

VABOO

Building More 'Valuable'
Relationships

- Background in corporate sales and business development
- Began investing in property in 2003
- Full time in 2013
- Soft launched Vaboo in 2015
- Won Property Deal of the Year in 2017



PROPERTY
INVESTORS
AWARDS

2017
WINNER

Lewisham – 2017



- PP £660k
- Approx Costs £122k



- £1.75m - £2m
- Sold for £1.176m

- Net Profit £394k

VABOO

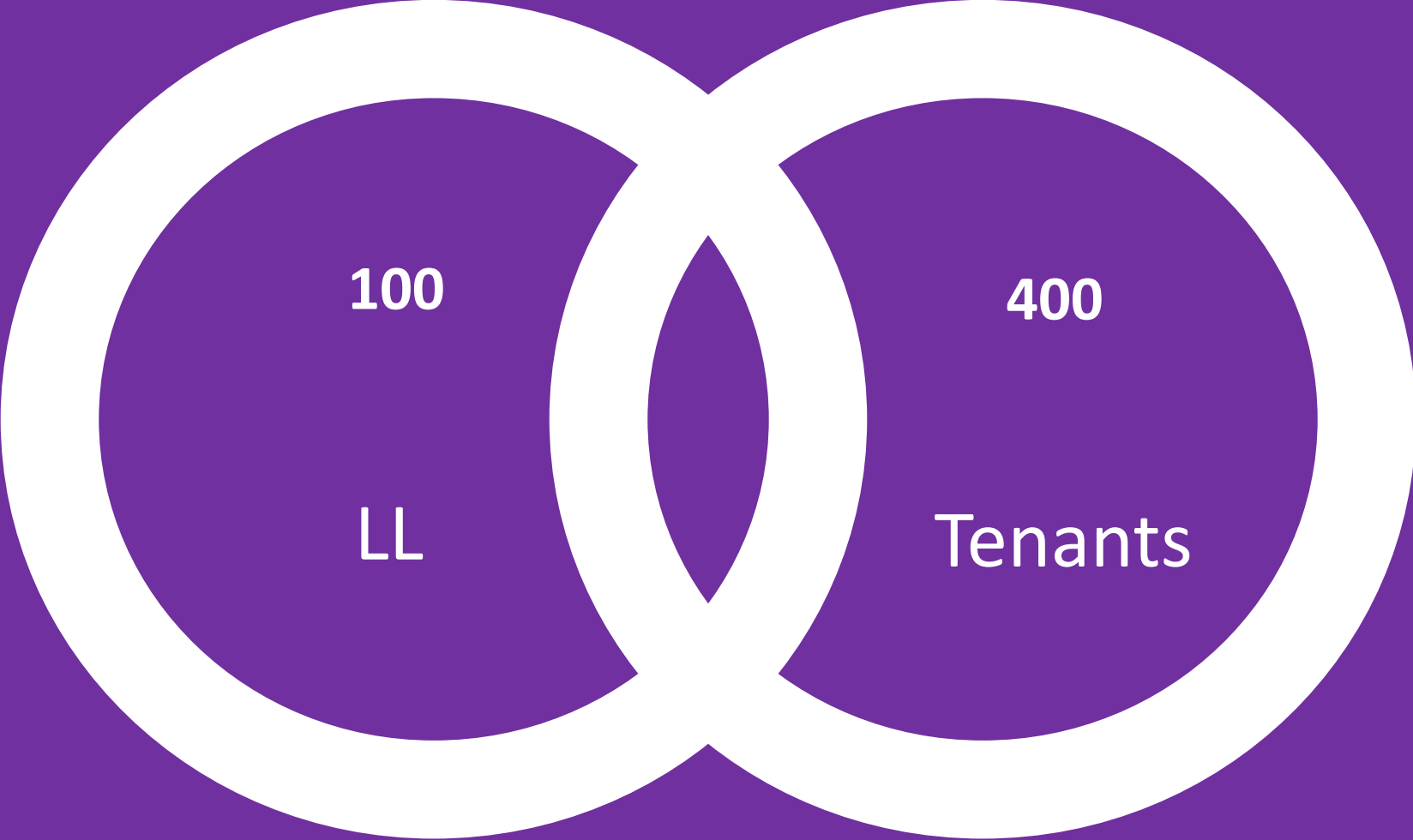
Building More 'Valuable'
Relationships

What do we mean by
More 'Valuable'
Relationships

“As the market grows, the more choice tenants will have, thereby driving a better service. All those who work in the PRS need to ensure

