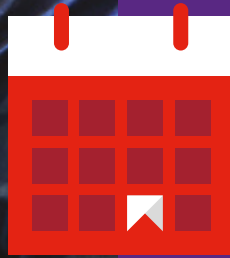




SAL

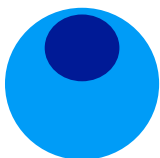
SCOTTISH ASSOCIATION
OF LANDLORDS



SCOTTISH LETTING DAY

SCOTTISH GAS MURRAYFIELD
TUESDAY 21 OCTOBER

CONFERENCE PARTNER



**SAFE
DEPOSITS
SCOTLAND**

CONFERENCE SPONSORS



LOGAN PROPERTY

tc young



unihomes.





MADE IN SCOTLAND. FOR SCOTLAND.



- ✓ The only Scottish based scheme
- ✓ The only not-for-profit operator
- ✓ Over £150m deposits safely protected

PROTECT NOW



safedepositsscotland.com



RAISING STANDARDS IN THE PRIVATE RENTED SECTOR



Advancing education, conflict resolution
and the relief of those in need through:

- ✓ Housing research
- ✓ Landlord, letting agent and tenant resources
- ✓ Grant funded projects

FIND OUT MORE: safedepositsscotlandtrust.com





SAL

SCOTTISH
ASSOCIATION
OF LANDLORDS

Welcome to Scottish Letting Day

ON BEHALF OF THE SCOTTISH ASSOCIATION OF LANDLORDS (SAL), I EXTEND A WARM WELCOME TO EVERYONE ATTENDING OUR SCOTTISH LETTING DAY CONFERENCE AND EXHIBITION.

We are delighted to welcome you back to Scottish Gas Murrayfield Stadium for what promises to be an even more enriching and engaging conference experience. Today is all about learning, collaborating, and sharing experiences as a vibrant community of landlords and letting agents — and we are thrilled to have you with us.

Scottish Letting Day has grown year after year, and we are proud to say it remains Scotland's largest event for landlords and letting agents. This success is thanks to our brilliant conference team, whose dedication ensures this flagship event continues to offer an invaluable opportunity for members to come together, exchange ideas, and stay informed.

We are heartened to know that for many of you, this is the must-attend event of the year. At SAL, our members are always our top priority, and we are committed to creating a day that is both informative and enjoyable. Our mission is to empower you — our members — to provide the very best homes for rent, as together we work towards the shared goal of creating a private rented sector that works for all. This year's conference covers a wide range of topical issues, designed to help you navigate the

evolving landscape of letting in Scotland. With a choice of sessions, we encourage you to tailor the day to your own interests, and take full advantage of the expertise on offer. Don't forget to visit our exhibitors — they are here to help and bring a wealth of solutions to make your work easier.

Scottish Letting Day is about more than just updates and advice — it's about connection. It's about sharing knowledge from all corners of Scotland, meeting new faces, reconnecting with long-standing members, and extending a warm welcome to those attending for the first time. We are especially grateful to our conference partner, SafeDeposits Scotland, and our sponsors Logan Property, TC Young Solicitors, and UniHomes, whose generosity helps us deliver a high-quality event at an affordable delegate rate. As always, your feedback is invaluable — please share your thoughts so we can continue to improve and evolve.

Thank you for being here. I hope you enjoy the day and I look forward to meeting as many of you as possible.

Warm regards,

John Blackwood
SAL chief executive

GET ONLINE UPDATES AT
www.scottishlandlords.com

FOLLOW US
ON FACEBOOK and X:
[@scotlandlord](https://www.facebook.com/scotlandlord)

LINKEDIN:
[@scottish-association-of-landlords](https://www.linkedin.com/company/scottish-association-of-landlords)

INSTAGRAM:
[@scottishlandlords](https://www.instagram.com/scottishlandlords)

DELEGATE WIFI NETWORK
SRUGuest
Hashtag for today is
#LettingDay

**SCOTTISH ASSOCIATION
OF LANDLORDS**
Hopetoun Gate
8b McDonald Road
Edinburgh
EH7 4LZ
0131 564 0100
conference@scottishlandlords.com



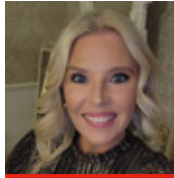
Speakers

WE HOPE YOU WILL GAIN NEW INFORMATION,
HEAR FROM AND QUESTION
A VARIETY OF EXPERTS



Lynsey Barrow
Novoville

Although Lynsey is new to the sector, she brings a wealth of knowledge and experience in all things customer related with over 20 years in service, support, operations and project roles across many industries including finance, retail and travel, from start-ups to large businesses. Novoville Shared Repairs is an app designed to make common repairs a breeze for homeowners, landlords and agents of flats in tenement blocks. Lynsey is especially passionate about using 'tech for good' - making her role as customer success lead for shared repairs at Novoville the perfect fit, enabling her to advocate for easy to use tools to keep Scotland's shared repairs compliant, transparent and hassle free for all involved.



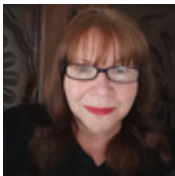
Frankie Bishop
SafeDeposits Scotland

Frankie is the client relations manager at SafeDeposits Scotland, where her role includes delivering compliance and system training and forums and events across the length and breadth of Scotland. She joined SafeDeposits in 2020, after 14 years of being a letting agent.



John Blackwood
Scottish Association of Landlords

John has worked in the private rented sector (PRS) for nearly 30 years and is widely recognised as a leading voice in private letting in Scotland. He represents SAL on Scottish Government committees working to inform and influence housing policy. John is chief executive of SAL, managing director of Gladstones and chairman of SAL sister organisation Landlord Accreditation Scotland (LAS). John is also a non-executive director of SafeDeposits Scotland (SDS), holds a judicial appointment as a member of the First-tier Tribunal for Scotland (Housing and Property Chamber) (FTT) and a Fellow of the Chartered Institute of Housing (CIH).



