

Changing the way we convey



# Changing the way we convey



The Conveyancing Association is the voice of the specialist UK Conveyancer and the leading trade body for the conveyancing industry.

Its membership is currently made up of 80 Solicitors and Licensed Conveyancers, who collectively conduct approximately 25% of all property transactions and 70% of all remortgage transactions in England and Wales.

The Association is a not-for-profit organisation that works collectively and proactively to improve the conveyancing process for the consumer and to formulate and implement best practice throughout the industry. The Association works collaboratively with industry stakeholders to campaign, influence and improve the conveyancing process for the consumer and conveyancers

Affiliation with the Conveyancing Association will increase your profile within the Conveyancing industry and provide you with the opportunity to place your organisation at the heart of the conveyancing world, meeting and networking with the leading figures in the industry.



# Our Affiliate Members







**DUAL** Asset

























# Our work

# Informing Home Movers about the Conveyancing Process

Our BIG Question survey indicated that there was a real need to provide home movers with clear information on what happens during the home moving, how to prepare for it and how long it all takes. The Association have responded by commissioning two animated videos describing the process, both of which can be accessed on our website.

# Leasehold Campaign:

Our campaign to change negative leasehold management practices, to ensure a fair outcome for our clients and quicker transaction process, has been hugely successful.

# Report on mis-selling in the Home Moving Process:

The Conveyancing Association carried out a survey of home movers to understand how many were receiving all the facts prior to making an offer on a property. The survey showed that 98% of people received no information prior to viewing the property and only 8% received anything prior to making an offer. The impact of this should not be underestimated. In leasehold in particular it perpetuates the opportunities for the abuse of incoming leaseholders as our report demonstrates.

changing environment what with updates to law and regulations, and the customer expectations, which bring extra burdens to our members. The CA therefore aims to deliver timely common sense guidance on aspects such as BSA, leasehold traps and solutions, to help conveyancers keep up to date on change and educate their staff.

## **Beth Rudolf**

CA Director of Delivery

# £ Lender Engagement:

We are working with mortgage lenders, valuers and surveyors to address the delays in the process cause by post offer queries. Our round table meetings engage debate with the lending industry to create collaborative conveyancing practices.

# Cyberfraud Protocol:

We work with fraud experts and those with a view of the developing criminal behaviours to help provide insights into emerging threats and help identify working practices and technology solutions which can reduce these threats and keep you updated on emerging threats and how to guard against them.





# Our work



# The Technical Protocol:

Some of the most successful Conveyancing practices in the UK have worked collectively with us to produce the Conveyancing Association Technical Protocol, which defines best Conveyancing practices and procedures, to which all of our Members are recommended to adhere but also to enable seasoned conveyancers to pass on their experience to all conveyancing teams.

Our Cyberfraud and Technical protocols are invaluable in helping you to train your staff and equip them with the knowledge they need to challenge their fellow conveyancers, when debating issues covered within the protocols.



### The Conveyancing Association Pledges:

Our mutual commitment to excellent customer service formulated the Conveyancing Association Pledges - the first published customer service commitments in the conveyancing industry. Our Members are totally committed to improving their businesses and enhancing the client conveyancing experience.



# BASPI and material information:

Under current regulations estate agents are required to provide the material information and National Trading Standards are creating guidance on this. The CA, working with Home Buying & Selling Group, has identified what the Material Information is for the average consumer that will need to come from the seller at the point of marketing. The Buying And Selling Property Information (BASPI) is a dataset completed by the seller or populated from authority data (and their legal representative) which is required to make an informed transactional decision. Part A of the BASPI identifies the Material Information and Part B is the rest of the information which will be needed for the legal process. The rest of the Material Information will come from title and search data.



# Customisable Resources:

CA members are allowed to customise our extensive library of video resources with their own branding, which they can then showcase on their website. An important asset when trying to establish and build relationships with estate agents.



# Parliamentary and Stakeholder Lobbying

As an Association our mission is to improve the home moving process for the consumer. We represent the needs of our members and the wider conveyancing community at the highest level, by actively engaging with government bodies and stakeholders to influence and lead the call for conveyancing reform and legislation. This includes maintaining a position on a variety of industry and public body committees and steering groups. Our interactions with these stakeholders allow our members access to points of influence which otherwise would be unattainable.

# The Committees and steering groups we are involved with include:

- HM Land Registry Advisory Council
- Digital Property Market Steering Group
- Department of Levelling Up Housing and Communities Building Safety Group
- Welsh Government Building Safety Act Strategic Group
- · Conveyancing Task Force
- HBSG (Home Buying and Selling Group) and the following working groups:
  - > UFI (Upfront Information) Group
  - > Leasehold Group

- > Technology Group
- > PR Campaign Group
- > Reservation agreement Group
- > Property Logbook Group
- Content co-ordinator of Leasehold Property Enquiry Form (LPEI) and Freehold Management Enquiry Form (FMEI)
- Buying & Selling Property Information Dataset Content Co-ordinator
- Myidentity.org.uk Governance Team

# Digital Property Market Steering Group (DPMSG)

The Conveyancing Association is a proud member of the DPMSG, a new coalition of key property industry players designed to lead the drive towards digital conveyancing, with an aim to create a secure and modern home buying and selling market that is transparent, customer-friendly and business friendly at all stages. Supported by government bodies including HMLR, and trading standards, CA's membership of DPMSG, further aligns the Association as being at the forefront of change in the conveyancing market.

# Adding value to your business





# Conveyancing Association Branding

Our Affiliates can use the CA logo and branding on their company promotional material.



# Networking at Member Events & Conferences

Our programme of member events allows affiliates to interact with potential collaborators, learn from experts and stay updated on the latest trends and strategies within the conveyancing sector.



## Presence at Member Events & Conferences

Always well attended, our events offer affiliates the chance to leverage the CA network to reach a larger audience, with opportunities to speak and present.

## **Member Events**

• 3x3 m event display and company name/ logo promotional material. Includes a table at dinner events.

## **Annual Conference**

- · 3m x 2m stand in the exhibition area
- · Advert in the conference brochure
- · Sticker Card Raffle
- Table for 10 at the Gala Dinner



## Attendance at Virtual Events

Affiliates are invited to attend the CA's extensive programme of webinars, online meetings and virtual events throughout the year.

**66** Our full programme of events provides our affiliates with an ideal opportunity to meet the most influential Conveyancers across the UK and to sell their products and services to the people who make the decisions.



Chair, Conveyancing Association



## Member Interaction

Access to member profiles and an opportunity to promote your special offers and discounts to members via the news section on the CA website and dedicated mailers.



# A: Promotion

We will promote your organisation, its services and discounts, in the member area and news section of the website. A monthly Affiliate focused newsletter is also distributed to all CA members and stakeholders.



## Webinars and Podcasts

Your webinars and podcasts will be shared via the CA member area, providing another opportunity for you to engage and interact with the CA membership.



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