



A Day in the Life...

A day in the life of Leigh Chapple-Lynch, Sales Manager at Andrew Granger & Co in Leicester, whose genuine love for property has made him a key member of staff at our Leicester office for over 9 years now.

What made you chose this industry and area of work?

I was very indecisive about my future career when I was younger – at the time the ideas ranged from working with animals to being in the police force. My parents always renovated the houses we lived in and we'd then move on to the next one, and I distinctly remember an estate agent coming to the house - she was so lovely, and I really enjoyed hearing about the sales process and looking at the sales brochure and she unknowingly inspired me to consider this area of work. Once I finished school, I rang the estate agent firm she worked for and was invited for an interview. I was lucky enough to be offered a position as a trainee estate agent and from there I have worked my way up as a sales negotiator, valuer, and sales manager within local estate agents over the last 16 years. I have been with Andrew Granger & Co for over 9 years now during which time I have gained qualifications including the NAEA Propertymark and a Diploma in Sales of Residential Property.

How does your working day start?

Always a coffee! Every morning we have a team meeting – which has been an online meeting for over a year now. All of the activity from the day before gets discussed, as well as our diaries for the day ahead, the clients that need contacting, sales that need progressing along with the appointments for the day and the new properties that are coming onto the market.

What can a typical day involve for you?

I know it sounds like a cliché, but no two days are the same – partly because I feel we go above and beyond a lot of the time. I've been known to have to sort out broken locks on properties, remove dead birds, air freshen whole properties and even sweep drives after a storm. If it helps to achieve a sale for a client, I'll obviously do what I can. But day to day I'm responsible for valuing properties, producing property brochures and website details, carrying out property viewings and sales progression. It's always very busy but I enjoy that about it.

What do you like most about your job?

I genuinely appreciate all property and relish getting out to see a real mix of homes and meeting the owners. I'm very lucky to be working in an area where I can be valuing a modern city centre apartment one minute, a period suburban family home the next and then a character village property. Every property and people's tastes are so different, and I never tire of visiting new properties and working hard to get them sold for the client.

What is the most challenging aspect of your job?

I like to try and carefully advise people on small changes they can make to their property for presentation purposes in order to help achieve a sale, but I would never want to offend anyone so it's a very fine line and one that I'm very cautious about. Other than that, just juggling a busy diary, making sure the clients are kept up to date and of course the sales progression which is out of our hands in a lot of ways, but I'll endeavour to push it forward for the clients as best as I can.

What do you like to do when you're not at work?

When we're not doing up our own home my husband and I really love to travel and visit new places. We hope to gradually see as much of the world as we can. I think our favourite places to date have been Hong Kong and Las Vegas. We have our second visit to New York planned as well as holidays to Cyprus, Hawaii and San Francisco over the next year (all being well!).

Are you an early bird or a night owl?

Definitely a night owl! Once we've perhaps seen family or friends and had dinner, we watch a film and even then, I like to carry on and catch up with my favourite TV series – usually soaps.

You can follow Leigh in his role for Andrew Granger & Co on Instagram at [@andrewgrangerco_leigh](https://www.instagram.com/andrewgrangerco_leigh).

Andrew Granger & Co is a leading estate agent in Leicester, Loughborough and Market Harborough, and you can find out more including estate agents' reviews, and property for sale in Leicester, Loughborough and Market Harborough and the surrounding areas at www.andrewgranger.co.uk.