

## Working With Remit

### **Why I choose to be a Remit Associate.**

I love working as an independent consultant. I find each new role presents its own challenges, and I am continually learning in each new business or sector I work. It is an enlivening way to make a living. However, it is not all plain sailing.

Enjoyable, well paid employment seldom seeks you out. You have to go looking for it. And if you want a decent role with a top client, there will be significant competition for the work!

As an independent contractor, I have worked with several of the large, established recruitment agencies. Some of them are very good. Proactively researching opportunities and matching them to suitable candidates. But it is very clear what the benefits are for you, and what the benefits are for the agent. Once you are placed in a role, the agent more or less disappears, and moves onto the next deal. At the end of your contract, you are often back at square one.

I have also attracted my own contracts, without any agents. This is in one respect very satisfying and of course there is no commission to share with anyone. But there is a cost. The rates tend to be lower and the risks considerably higher. If things start to go wrong with your contract, the only one who can deal with it is you! And when the contract ends, there is a cost in time and effort to find the next role.

Remit offers a third way. I am able to operate independently, yet I have the back up of seasoned professional support should I find myself out of my depth or lacking in sufficient knowledge to tackle certain aspects of a role. Remit's partners are well respected in the sector, and have the depth of experience to advise on just about any situation likely to arise in a typical project. So projects that I take on, either as a lone consultant or as part of a larger Remit team, are nowhere near as daunting as they might otherwise be. It's empowering to have that level of professional support and experience available.

Remit is somewhat unusual, if not unique in the property sector. A compact, dedicated team of experienced management consultants each with a top career pedigree, and access to a very substantial network of property and IT professionals with between them many hundreds of years' experience. By joining in with the social aspects of being a Remit Associate, I also get access to some great contacts. I know that whatever project I track down – either via Remit or through my own connections – I can draw on Remit's network of expertise to deliver a great outcome.

The most significant aspect of working with Remit, is that we have shared objectives in wanting to develop long term working relationships with clients and with the other Associates we encounter. It is a "hive" mentality that means that Remit are committed to supporting their Associates throughout any given project, and are always looking to the next project.

It's not an easy balance to achieve. The very independence of Associates means that it can be extremely difficult to fulfil a project resource requirement. But I find that Remit stand by me, and in return I stand by Remit.

Nick Matthews

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