- the 'tenant' customer is king*
- learn from the hospitality sector*
- and think like a retailer*

Nick Jopling, Grainger Plc



Lessons from over
100,000 tenants...

87% of respondents scored agents 7 or more out of 10 when asked if they would recommend their agent

April '19

78% associate good customer experience and service with renting

May '19

75% would choose the same agent if moving.

Aug '19

But....

you need to make your customers feel
great!

(again)

64% may move now TFB in place

June '19

45% prefer online agents

September '19

You can help them 'live' not just 'rent'...

A few simple ways to add value, ENGAGE,
and drive new revenues.....

64% want a cleaner included in the rent

February '19

62% would pay more for help with moving!

August '19

81% want local discounts.

73% want local and national.

August '19

Where 'locally' would you visit if provided with a discount ?

Most important savings for renters are Groceries (61%) and bills (64%)

July '19

Restaurants	75%
Gym	52%
Cafes	43%
Hairdressers	38%
Independent Clothes Shop	30%
Butchers	25%
Cleaners	23%
Pharmacy	21%
DIY shop	16%
Florists	15%
Dry cleaners	11%
Gardeners	11%



“THERE IS NOTHING
MORE IMPORTANT
THAN YOUR REPUTATION.”

Phil Spector



What about
attracting
Landlords?

KINGS ACCOMMODATION



Login to save money

[Forgotten your password?](#)

Remember Me

Login

Thank you for renting with Leaders

At Gibbs Gillespie, we pride ourselves on the relationships established with our customers. We listen to what they want from a lettings agent, whilst offering help and support to make their property rental a success.

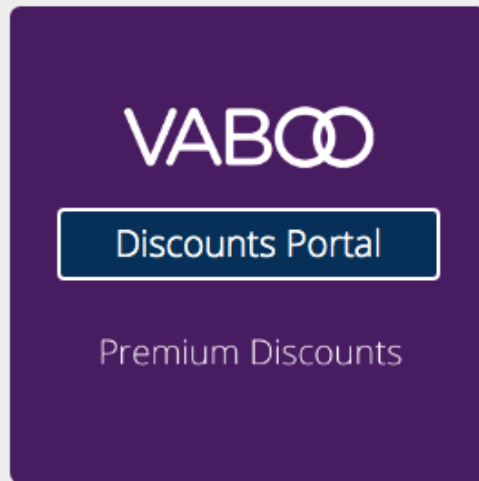
We provide every Gibbs Gillespie customer with access to our unique rewards platform.

Here you'll find some fantastic deals & offers, awesome giveaways and exclusive pricing on some amazing Premium Discounts (via our partner Vaboo).

Click "Vaboo Discounts Portal" now for exclusive pricing for discounts with over 800 retail offers!