Gail Bowden
Landlord Accreditation Scotland

Gail is a tutor with LAS and the compliance manager at SAL. Gail has a passion for lettings and legislation and helps members to understand these for their day-to-day work and planning. Having worked in lettings for over 30 years, she has been a landlord and has held several senior management roles in large letting agencies, concentrating on property management, compliance and learning and development. Gail also has a post graduate diploma in Human Resource Management and is a chartered member of the Chartered Institute of Personnel and Development.



Elspeth Boyle
Landlord Accreditation Scotland

Elspeth is LAS director and staunch advocate of providing those working in the PRS with the knowledge they need to deliver the highest standards of property and tenancy management in the industry. With over 20 years of industry experience, Elspeth has been with LAS since 2008. With a background as both letting agent and landlord, she believes it is possible to deliver best practice in all aspects of the PRS as long as those who need it, have access to the highest quality learning options. Elspeth works with landlords, letting agents, local authorities, and housing organisations to help them achieve excellence and loves nothing more than talking about all things learning.



Hazel Burt
EQ Accountants

Hazel Burt, partner at EQ Accountants, has nearly 30 years of tax experience, with a strong background in advising personal and business clients about compliance and advisory matters. With a particular interest in the property, construction, and agricultural sectors, Hazel is well placed to support landlords and letting professionals in areas such as property taxation, capital taxes planning, and personal tax matters. A former Scottish President of the Chartered Association of Certified Accountants, she also brings a deep understanding of owner-managed businesses. Outside of work, Hazel is a fitness enthusiast and enjoys family life in rural Stirlingshire.

Speakers

WE HOPE YOU WILL GAIN NEW INFORMATION,
HEAR FROM AND QUESTION
A VARIETY OF EXPERTS



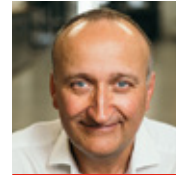
Scott Callaghan
The Mortgage Lender

Scott is the operations director of retail mortgages at Shawbrook Bank, overseeing both The Mortgage Lender and Bluestone Mortgages. With 20 years of experience in the mortgage industry, Scott has been with The Mortgage Lender since its inception, playing a key role in shaping its strategy and growth. The Mortgage Lender operates in both the residential mortgage and buy-to-let sectors, while Bluestone Mortgages focuses solely on residential lending. A passionate advocate for innovation and customer-centric solutions, Scott is dedicated to ensuring Shawbrook's brands provide accessible, tailored mortgage options for a diverse range of customers.



Dr Neil Cobbold
PayProp

Neil is the commercial director of Reapit UKI. Prior to that, he was involved in housing reform and social housing, culminating in him running a large housing association and software development firm. He is a member of The Lettings Industry Council and is frequently consulted by the property media and government. Neil has sat on investor panels and is a regular fixture on the PropTech speaking circuit, with appearances on Sky's Property TV channel and at conferences hosted by Propertymark, SAL and others.



Richard Donnell
Zoopla

Richard is a leading property industry figure and senior adviser for business and policy makers operating in the residential and mortgage markets. He has a valuable blend of insight and skills from a detailed knowledge of the housing and mortgage markets to how technology is shaping the housing market for businesses and consumers. Richard is an executive director at Zoopla, publishing thought leadership and appearing frequently in the media. He is a Fellow of the Royal Institution of Chartered Surveyors and independent chair of Good Place Lettings CIC, a new social enterprise lettings and management business.



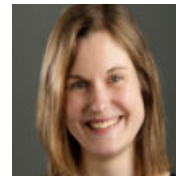
Kirstie Donnelly
TC Young Solicitors

Kirstie is an associate solicitor at TC Young Solicitors. She has worked predominately in housing law since her traineeship and has over 8 years' experience providing legal advice to landlords and letting agents in both private and social housing sectors. Kirstie is accredited by the Law Society of Scotland as a specialist in housing and residential tenancy law and currently focusses on PRS matters, regularly appearing in the FTT.



Neil Dymock
Dymock Properties

Neil, born and educated in Dundee, has a diverse background ranging from fencer and barman to corporate tax consultant. In 2007, he transitioned to property, working in various roles within a letting agency before managing a branch with over 1,000 properties and 14 staff. Leveraging this experience, Neil founded Dymock Properties in 2022, a letting and estate agency of his own.



Caroline Elgar
Scottish Association of Landlords

Caroline joined SAL as policy manager in 2014 with 15 years' prior experience working in the lettings industry, primarily in senior letting agent roles. During her time at SAL, Caroline has played a key part in SAL's policy work on tenancy reform, minimum EPC proposals, Covid 19 and the cost-of-living legislation. She represents SAL on parliament and government working groups as well as heading up the advice helpline and overseeing the online member resources.

Speakers

WE HOPE YOU WILL GAIN NEW INFORMATION,
HEAR FROM AND QUESTION
A VARIETY OF EXPERTS



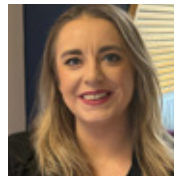
Mark Fishman
*Curo Virtual
Outsourced Credit
Control*

Mark is the managing director of Gordon & Noble Messenger-at-Arms & Sheriff Officers and Curo Virtual Outsourced Credit Control. Mark has worked in the debt recovery industry for 30 years and graduated with a Bachelor of Law degree from Strathclyde University. He has also retained commissions as a sheriff officer since 1990 and as a messenger-at-arms since 1992. Mark previously worked as a manager within the collections department at Student Loans Company and as collection operations manager at Three Mobile. In 2006 he commenced trading as Gordon & Noble Messenger-at-Arms & Sheriff Officers which continues to trade to this day.



