

THE
**BRITISH WILLS AND
PROBATE AWARDS**
2020

Speech by Michael Edwards, Client Services Director at Executor Solutions Champagne Reception Sponsor at The British Wills & Probate Awards 2020

Good afternoon Ladies & Gentleman, I am Michael Edwards, Client Services Director at Executor Solutions. And I would like to welcome you all to the British Wills & Probate Awards 2020.

Executor Solutions are delighted to once again be sponsoring the awards as every year, this fantastic event gives us a chance to come together to recognise and celebrate the great and good of the industry.

I would like to give a special mention to the Practical Vision team for putting on this event, I know this is an event that is really important to Karen and her team and you deserve an award of your own just for pulling this off!

Now, at the risk of stating the obvious, 2020 has been a challenging year for everybody, who would've thought we would look back and remember fondly a time when Brexit was the major news story of the day!

While it hasn't been an easy year for many people, this industry has shown a tremendous amount of resilience and adapted to what is for many people, a completely new way of working. We know from speaking with our clients, that this has been particularly challenging time because this new way of working has coincided with trying to balance an increase of demand for the services offered by the legal industry.

For us, as a service provider of property solutions to the legal sector, we have also seen a rise in demand for our services from busy legal professionals trying to keep the wheels turning in this new normal of ours. We have also seen new highs of demand in the property market, no doubt magnified by the introduction of the stamp duty incentive.

While none of us know what the future holds, one thing I am sure of is that this industry will continue to go from strength to strength and I am sure many of the people here will be the driving force behind that.

So today, for me, is about two things. Firstly, the awards themselves and I would like to wish everyone up for an award the very best of luck. I am really looking forward to seeing the winners announced later on.

Secondly, I'd like to look forward, beyond today, beyond 2020 at how we can expand on all the good work that has been done and the collaborative nature that arisen out of this year.

For our clients, we know that the main priorities of dealing with estate administration is to deliver a great service to their clients and the beneficiaries of the estates. We also know that maximising value of the assets is key to that service, and for the large majority of those estates the property is the major asset.

That's why I am delighted to announce that Executor Solutions have created a new product which will make it easier for you to sell probate property and keep value in the estate. To do that we are launching a zero cost product and we are also relaunching our valuation service with the most cost effective pricing in the industry.

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These two products together will give you the ability to value and sell a probate property for as little as £75. A product offering I am sure you will agree that will help you maximise value for the estate and something I am excited about talking with you all about at a later date.

For now, I would like to thank you for listening to me, good luck to everyone up for an award today and I look forward to speaking with you all soon.

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