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Vehicle Sourcing

Fleet Management

Personal Contracts



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## **Neva Consultants**

### **- The car leasing franchise network that means business!**

As one of the longest established car leasing brokers in the UK Neva Consultants have a completely unique offering for franchisees. Treating our franchisees as an extension of our in-house sales team we are driven in our quest to make each franchisee a successful venture – adding to the numbers of cars and vans sold as a whole, whilst maintaining the freedom and autonomy that is typically desired by the successful people attracted to our business opportunity.

Because the car market – and the SME sector in particular - continues to grow the opportunity to build a successful business in the vehicle finance, contract hire and leasing sector is as good today as it was in 1992 when Neva Consultants first formed.

Primarily aiming at the SME sector our franchisees can realise a healthy and profitable business within a few months – however a Neva Consultants franchise is not a 'get rich quick' scheme – if you are looking for this then our opportunity is not for you – a Neva Consultants franchise is a genuine long term business opportunity to which there are no boundaries – governed by yourself and your motivation to succeed, your business grows into a fully fledged vehicle finance sales office and with our support and assistance it is possible to grow as much or as little as you wish and importantly at your own pace. Our dedicated support staff, based at our head office, are trained in all aspects of the business and offer considerable experience in dealing with any day to day issues you may encounter - all are equally motivated and are given direct incentives to assist you in your success.

Neva Consultants provide a complete solution to assist you sell cars and vans – our share of the proceeds of your sales is completely visible to you – everything is transacted through our industry leading computer systems so that you stay in control of your customer information and the status of their vehicle orders – while we take the burden of the administrative roles that inevitably are required.

There has never been a better time to consider a Neva Consultants Car Leasing Franchise – with our superior marketing presence and leading brand image to assist your initial launch, getting noticed and starting selling is made as easy as it can be!

### **Who are Neva Consultants?**

Neva Consultants LLP is an independent vehicle finance and leasing specialist operating a fleet in excess of 3000 vehicles - through both our established direct sales and our growing 'Network' of franchisee offices. Our computer systems offer direct communication with all main car and LCV dealerships and along with the sophisticated, yet simple to use finance company vehicle quotation systems – for which you will receive full training – we provide you with all of the tools that you'll need to get started. The strength of our relationships with the vehicle manufacturers, finance companies and car dealerships that we deal with each day ensure that we not only buy at the most competitive rates but also cement the longevity of our business model – put simply we have a true relationship with our business partners.



## **How does it work?**

Neva offer impartial advice to business and private car buyers. We are able to offer advice on all makes and models of car and van on all types of finance agreement, including Contract Hire, Finance Lease, Hire Purchase and even Cash Purchases. However because the range of facilities is not limited to one brand or style, the sales process should really be thought of as just the beginning of becoming your customer's best friend. While we do actively advertise, nearly 60% of our 'New Business' comes from recommendations and referrals from happy clients.

## **Franchise**

Neva Consultants is an established nationwide 'Network' of franchised offices. Our franchisees are essentially licensed sales offices replicating the head office sales operation and for an initial 5 year period are granted access to our unique vehicle progress and quotation systems – this initial period will usually be extended by mutual agreement.

Our franchisees can and do operate either from home or an office and enjoy the benefits of low overheads, a full training and induction course, ongoing day to day support and onsite visits. Our truly industry leading, easy to follow, clear and concise systems and processes make operational overheads extremely low. You will have direct and dedicated sales and administrative support from our head office staff.

## **Training**

All new franchisees are required to attend an initial training programme which provides the basic introduction to the industry and will lead to a fuller understanding of the business itself. Further training is arranged and provided after this on an ongoing basis to ensure that franchisees are kept up-to-date and able to provide clients with the best possible advice and highest levels of support.

## **Franchise costs**

We do not have a 'price list' for the franchise we offer – we are selective with our choice of new candidate and as we invest a huge amount of time and effort to getting the new venture 'off the ground' expect any newly appointed candidate to be committed to the cause – the price of the franchise will simply reflect the amount of effort needed by us to get your business off the ground. The franchise fee charged is simply a token of this commitment from you for the time and effort we will put in. We do have a 'waiting list' for the uptake of new franchises. We envisage a total coverage of no more than 30 regional franchises and have a clear path to achieving this number based on an intake of, at most, 2 per quarter for the next 3 years.

## **Where next?**

In order to take the next steps in becoming a Neva Consultants franchise, please contact Nick Collinson by email ([nickc@nevapl.com](mailto:nickc@nevapl.com)) to arrange a preliminary assessment meeting. The results of this meeting will then lay out your path to becoming a Neva Consultants franchise.