

Beating Uncertainty: Expanding your business opportunities



In this Guide:

MAKE MONEY OUT OF LEGIONELLA ASSESSMENTS - *Get your FREE training*

TOP 4 WAYS TO STILL KEEP THE MONEY COMING IN - *Quidos top tips*

KEEP CALM AND CARRY ON DOING EPCs - *Government advice on when you can do an EPC here*



Introduction

When staring in the face of uncertainty, as small businesses we have two options; stagnate or use this as an opportunity to get ahead of the curve and thrive, not just during the Covid-19 crisis, but beyond. This short guide will aim to encourage you to be pro-active so your business remains busy and profitable.

Quidos have long been advocates of Energy Assessors expanding their knowledge and skill set to offer their customers wide ranging services; from floorplans to photography. The aim of this guide is to offer suggestions on how you could potentially keep busy during lockdown whilst continuing to generate revenue all in line with Government Guidance.

Latest Government Guidance



Following requests from PEPA, the Government has issued guidance around the production of EPCs in existing properties, during the COVID-19 pandemic.

Key points:

- The legal requirement to obtain an EPC before selling or letting a property remains in place.
- EPC assessments **can** continue in cases where the property is vacant.
- Where a property is occupied, and the transaction cannot be delayed, government guidelines on staying away from others to minimise the spread of the virus must be followed alongside the guidance for carrying out work in people's homes.
- No assessments should take place if any person in the property is showing symptoms, self-isolating or being shielded

The key thing to take from this guidance is we can still work and some of the tips below should help in generating some business.

<https://www.gov.uk/guidance/coronavirus-covid-19-energy-performance-certificates>



Beating Uncertainty: Expanding your business opportunities



Increasing Your Workload

Whilst your normal workload has inevitably decreased, there are things you can be doing in order to remain productive.



Quidos Top Tips:

1. Check estate agent websites to see if properties for sale/rent have valid EPCs.
2. Remind agents that legislation remains in place and they require EPCs.
3. Contact Airbnb Owners; their properties will be empty, now is the perfect time for them to get their stock up to date.
4. Offer bespoke, over the phone, advice on how to understand current EPCs and their improvement measures to meet MEES.



Expanding Your Business Opportunities

Having spoken to many Quidos Assessors, we know that you are hardworking, professional & innovative people, who are open to expanding their business and making the most of opportunities.

We have compiled a list of revenue generating opportunities, to put you ahead of the curve both during the crisis and beyond. As a way of supporting your increased opportunities, we are offering **FREE** & discounted training over the coming weeks to Quidos members*.

Quidos Top Suggestions for Generating New Business:

1. Legionella assessments - With buildings and companies closed, the risk of bacteria is much higher. Get ahead of the curve with **FREE** legionella training this month.
2. Floor Plans – Offer floor plan services to local businesses and rental properties. If they have the dimensions of the property or it's vacant, this is the perfect opportunity.

Watch this space next month as we will have some great deals on our floor plan training, with free trials to our floor plan software.

<https://quidos.co.uk/product/floor-plan-training-course-online/>

3. Photography – Property photography is essential to marketing. You have to take a photos to suppose your EPC anyway, why not go the extra step and learn how to do these professionally.

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4. Detailed Recommendation Reports – Many properties are below the E Band for MEES, advise landlords on how to get them up to standard by providing simple feedback based on the EPC; explaining the EPC recommendations and options available to increase their building's ratings in cost-effective ways.

Here are some recommendations for training so you're prepared for when things get back to normal:



Other Skills and Knowledge Expansions

Preparing for when the crisis is over is just as important as continuing to tick over during it. The industry will get back to where to the heights it has reached this year and continue to expand in order to meet net zero carbon targets. With that in mind now is also the perfect time to consider training you or your staff members.

Quidos offer a range of CPD and training courses all available [here](#).



Online Retrofit Assessor Training

Just as retrofit was taking off, we got struck by COVID-19, but this will be back. Get prepared by completing the course online.

Quidos Webinars

The ideal way to stay connected with your scheme and other assessors whilst topping up your CPD hours.

Quidos CPD modules

Not a fan of face to face training? Or want to complete training in your own time? Our Industry leading CPD range is available for you to top up your CPD hours.

For the latest information on all of our training, CPD and discounts keep an eye on the website. If you have any questions or queries regarding this, please do not hesitate to contact us on the contact details below.

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PEPA Resource Kit

Quidos are continuing to support and represent Assessors through the industry trade body, PEPA.



As an industry, we recognise that some of you may be facing financial difficulties.

Therefore, we have produced a resource kit to give you the latest information on the range of support available to you and your business.

<https://www.pepassociation.org/2020/04/02/covid-19-resource-kit/>

Staying Connected

Quidos cannot stress how important it is to stay connected and keep communicating with each other during this time. Therefore, we are continuing to update our social media with all the latest industry information.

Follow us on the below socials and join the specific energy assessors group on LinkedIn.



@Quidos



@Quidos



<https://www.linkedin.com/company/quidos-limited/>

Property Energy Performance Assessors group

<https://www.linkedin.com/groups/2487045/>

Domestic Energy Assessors Group

<https://www.linkedin.com/groups/104906/>

“We will succeed - and that success will belong to every one of us”.

*Terms and Conditions apply subject to availability.