Cllr Pauline Flannery
*Scottish Liberal
Democrats*

Pauline represents the Southside/Newington ward. She sits on the Housing, Homelessness and Fair Work Committee and the Licensing Board and is also the Liberal Democrat Group Bailie. Pauline believes in the principles of localism and builds from a ground-up approach; Pauline stands for empowerment and advocacy. She has a long association with Edinburgh going back to student days, has taught at the University of Edinburgh Life-Long Learning Department, and lives in the ward. Pauline is a self-employed theatre practitioner and teacher and has worked in the third sector training volunteers for HIV Response Projects.



Meghan Gallacher MSP
*Scottish
Conservatives*

Meghan Gallacher MSP is a Scottish Conservative and Unionist Party politician representing the Central Scotland region in the Scottish Parliament. Elected in 2021, she previously served as a councillor and group leader in North Lanarkshire. Meghan is the party's spokesperson for housing and a member of the Local Government, Housing and Planning Committee. Outside of politics, Meghan is a proud mum to her daughter and passionate about building stronger communities across Scotland.



Doug Hall
3mc

Doug is a director of 3mc, a distributor and brokerage within the mortgage sector. 3mc has been established for over 25 years, working with lenders, mortgage intermediaries and various landlord associations including SAL, providing all types of mortgage solutions. In 2015, 3mc was appointed as the preferred mortgage partner for members of SAL and operates the SAL Mortgages brand. 3mc provides an advice service to members: the broker fees are cheaper and reduced by £200 for members compared to the standard broker fees. In June 2020, 3mc launched a new member online portal assisting members to process their mortgage applications.



Mike Heffron
Under One Roof

Mike is the chief executive of Under One Roof, Scotland's only charity dedicated to supporting landlords and owner-occupiers with organising common repairs and retrofit in tenements. He acts as secretariat for the Scottish Parliament's Tenement Maintenance Working Group.



Stephen Jardine
*TV presenter and
broadcaster*

Stephen Jardine is one of Scotland's best-known journalists and broadcasters. He started his career in radio before joining Scottish Television as a trainee reporter. He then moved to GMTV as Scotland correspondent and then Europe correspondent, based in Paris. In 2000 Stephen rejoined Scottish Television and went on to present a wide range of programmes including documentaries, politics programmes and the flagship news show "Scotland Today". Stephen now works for the BBC, presenting "Mornings" on BBC Radio Scotland and the TV political discussion programme "Debate Night" on BBC Scotland. He also writes for The Times and The Scotsman.

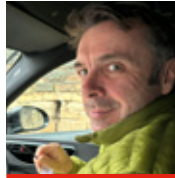
Speakers

WE HOPE YOU WILL GAIN NEW INFORMATION,
HEAR FROM AND QUESTION
A VARIETY OF EXPERTS



Cllr Ross Lambie
Reform UK

Ross is a chartered architect with 18 years' experience as a practice director specialising in residential projects and is a former lecturer in architecture. Outside of work he is a hobby farmer and a tech start-up investor. Ross is the Reform UK councillor for South Lanarkshire.



John Logan
Logan Property

After relocating from the United States to Edinburgh in 2015, John began sharing his expertise in technology start-ups by working pro bono with the Entrepreneurs' Club at the University of Edinburgh Business School. During this time, he launched a project designed to serve as a living case study of the entrepreneurial principles he was teaching. This initiative marked the beginning of Logan Property. Today, Logan Property continues to embrace its entrepreneurial roots—driven by innovation and a commitment to developing fresh solutions in the ever-evolving field of property management.



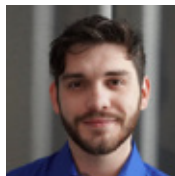
Sarahjane McKeown
SafeDeposits Scotland

Sarahjane is a customer operations manager at TDS, responsible for the effective handling of customer calls and emails across the UK to SafeDeposits Scotland and its sister schemes in England/Wales and Northern Ireland. Sarahjane worked in property sales and lettings for a decade before joining SafeDeposits in 2016.



Paul McLennan
Scottish National Party

Paul served as Scotland's Housing Minister between 2023 and 2025 and has been the Member of the Scottish Parliament (MSP) for East Lothian since 2021 for the Scottish National Party (SNP). He has served as a local councillor for the Dunbar and East Linton multi-member ward of East Lothian Council since 2007 and as a board member of NHS Lothian, the regional offices of Scottish Enterprise and the Commission on School Reform.



David Morgan
SafeDeposits Scotland

David is a resolution manager at TDS, with responsibility for dispute resolution teams supporting customers of SafeDeposits Scotland and its sister schemes in England/Wales and Northern Ireland. A Chartered Institute of Arbitrators (CI Arb) associate, David joined SafeDeposits in 2020 with past experience including a decade in interior design.



Claire Mullen
TC Young Solicitors

Claire is a senior associate at TC Young Solicitors. She leads their PRS/FTT team and has specialised in tenancy law for 15 years and been an accredited specialist for 5 years. Claire advises both landlords and letting agents in connection with evictions, actions for payment, anti-social behaviour, repairs, debt recovery and sequestration. She also supports clients in preparing tenancy agreements and letting agent management agreements for the PRS. Claire provides advice and representation for tribunal hearings in connection with code complaints and is also Chair of Safe Deposits Scotland Trust, funding projects which promote and facilitate education, training and best practice for landlords, letting agents and tenants in the PRS.

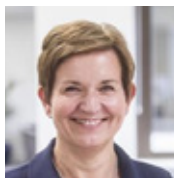
Speakers

WE HOPE YOU WILL GAIN NEW INFORMATION,
HEAR FROM AND QUESTION
A VARIETY OF EXPERTS



**Victor
Palombo**
*HM Revenue and
Customs*

Victor is the deputy director for the Change Readiness in Making Tax Digital (MTD) Programme in HM Revenue and Customs (HMRC). His role has an external and internal perspective to it: helping agents and customers get ready for MTD and ensuring his colleagues within HMRC are ready for the changes the programme is introducing. A senior civil servant for many years, he joined the programme in September 2024 having previously held a number of programme director roles in HMRC, including Tax Free Childcare, Help to Save and transforming their payments processes. He is a qualified accountant and a chartered project professional.



