



## **MEMBER FOCUS**

### **Nick King, King Relocation Services**



New to the ARP as an Associate member and new to the market, KRS are an independent Relocation Management Company, with a full range of flexible services designed to support corporate and private clients. Our services are tailored to the exact requirements of our clients as we recognise that every relocation is different and all clients have a unique set of criteria.

Able to meet demands, we pride ourselves on working with clients to deliver a complete moving solution. Our business is based on integrity, accessibility, dedication, excellence and transparency; unlike other companies we do not receive rebates or network membership fees from suppliers. This means that our suppliers are able to be more competitive in the market place.

Offering a full spectrum of services for all needs we cover all aspects of the moving process from selling and buying property, to finding and managing temporary accommodation, from new area familiarisation to an outright purchase scheme — we have a solution!

Of particular interest in today's market is our "Fixed Cost No Risk" Homesale scheme. Under this scheme all the risks associated with a guaranteed purchase scheme are removed as the liability is passed to our partner company. This in turn means that should the property sell for less than the guaranteed price, our clients would not incur any loss. In addition, other costs are removed, including complicated legal fees, estate agents fees, property maintenance and of course extended finance fees.

The scheme is flexible to allow companies to offer whatever level of guaranteed offer their policy allows. From our clients perspective it means that they can still offer employees a guaranteed scheme without the risk, which employees would see as an improvement on possible other options.

In addition, employees are able to move quicker, typically within 3 months without the need to purchase in the new location. This means that the traditional "necessary funds" option is not applicable as the employee would be cashed out and able to move to the new location to start their house hunting; removing the need for the client to pay for temporary accommodation.

Subject to individual company agreement, savings against corporation tax may be achieved along with better utilisation of the £8000 eligible expenses as the scheme is not governed by HMRC relocation rules.

King Relocation Services is managed by Nick King, an established practitioner in the relocation industry with experience of managing individual and group moves for large organisations. Previously the BBC's relocation lead, Nick was responsible for managing the move of staff within the BBC for over 15 years.

With over 50 years of combined experience in the relocation industry, the team at KRS have a wealth of experience in the industry. Having a privileged position, with experience of working in both relocation management companies and running corporate relocation departments., it give KRS a unique insight having experience from "both sides of the fence"

Nick is a current and past member of a number of established relocation industry groups and has spoken at both domestic and international conferences including the Employee Relocation Council, European Academy of Relocation Professionals, Association of Relocation Professionals and the Confederation of British Industry.

Formally the chairperson for the Relocation User Group, Nick is well known within the industry by both blue chip companies and relocation management organisations alike.

New to the market we believe that the time is right to launch a new alternative in the market place, providing a high quality, flexible and professional service at an agreed upfront cost.