Have a great day,

Gibbs Gillespie Lettings



VABOO

Discounts Portal

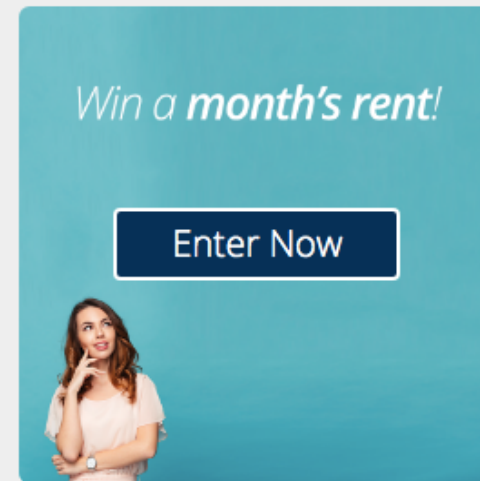
Premium Discounts



tastecard

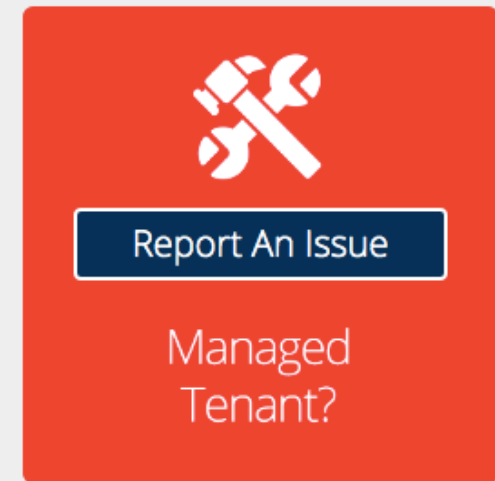
View Offer

Save 50% or 2 for 1
at over 6,500 restaurants



Win a month's rent!

Enter Now



Report An Issue

Managed
Tenant?



sky



LOVE SHOP



GIBBS
GILLESPIE
ESTATE AGENTS • SURVEYORS • VALUERS



f

The Essentials

- Discounts home
Offers, exclusives and new retailers
- Top Offers
This week's exclusive promotions
- Instant Vouchers
Instant savings on any device, 24/7
- Cashback
Earn money when you shop online
- Reloadable Cards
Save with every top-up
- Auto Top-ups
Never miss a saving again!
- SmartSpending™ App
Available for iOS and Android

Discounts By Category

- | | |
|------------------------------|--------------------------------|
| Automotive (33) | Books & Entertainment (20) |
| Children & Toys (23) | Dining (54) |
| Electronics & Computing (36) | Entertainment & Days Out ... |
| Fashion (211) | Flowers & Gifts (69) |
| Groceries & Food (21) | Health & Beauty (88) |
| Home & Garden (69) | Insurance & Financial Servi... |
| Jewellery & Watches (27) | Mobile Phones (21) |
| Office Equipment (3) | Pets (7) |
| SmartFit™ (25) | Sports & Leisure (67) |
| Travel (146) | Utilities (26) |
| Wellbeing (21) | |

Trending Now

- Only £187
- Save 7%
- Save 8%
- Save 4%
- Save 7%

Featured Offers





Groceries & Food

JS Jon Stein
Account quick links ▾

- Retailer Categories** ^
- All Retailers
 - Reloadable cards
 - Automotive
 - Books & Entertainment
 - Children & Toys
 - Dining
 - Electronics & Computing
 - Entertainment & Days Out
 - Fashion
 - Flowers & Gifts
 - Groceries & Food** ▾
 - Luxury Foods
 - Supermarkets
 - Wines, Beers & Spirits




21 retailers found

Display: 20 per page ▾

Order By: Popularity ▾


Featured



Asda
Asda has over 600 stores across the UK - ranging from large supercentres, to supermar...[View more](#)

🔥 Auto Top-Up

Save 4%
[Check offers](#)



M&S
EST. 1884

Marks & Spencer
M&S is one of the best known and loved names on the British high street. From stylish...[View more](#)

🔥 Auto Top-Up

Save 7%
[Check offers](#)

The platform for smart lettings agents to engage and reward their tenants

- ✓ Beat other lettings agents
- ✓ Win more landlord instructions
- ✓ Build valuable long-term relationships
- ✓ Turn tenants into raving fans

[LEARN MORE](#)



The platform trusted by cutting edge lettings agents, including:



More than 200 smart letting agent branches
and over 100,000 happy tenants trust our platform



“

Within a couple of months we were generating instructions from new landlords



MATYLDA NOWAK

Managing Director

KINGS ACCOMMODATION

“

Working with Vaboo has helped us to understand our lettings customer better



WILLIAM TAPER

Director

WILLMOTTS

“

Vaboo clearly improved renter satisfaction and was a useful tool in our sales kit