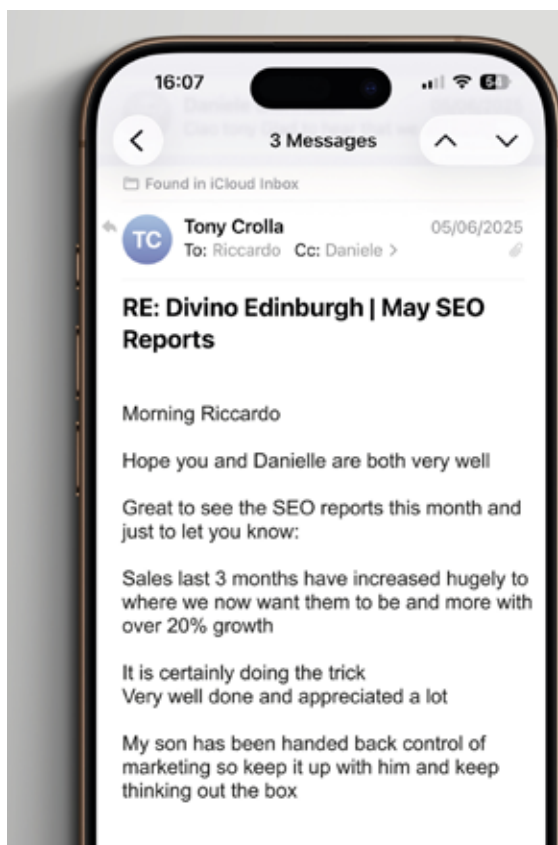
**Louisa
Sedgwick**
Paragon Bank

Louisa has been working in the financial services industry for over 30 years, primarily in mortgages, with a real focus on buy to let. She has held a number of senior roles and is currently managing director of mortgages at Paragon Bank, where she is responsible for mortgage products and distribution. Paragon Bank are a specialist buy-to-let lender, helping landlords to invest in and build valuable businesses that deliver flexibility for those who choose to rent their home, for over 30 years.



**Angela
Wallace**
UniHomes

Angela Wallace, business development manager at UniHomes, brings with her over 25 years of expertise in the property industry. Her career spans estate agency, new homes, PropTech, and more, giving her a wealth of insight across the sector. Today, Angela leads UniHomes' Scottish operations, partnering with letting agents nationwide to streamline processes, increase efficiency, and drive revenue growth. She has previously held senior leadership roles with major names such as Purplebricks and Connells Group.



RIGHT PROPORTION
YOUR BRAND YOUR STORY

When it comes to results, we let our clients do the talking.

Branding, websites, SEO, photography, social media
we help businesses grow, and the proof is in their inbox.

Get in touch: info@rightproportion.co.uk

**MENTION CODE "SCOTTISHLETTINGDAY"
FOR 20% OFF OUR SEO PACKAGE.**

(Valid for the first 10 enquiries)





The Scottish law firm with *you* at its centre



- Letting Agent Advice & Bespoke Training
- Letting Agent Management Agreements
- Landlord Obligations & Repairing Standard Advice
- Eviction Advice and Preparation of Notices
- First-Tier Tribunal Representation (for landlords, letting agents & property factors)
- Tenancy Deposit & Wrongful Termination Claims
- Letting Agent & Property Factor Code Compliance Advice
- HMO Licence Appeals
- Rent Increases
- Housing & Tenancy Law Updates

0141 221 5562 Glasgow
0131 220 7660 Edinburgh
www.tcyoung.co.uk

northwood

Thinking of selling or ready to let an agent manage your portfolio?

Take control, let us handle the details. Our award-winning team offers full-service landlord support, including:

Guaranteed Rent | Fully Managed | Tenant Find | Compliance MOT

Choose Northwood as your agent and sell with tenants in situ, maintaining rental income while we manage a smooth, professional and hassle-free sales process.

Aberdeen | Central Scotland | Dundee | Edinburgh | Glasgow



A: LARN 1811016 E: LARN 1807008
C: LARN 1803008 G: LARN 1907003
D: LARN 1812037

northwooduk.com/scotland

We
Switch
You

Scan to find
out more



Programme

PLEASE NOTE SESSIONS ARE ON A
FIRST-COME, FIRST-SERVED BASIS



08:45 - 09:45 REFRESHMENTS AND EXHIBITION

PRESIDENTS 2

PRESIDENTS 1

MONCRIEFF

CAP & THISTLE

CENTENARY

09.45 - 09.50 CONFERENCE INTRODUCTION

Morning session 1

09.50-10.30

Passing the keys -
future-proofing your
property wealth

Hazel Burt
EQ Accountants

9.50-10.25

First-tier Tribunal in
practice - challenges,
pitfalls and practical
takeaways

Kirstie Donnelly
TC Young Solicitors

9.50-10.25

Getting the best start
to your tenancy

Elsbeth Boyle
*Landlord Accreditation
Scotland*
Sarahjane McKeown
SafeDeposits Scotland

9.50-10.25

Organising common
repairs in flats

Mike Heffron
Under One Roof

9.45-10.25

Social space

CHANGE OVER

Morning session 2

10.35-11.15

Making sense of
Making Tax Digital

Victor Palombo
*HM Revenue and
Customs*

10.40-11.15

Lettings landscape -
unpacking the Scottish
market in 2025

Richard Donnell
Zoopla

10.40-11.15

Talking Deposits LIVE

Frankie Bishop
Sarahjane McKeown
and **David Morgan**
SafeDeposits Scotland

10.40-11.15

UniHomes in
Scotland - 1 year on

Angela Wallace
UniHomes

10.40-11.15

Novoville Shared Repairs
- a technology solution
for landlords' and agen-
cies' common repairs
duties

