

# Lexis® Visualfiles™ Plot Sales Accelerator



## Reduce operating costs. Enhance client service. Increase profitability.

**If your business works with property developers and on the sale of plots, or it's an area of law you're considering, you'll know that maximising profitability and ensuring the highest levels of client service depend on making the legal process around plot sales as efficient and cost effective as possible.**

The Lexis Visualfiles Plot Sales Accelerator can help. Using LexisNexis best practice and working in partnership with subject experts, we've designed an out-of-the-box solution that simplifies the management of high-volume developments. With the Accelerator you'll be able to deliver excellent service to your developer clients, while reducing the cost and effort related to the plot sale process - all using the industry-leading Visualfiles platform.

### Increased efficiency through automation

The Plot Sales Accelerator makes it simple to manage a development site and the sale of its associated plots. With an electronic file for each development, you'll have the flexibility of a single place to:

- Manage the data relating to all the plots in the development.
- Handle ad-hoc correspondence with local authorities, utility companies and other parties.
- Gain an overview of all the plots in the development, so you always know which stage of the sale process each plot has reached.

Using a light-touch workflow you can rapidly create an electronic sale file for each plot in a development. Depending on the size of the development, the nature of the plots, and your business requirements, you can:

- Create plot sale files individually.
- Set up multiple files of the same type simultaneously.
- Create plot sale files automatically by importing bulk data provided by the developer - avoiding user interaction and minimising the time and effort from your team.

## Simplified plot sale transactions

Once you've created the plot sale files, the Accelerator takes you through the key stages of the legal process for each plot sale: instructions, exchange, completion and closure, or abortive. Date-driven task management functionality helps you progress sales as efficiently as possible.

The level of guidance provided by the Accelerator means you can confidently entrust the plot sale task to junior staff - helping you reduce operating costs and freeing up more senior staff to focus on higher value activities.

## Integrated forms save time and effort

The Plot Sales Accelerator integrates with Lexis® Smart Forms for automated selection and production of the legal forms relating to plot sales. The Accelerator carries out the calculations and merges in all the relevant plot details, saving you manual work and reducing the risk of error.

## Tracking, reporting and sharing data

The Accelerator captures data that enables extensive reporting, so you can keep your clients up to speed with how their case is progressing and tailor updates, depending on their specific requirements. Using Lexis® Visualfiles™ Online, secure portals are available for use by your developer clients, buyers' solicitors and individual house buyers, providing web - and mobile-accessible case-tracking and other solutions.

## Ready to use, easy to customise

We'll install the Plot Sales Accelerator for you and show you how it works. Ready to use with full functionality and workflow, it will quickly deliver efficiency gains and ROI.

We're confident the Accelerator will meet your needs straight out of the box. As part of Visualfiles, it's also flexible and scalable, so you can customise and extend it as required to meet the needs of your firm.

*"The out-of-the-box Lexis Visualfiles Plot Sales Accelerator has enabled us to automate and standardise our processes quickly and with minimal effort. As a result, we have been able to handle more files and introduce efficiencies throughout the department. The flexibility of Visualfiles also allows us to make our own adjustments and personalise the service we deliver to our clients."*

Top 50 UK Law Firm

**If you would like to find out more about the Plot Sales Accelerator, please contact your Account Manager today.**

**Lexis® Visualfiles™**

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