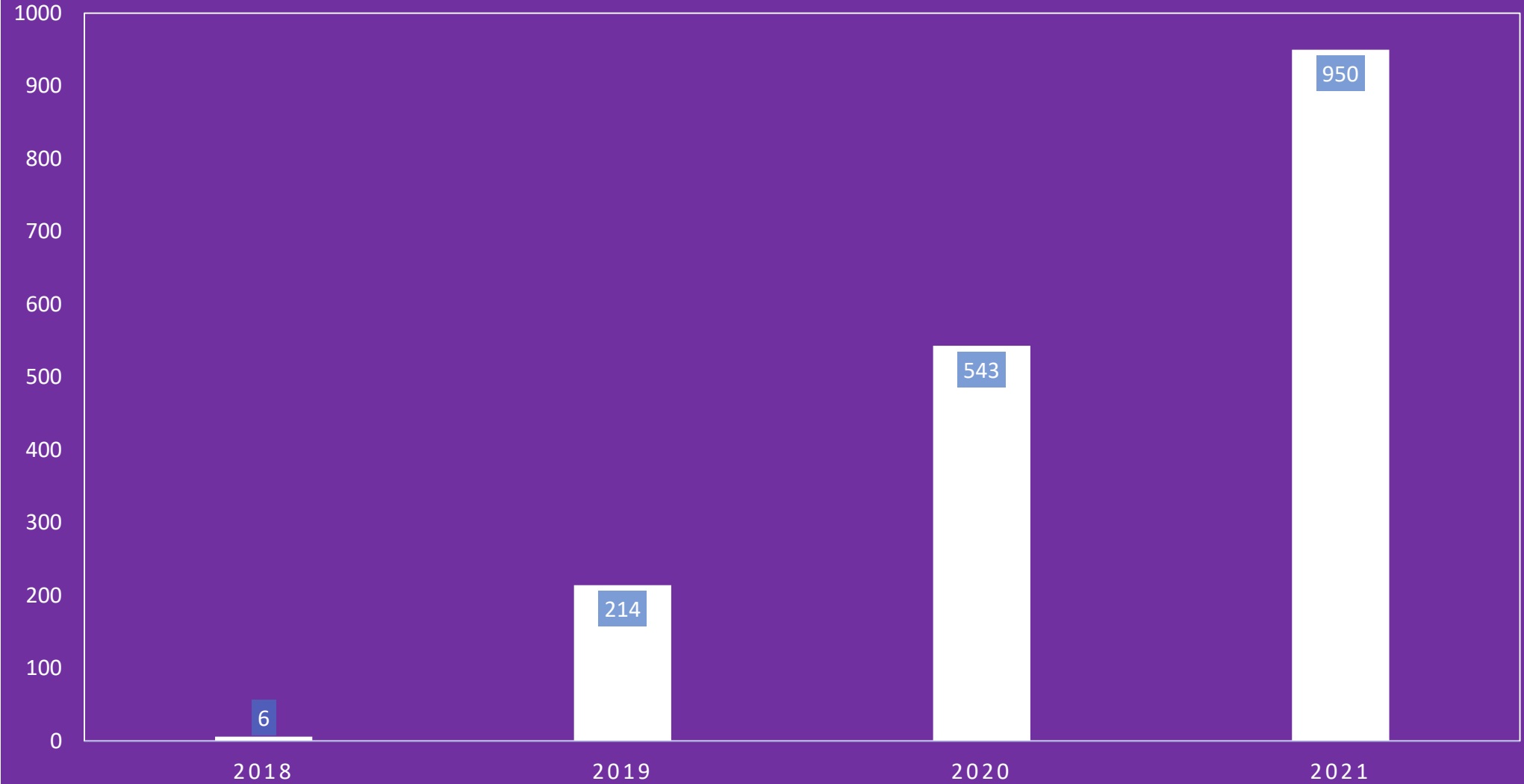


ALEX DEHAYEN

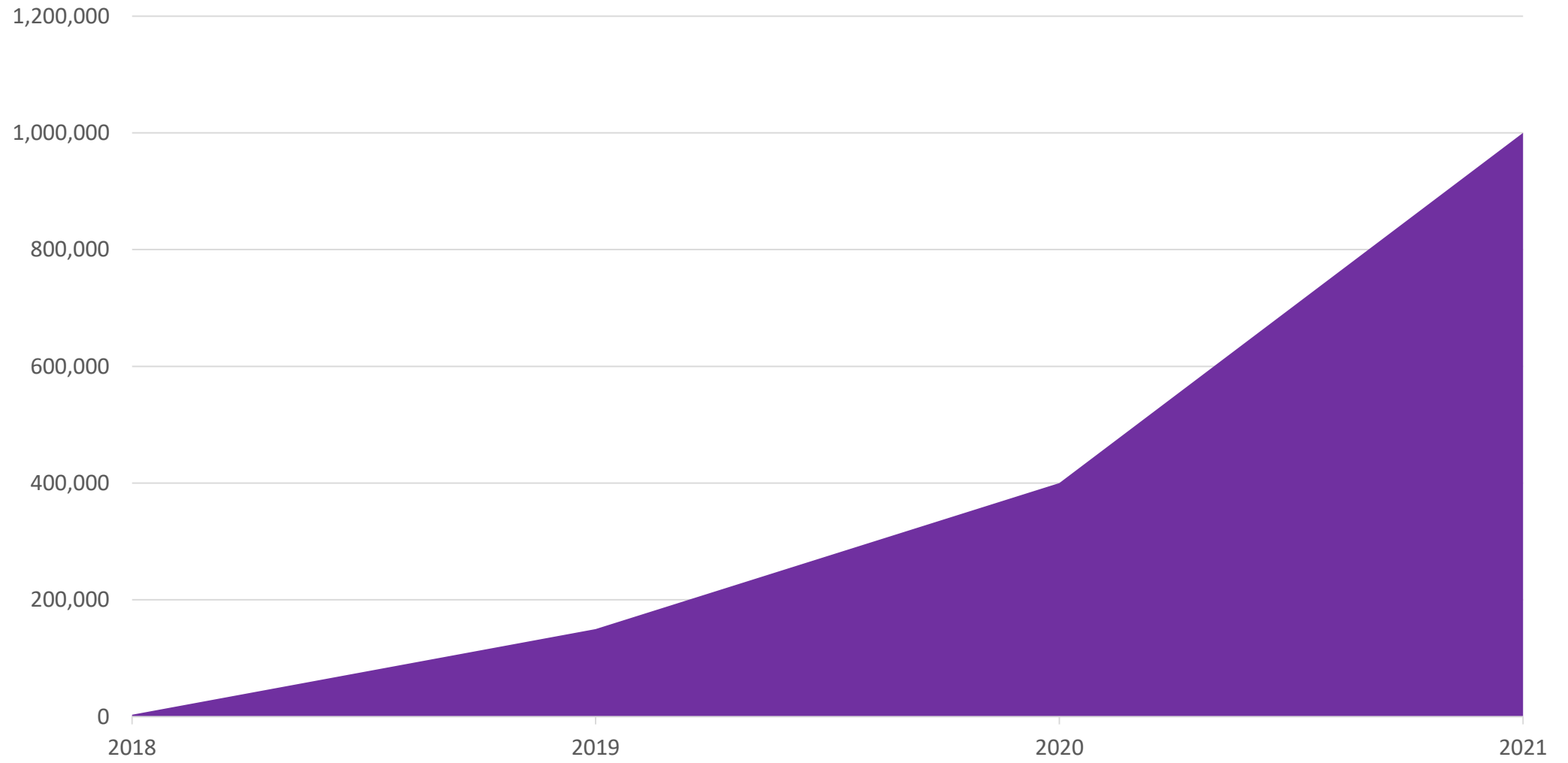