Lynsey Barrow
Novoville

CHANGE OVER

Morning session 3

11.25-12:10

Passing the keys -
future-proofing your
property wealth

Hazel Burt
EQ Accountants

11.30-12.10

Private rented
sector legal update

Caroline Elgar
*Scottish Association of
Landlords*

11.30-12:05

Buy-to-let market panel
discussion

Doug Hall
3mc
Scott Callaghan
The Mortgage Lender
Louisa Sedgwick
Paragon Bank

11.30-11.50

Rent arrears in Scotland

Dr Neil Cobbold
PayProp

11.55-12.15

The future of renting in
Scotland - tackling the
supply crisis together

John Logan
Logan Property

11.30-12.00

Paperwork matters -
a First-tier Tribunal
preparation guide for
landlords and agents

Elsbeth Boyle
and **Gail Bowden**
*Landlord Accreditation
Scotland*

FROM 12.05 - 13.25 LUNCH AND EXHIBITION



Programme

PLEASE NOTE SESSIONS ARE ON A
FIRST-COME, FIRST-SERVED BASIS



	PRESIDENTS 2	PRESIDENTS 1	MONCRIEFF	CAP & THISTLE	CENTENARY
Afternoon session 1	13.25-14.05 First-tier Tribunal in practice - challenges, pitfalls and practical takeaways Claire Mullen <i>TC Young Solicitors</i>	13.30-14.05 Member story - the road and the miles from Dundee Neil Dymock <i>Dymock Properties</i>	13.30-14.05 Getting the best start to your tenancy Elspeth Boyle <i>Landlord Accreditation Scotland</i> Sarahjane McKeown <i>SafeDeposits Scotland</i>	13.30-14.05 Debt recovery, litigation and enforcement Mark Fishman <i>Curo Virtual Outsourced Credit Control</i>	13.25-14.05 Social space

CHANGE OVER

Afternoon session 2	14.15-14.55 Private rented sector legal update Caroline Elgar <i>Scottish Association of Landlords</i>	14.20-14.55 Making sense of Making Tax Digital Victor Palombo <i>HM Revenue and Customs</i>	14.20-14.55 Buy-to-let market panel discussion Doug Hall <i>3mc</i> Scott Callaghan <i>The Mortgage Lender</i> Louisa Sedgwick <i>Paragon Bank</i>	14.20-14.55 Lettings landscape - unpacking the Scottish market in 2025 Richard Donnell <i>Zoopla</i>	14.25-14.55 Step-by-step - issuing rent increase notices the right way Elspeth Boyle and Gail Bowden <i>Landlord Accreditation Scotland</i>
----------------------------	---	--	---	---	--

FROM 14.55-15.20 AFTERNOON REFRESHMENTS AND EXHIBITION

Afternoon session 3	15.20-16.15 Conference debate special John Blackwood <i>Scottish Association of Landlords</i> Stephen Jardine <i>TV presenter and broadcaster</i>
----------------------------	---

END OF CONFERENCE



Programme

PLEASE NOTE SESSIONS ARE ON A
FIRST-COME, FIRST-SERVED BASIS



ROOM:

PRESIDENTS 2

MAIN SPEAKER PROGRAMME

TIME	TITLE	SPEAKER	SESSION SUMMARY
9.45-9.50	CONFERENCE INTRODUCTION		
9.50-10.30	Passing the keys - future-proofing your property wealth	Hazel Burt <i>EQ Accountants</i>	Hazel will be covering the pros and cons of different property ownership vehicles and tax planning ideas for passing property on to the next generation and sharing the wealth.
CHANGE OVER			
10.35-11.15	Making sense of Making Tax Digital	Victor Palombo <i>HM Revenue and Customs</i>	Making Tax Digital for Income Tax (MTD) is the new way to report your self-employment and property income. HM Revenue and Customs (HMRC) is changing the way you report your income from Self Assessment from April 2026. Landlords with property income over £50,000 will need to keep digital records and send quarterly updates and their tax return using compatible software from April 2026. The threshold reduces to £30,000 from April 2027, and £20,000 from April 2028. Victor Palombo, deputy director for Change Readiness of the HMRC MTD programme, will provide a summary of what is changing, who will be affected, and how you can get ready for MTD. You can also visit the HMRC stand to speak to subject matter experts about MTD.
CHANGE OVER			
11.25-12.10	Passing the keys - future-proofing your property wealth	Hazel Burt <i>EQ Accountants</i>	Hazel will be covering the pros and cons of different property ownership vehicles and tax planning ideas for passing property on to the next generation and sharing the wealth.
12.10-13.20	LUNCH AND EXHIBITION		
13.25-14.05	First-tier Tribunal in practice - challenges, pitfalls and practical takeaways	Claire Mullen <i>TC Young Solicitors</i>	This session looks at recent First-tier Tribunal cases, with a particular focus on repairs and damages. These types of claims are becoming increasingly common and offer valuable insight into the expectations placed on landlords and agents. Through practical examples, we will highlight common pitfalls, lessons from previous decisions, and steps to reduce the risk of disputes.
CHANGE OVER			



Programme

PLEASE NOTE SESSIONS ARE ON A
FIRST-COME, FIRST-SERVED BASIS



ROOM:

PRESIDENTS 2

MAIN SPEAKER PROGRAMME

TIME	TITLE	SPEAKER	SESSION SUMMARY
14.15-14.55	Private rented sector legal update	Caroline Elgar <i>Scottish Association of Landlords</i>	A round up of all the legislation due to be introduced in the private rented sector over the next few years including minimum energy efficiency standards, provisions arising from the Housing Bill 2025, and Awaab's Law.
14.55-15:20	AFTERNOON REFRESHMENTS AND EXHIBITION		
15.20-16.15	Conference debate special	John Blackwood <i>Scottish Association of Landlords</i> Stephen Jardine <i>TV presenter and broadcaster</i>	A live recording of our podcast Landlord Voice, featuring a lively 'Question Time' style debate, expertly chaired by TV presenter and broadcaster Stephen Jardine.

