



We spoke to Brenton Morris, Manager from First State Smoke Alarms about his use of the PropertyMe to RentSafe integration and how it has helped their company.

Q: What were your processes before using the PropertyMe to RentSafe integration?

A: Our clients would send us work orders from PropertyMe to our email address and we would add the jobs to RentSafe from there. We also send them a monthly email with upcoming jobs with tenant details existing from last year and we ask them to validate/update these details.

Q: What made you want to change?

A: As a sales point of difference. Some agents like the idea of not having to send us work orders or them having to update tenant details with us manually.

Q: How did you find SyncEzy?

A: Through PropertyMe. They informed us that SyncEzy manages their integrations.

Q: What have been the big wins when you have been using the integration?

A: We have managed to convince some new clients to use us as they liked the idea of not having to email us monthly with updated tenant details.

Q: Lastly, if you were describing the integration and its value when chatting to a friend, how would you describe it?

A: Cost of business. If you can add another tool to your bag that enables you to get some long term profitable business, then do that. The tool that is added is that agents who want the integration no longer have to respond to our monthly emails verifying tenant details. We know that they are up to date in their system, and as such they are up to date in ours. We now only ask if a list of properties due for their service are ok to proceed. It's now a yes/no question rather than asking them to edit tenant details.

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BRENTON MORRIS - MANAGER AT FIRST STATE SMOKE ALARMS

