

## Case Study

### Military Investor

#### The client

Our client, a Major in the British Army with an income of c£40k but equivalent to civilian income of c £70k, is frequently posted abroad.

#### What they needed

She wished to get buy a property in the UK in order to own a property outright when her contract with the forces ends and to provide her with another income stream in the future if she wants to leave the Army. However, she is never in the UK long enough to source, buy, prepare and let a property herself.

#### Why they chose us

She engaged our services as we were recommended to her by a colleague who had employed our services in the past. After meeting with us and feeling that we understood her needs and issues, she felt confident that we would be sensible and practical about issues in her absence but also completely discreet as she didn't want her colleagues knowing too much about her plans.

#### What we did

After understanding her needs we were able to introduce her to a broker who specialised in military mortgages. We then were able to assess her borrowing capacity and type of investment property she wanted. We introduced her to a Power of Attorney who could ensure decisions could be made and processed in her absence. We identified a suitable property, helped her buy it and had it let within 2 weeks of taking ownership. We ensured that it met all compliance requirements. In order to account for the fact that our client would be incommunicado when on tour, we took a bigger initial float for any unexpected bills and repairs and were in close contact with the Power of Attorney for decisions on bigger issues. We now schedule out of hours Skype calls to the client when we know an issue may be coming up.

#### What the client said

*Delighted with service from Chapmans. They made what I thought would be difficult into an straightforward process. I only had to meet them personally once and they set up everything else – from the Power of Attorney, property find, tenant find etc. In fact they made it so simple that once I have sufficient deposit for a new investment property I will be asking them to look again for me.*