Programme

PLEASE NOTE SESSIONS ARE ON A
FIRST-COME, FIRST-SERVED BASIS

ROOM:

PRESIDENTS 1

MAIN SPEAKER PROGRAMME

ROOM KINDLY SPONSORED BY **oneutilitybill.co**

TIME	TITLE	SPEAKER	SESSION SUMMARY
9.45-9.50	CONFERENCE INTRODUCTION		
9.50-10.25	First-tier Tribunal in practice - challenges, pitfalls and practical takeaways	Kirstie Donnelly <i>TC Young Solicitors</i>	This session looks at recent First-tier Tribunal cases, with a particular focus on repairs and damages. These types of claims are becoming increasingly common and offer valuable insight into the expectations placed on landlords and agents. Through practical examples, we will highlight common pitfalls, lessons from previous decisions, and steps to reduce the risk of disputes.
CHANGE OVER			
10.40-11.15	Lettings landscape - unpacking the Scottish market in 2025	Richard Donnell <i>Zoopla</i>	This session will provide an overview of the rental market in Scotland in comparison with the wider UK. It will examine investment conditions across Scotland's towns and cities, highlighting areas of opportunity for landlords and investors. With changes in resetting rents the session will also offer guidance on valuing rental properties to establish market rents.
CHANGE OVER			
11.30-12.10	Private rented sector legal update	Caroline Elgar <i>Scottish Association of Landlords</i>	A round up of all the legislation due to be introduced in the private rented sector over the next few years including minimum energy efficiency standards, provisions arising from the Housing Bill 2025, and Awaab's Law.
12.10 - 13.25	LUNCH AND EXHIBITION		
13.30-14.05	Member story - the road and the miles from Dundee	Neil Dymock <i>Dymock Properties</i>	Neil will share his journey from leaving school with ambitions of a future in rugby, through to studying law and a career in corporate tax, then to quite literally stumbling into property. Along the way, he has gathered valuable lessons (and a few humorous anecdotes) that ultimately led to the launch of his letting and estate agency in 2022. His story highlights the twists, turns, and unexpected opportunities that shape both careers and businesses.
CHANGE OVER			



Programme

PLEASE NOTE SESSIONS ARE ON A
FIRST-COME, FIRST-SERVED BASIS



ROOM:

PRESIDENTS 1

MAIN SPEAKER PROGRAMME

TIME	TITLE	SPEAKER	SESSION SUMMARY
14.20-14.55	Making sense of Making Tax Digital	Victor Palombo <i>HM Revenue and Customs</i>	Making Tax Digital for Income Tax (MTD) is the new way to report your self-employment and property income. HM Revenue and Customs (HMRC) is changing the way you report your income from Self Assessment from April 2026. Landlords with property income over £50,000 will need to keep digital records and send quarterly updates and their tax return using compatible software from April 2026. The threshold reduces to £30,000 from April 2027, and £20,000 from April 2028. Victor Palombo, deputy director for Change Readiness of the HMRC MTD programme, will provide a summary of what is changing, who will be affected, and how you can get ready for MTD. You can also visit the HMRC stand to speak to subject matter experts about MTD.
14.55-15.20	AFTERNOON REFRESHMENTS AND EXHIBITION		
15.20-16.15	Conference debate special	John Blackwood <i>Scottish Association of Landlords</i> Stephen Jardine <i>TV presenter and broadcaster</i>	A live recording of our podcast Landlord Voice, featuring a lively 'Question Time' style debate, expertly chaired by TV presenter and broadcaster Stephen Jardine.



Programme

PLEASE NOTE SESSIONS ARE ON A
FIRST-COME, FIRST-SERVED BASIS

ROOM:

MONCRIEFF

MAIN SPEAKER PROGRAMME

TIME	TITLE	SPEAKER	SESSION SUMMARY
9.45-9.50	CONFERENCE INTRODUCTION		
9.50-10.25	Getting the best start to your tenancy	Elsbeth Boyle <i>Landlord Accreditation Scotland</i> Sarahjane McKeown <i>SafeDeposits Scotland</i>	Landlord Accreditation Scotland and SafeDeposits Scotland team up to share essential guidance on setting up tenancies for success. From vital documents and legal requirements to the crucial role of detailed inventories, this session highlights what landlords and agents need to ensure compliance, protect deposits, and build strong tenant relationships.
CHANGE OVER			
10.40-11.15	Talking Deposits LIVE	Frankie Bishop Sarahjane McKeown and David Morgan <i>SafeDeposits Scotland</i>	A panel from SafeDeposits Scotland will discuss the latest trends and hot topics in deposit protection, with an opportunity for questions from the audience.
CHANGE OVER			
11.30-12.05	Buy-to-let market panel discussion	Doug Hall <i>3mc</i> Scott Callaghan <i>The Mortgage Lender</i> Louisa Sedgwick <i>Paragon Bank</i>	The buy-to-let panel will share their views on both the current state of the mortgage market and their thoughts on what the future may hold. The session will also include discussions around mortgage product innovations and how lenders are adapting their product offerings to support the ongoing needs of landlords. The session will also include the opportunity for you to ask questions to the panel.
12.05 - 13.25	LUNCH AND EXHIBITION		
13.30-14.05	Getting the best start to your tenancy	Elsbeth Boyle <i>Landlord Accreditation Scotland</i> Sarahjane McKeown <i>SafeDeposits Scotland</i>	Landlord Accreditation Scotland and SafeDeposits Scotland team up to share essential guidance on setting up tenancies for success. From vital documents and legal requirements to the crucial role of detailed inventories, this session highlights what landlords and agents need to ensure compliance, protect deposits, and build strong tenant relationships.
CHANGE OVER			
14.20-14.55	Buy-to-let market panel discussion	Doug Hall <i>3mc</i> Scott Callaghan <i>The Mortgage Lender</i> Louisa Sedgwick <i>Paragon Bank</i>	The buy-to-let panel will share their views on both the current state of the mortgage market and their thoughts on what the future may hold. The session will also include discussions around mortgage product innovations and how lenders are adapting their product offerings to support the ongoing needs of landlords. The session will also include the opportunity for you to ask questions to the panel.
14.55-15.20	AFTERNOON REFRESHMENTS AND EXHIBITION		
15.20-16.15	PLEASE MAKE YOUR WAY TO PRESIDENTS 1 AND 2 FOR OUR CONFERENCE DEBATE SPECIAL		