Owner

PISORIA

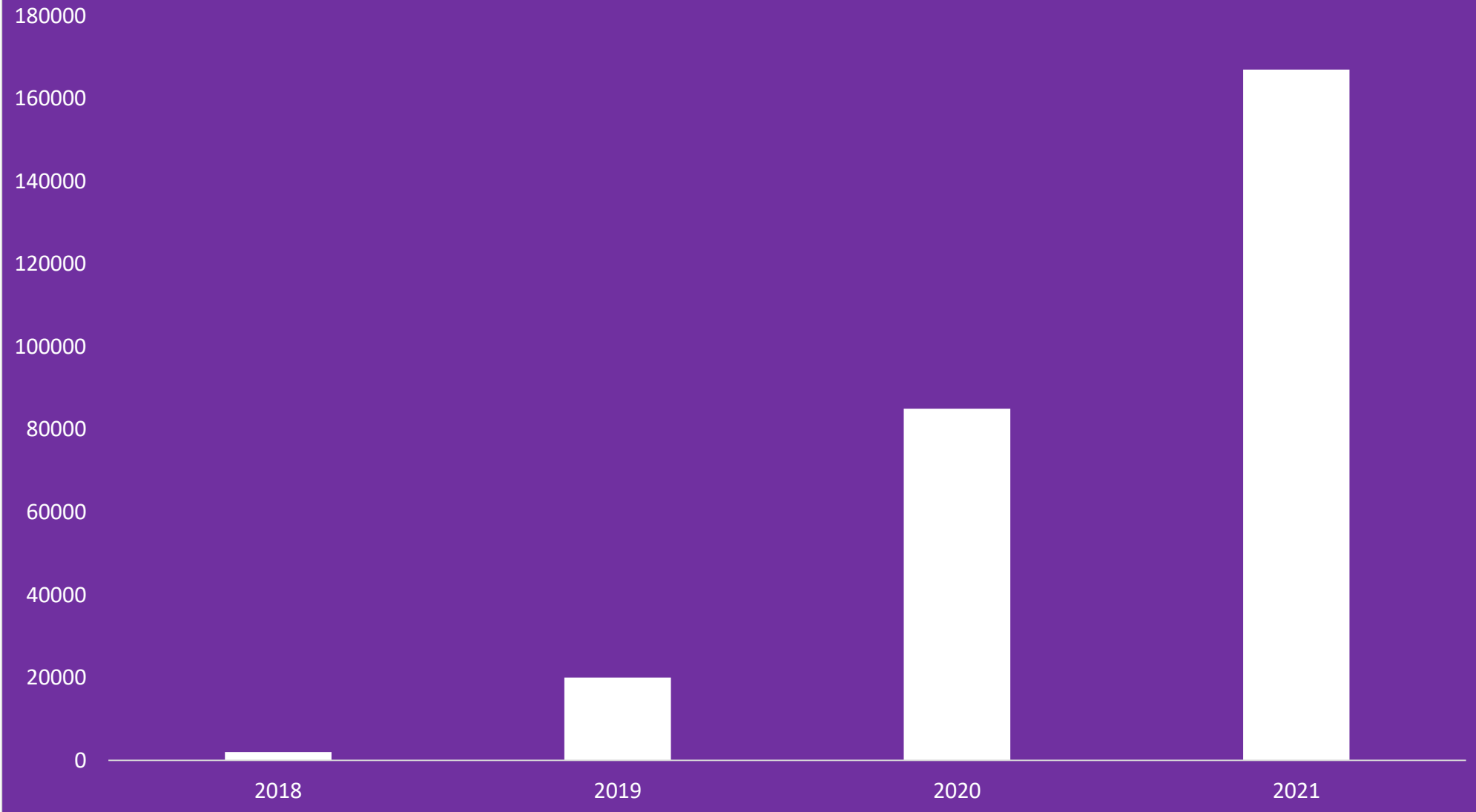
CLIENT GROWTH



User Growth



MRR Growth



VABOO

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