job I have ever had. Support and training from Head Office and my team have been excellent. Every day you meet new people, different challenges and see such varied properties. There is nothing more satisfying than shaking hands with vendors and buyers after the final signing at the notaire's and handing over the keys! Being able to speak French has helped me to communicate efficiently to increase the number of properties I have in my portfolio and to develop sales.

Sally West
Sales Agent
South Charente



Who are we looking for ?

The qualities we need



Leggett Immobilier allows me the independence of working from home yet enjoying a terrific support service from an established professional organization. I am only ever a phone call or email away from advice. Because of property shows and quality advertising, I have many opportunities to meet new vendors and potential clients.

The ongoing training gives us the confidence and knowledge to assist our clients and vendors.

Yvonne Russell,
Area Coordinator
Gascony



You are:

- Honest
- Organised
- Conscientious
- Motivated
- Autonomous
- Pro-active
- Resident in France

You have:

- Team Spirit
- An eye for detail
- A positive outlook
- A desire to succeed
- An open, confident attitude
- A passion for property

Your skills include:

- IT literacy
- Ability to communicate in English and French
- Networking and developing client relationships
- Listening and comprehending

You need:

- Car and driving licence
- Computer/Laptop/Tablet
- French Mobile phone
- Internet access
- Digital Camera

With an ever-increasing client list, Leggett continues to expand its sales force across the whole of France.



The Formalities

Registering your new French business



- Whether or not you are experienced in the field of general sales or property sales you will need to register with the Greffe du Tribunal in your local department on the Special Register for Sales Agents (Registre Speciale des Agents Commerciaux RSAC).
- You must be resident in France in order to set up your business as an Agent Commercial.
- You have a choice of business registration and the most popular choice to start up is by using the Auto-Entrepreneur scheme referred to as the 'Régime micro-social simplifié.
- You will register under your own name and are not permitted to register under a Limited Company name (SARL) for this activity.
- We offer help, assistance and advice with all aspects of registering your business in France.

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Without a doubt the best job I have ever had (and there have been a few) A great combination of personal independence and innovation but backed up by a large professional team. The business model works really well and the use of regional teams allows you to feel part of a dedicated group for your area. A great bunch of people to work with and the opportunity to earn a really good salary if you are prepared to put in the time.

Kevin Andrews,
Area Coordinator
Haute Vienne

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Your Success is our Success

How much can I earn ?



Working with Leggett Immobilier has allowed me to set up a business that can be adapted to one's circumstances and without a doubt the harder you work the greater the reward. Initially setting up your portfolio takes time and effort and provides invaluable experience. When the sales start coming in, as they will, the hard work is just beginning however the end result of happy vendor and delighted buyer provides a great deal of satisfaction.

The support is second to none and the level of enquires generated from the high level marketing keeps you busy throughout the year. It's rewarding to be part of the biggest and best European Estate Agency in France.

Andrew Morgan
Sales Agent
Alps



- We offer excellent rates of commission of up to 75%
- The commission scheme is progressive with extra income available for private clients.
- Commission is calculated on the agents' contributions to ANY sale whether they are the listing agent or the selling agent or indeed, both.

For Example:

Our top earning agent on 60%, sells a house with agency fees of 18 000€ TTC (15 000€ HT) and earns 4500€ for the mandate, 4500€ for the sale and 2250€ (15% extra) if it's a private client.

The total = 11 250€

- There are also opportunities to earn substantial commission on currency exchange referrals and mortgage referrals for your clients.
- Remember there is no monthly franchise or marketing contribution to pay out of your commissions earned.

If your business takes off and you progress to become a coach or area co-ordinator, then you would also benefit from generous team commissions on top of your personal sales.

What's The Next Step ?

Get in touch with us

Contact: Leggett Recruitment Team

Tel: 00800 2534 4388 or +33 05 53 60 82 77

Email: recruitment@leggett.fr

Leggett Immobilier, 42 Rue de Ribérac, 24340 La Rochebeaucourt



Fouad Erraji
Head of
Recruitment



Jane Armstrong
Recruitment
Consultant



Maryvonne
Philogomme
Recruitment
Co-ordinator

The detailed efficiency of the course reflects well the impressive business structure of the Leggett model.



It was important to me that I joined a company that offered excellent training and support and clear values but most importantly, had a clear vision for the future. Well 3 years on, the company have exceeded my expectations I attend the UK property exhibitions and I am now the coach for the Maine et Loire area and responsible for building and mentoring a team of agents. I could not have made a better decision, I now enjoy a great lifestyle with a great company.

Mike Goldsmith
Coach
Maine et Loire



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