Programme

PLEASE NOTE SESSIONS ARE ON A
FIRST-COME, FIRST-SERVED BASIS

ROOM:

CAP & THISTLE MAIN SPEAKER PROGRAMME

TIME	TITLE	SPEAKER	SESSION SUMMARY
09.45-09.50	CONFERENCE INTRODUCTION		
9.50-10.25	Organising common repairs in flats	Mike Heffron <i>Under One Roof</i>	<p>A review of basic rules around tenement repair and maintenance. Topics covered will include:</p> <ul style="list-style-type: none">- owners' associations and why these are vital to organising repairs- the difference between individual, mutual and common repairs- how to organise and pay for repairs with co-owners
CHANGE OVER			
10.40-11.15	UniHomes in Scotland – 1 year on	Angela Wallace <i>UniHomes</i>	12 months on from its entry into Scotland, UniHomes has gone from strength to strength and is now delivering thousands of free property enquiries to letting agents across the country. Hear from business development manager, Angela Wallace, about how a UniHomes partnership can simultaneously remove the headache of both marketing your properties and handling utilities.
CHANGE OVER			
11.30-11.50	Rent arrears in Scotland	Dr Neil Cobbold <i>PayProp</i>	This session will cover the approach to rent arrears in Scotland and look at the latest figures/trends and what the current narrative is. Neil will provide some takeaways from the session in terms of how to best handle this issue in a modern fashion in the future.
11.55-12.15	The future of renting in Scotland - tackling the supply crisis together	John Logan <i>Logan Property</i>	Scotland's rental market is under unprecedented pressure, with demand soaring and supply struggling to keep up. In this session, we will explore how independent landlords and large-scale build-to-rent developments both play a vital role in addressing the housing shortage. From the challenges of affordability and regulation, to the opportunities for innovation and collaboration. This talk will highlight how landlords and tenants alike can benefit from new approaches - and ask what more we can do together to unlock the homes Scotland so urgently needs.
12.15-13.25	LUNCH AND EXHIBITION		
13.30-14.05	Debt recovery, litigation and enforcement	Mark Fishman <i>Curo Virtual Outsourced Credit Control</i>	An overview of debt recovery and litigation in Scotland with a practical guide to enforcement by a sheriff officer.
CHANGE OVER			
14.20-14.55	Lettings landscape - unpacking the Scottish market in 2025	Richard Donnell <i>Zoapla</i>	This session will provide an overview of the rental market in Scotland in comparison with the wider UK. It will examine investment conditions across Scotland's towns and cities, highlighting areas of opportunity for landlords and investors. With changes in resetting rents the session will also offer guidance on valuing rental properties to establish market rents.
14.55-15.20	AFTERNOON REFRESHMENTS AND EXHIBITION		
15.20-16.15	PLEASE MAKE YOUR WAY TO PRESIDENTS 1 AND 2 FOR OUR CONFERENCE DEBATE SPECIAL		

Programme

PLEASE NOTE SESSIONS ARE ON A
FIRST-COME, FIRST-SERVED BASIS

ROOM:

CENTENARY

MAIN SPEAKER PROGRAMME

TIME	TITLE	SPEAKER	SESSION SUMMARY
9.45-10.25	Social space		
CHANGE OVER			
10.40-11.15	Novoville Shared Repairs - a technology solution for landlords' and agencies' common repairs duties	Lynsey Barrow <i>Novoville</i>	The Novoville Shared Repairs app is free and helps property owners, or their agents, in tenements and flat blocks connect with other owners in their building, discuss works needed, obtain quotes for repairs and book them, all without employing the services of a factor or spending time chasing up neighbours. The app includes a built-in payment account and saves opening a high street bank account. Demo of the app and a Q&A session.
CHANGE OVER			
11.30-12.00	Paperwork matters - a First-tier Tribunal preparation guide for landlords and agents	Elsbeth Boyle and Gail Bowden <i>Landlord Accreditation Scotland</i>	Discover how the right paperwork can make or break your case. This session offers practical tips on essential documents, effective organisation, and avoiding common pitfalls—helping landlords and agents face the Tribunal with confidence.
FROM 12.05-13.25 LUNCH AND EXHIBITION			
13.25 - 14.20	Social space		
CHANGE OVER			
14.25-14.55	Step-by-step - issuing rent increase notices the right way	Elsbeth Boyle and Gail Bowden <i>Landlord Accreditation Scotland</i>	Get rent increases right, the first time. This session walks landlords and agents through the legal requirements, timelines, and best practices for issuing notices - avoiding costly mistakes and disputes.
14:55 - 15:20	AFTERNOON REFRESHMENTS AND EXHIBITION		
15.20-16.15	PLEASE MAKE YOUR WAY TO PRESIDENTS 1 AND 2 FOR OUR CONFERENCE DEBATE SPECIAL		



GO ALL IN

**for stress-free
student lettings**



Student homes with bills included.

0330 822 0266 | unihomes.co.uk

Your property. Our passion.



LOGAN PROPERTY

Residential Sales • Lettings • Holiday Lets

SixtyOne Bread St, Edinburgh, EH3 9AH | 0131 210 2020 | hello@logan-property.co.uk

Exhibition floorplan

SCOTTISH LETTING DAY 2025



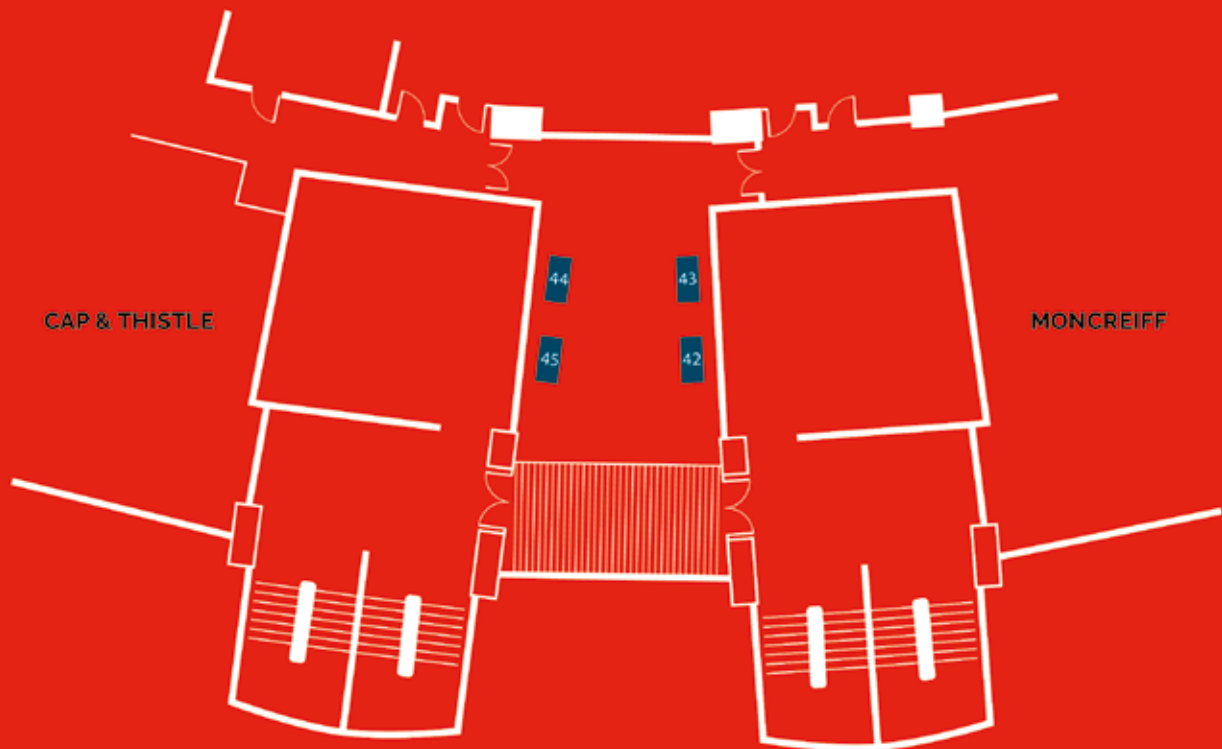
- 1 Logan Property – conference sponsor
- 2 UniHomes – conference sponsor
- 3 C~urb PSL
- 4 Alan Boswell Group
- 5 Auction House Scotland
- 6 Northwood
- 7 SAL Mortgages
- 8 Portolio
- 9 Landlord Accreditation Scotland
- 10 Landlord Broadband
- 11 SME Professional
- 12 Aspray
- 13 Letting Protection Service Scotland
- 14 TradePoint
- 15 Valspar Trade
- 16 Tapi Carpets & Floors
- 17 Green Home Systems
- 18 Howden
- 19 IKEA for Business
- 20 Cleanifiq
- 21 Currys Business

- 22 Curo Virtual Outsourced Credit Control
- 23 Rettie
- 24 Lindsays
- 25 Clarity Simplicity
- 26 Total Property
- 27 One Utility Bill – room sponsor (Presidents 1)
- 28 Net Zero Fund Management
- 29 The Lending Channel
- 30 TC Young Solicitors – conference sponsor
- 31 Pinstripe Inventories
- 32 Contract Heating
- 33 EQ Accountants
- 34 ilnsure365
- 35 Triton Showers
- 36 HM Revenue & Customs
- 37 Chartered Institute of Housing Scotland
- 38 Novoville
- 39 PayProp
- 40 SafeDeposits Scotland - conference partner
- 41 SafeDeposits Scotland - conference partner





CHARITY HUB



CHARITY HUB

- 42 Veterans Housing Scotland
- 43 Lar Housing Trust
- 44 Under One Roof
- 45 The HUB for SUCCESS

CONFERENCE PARTNER



CONFERENCE SPONSORS



tc young



Exhibitors

WE ARE GRATEFUL TO OUR CONFERENCE PARTNER,
SAFEDEPOSITS SCOTLAND AND CONFERENCE SPONSORS:
LOGAN PROPERTY, TC YOUNG SOLICITORS AND UNIHOMES



4 Alan Boswell Group

Alan Boswell Insurance Brokers is an insurance and financial planning group. We have been protecting landlords' investments with award-winning insurance for over 40 years. Visit us for the opportunity to win a case of wine! Share your details for a chance to win some wine!!

SCOX@ALANBOSWELL.COM
01603 218031
ALANBOSWELL.COM



12 Aspray

Aspray manages property insurance claims on behalf of letting agents and landlords, from negotiating with the insurer, to managing works to reinstate the property to its pre-loss condition.

CLAIMS@ASPRAY.COM
0800 077 6705
ASPRAY.COM



5 Auction House Scotland

Auction House Scotland forms part of the country's largest property auctioneer, Auction House UK, and are specialists in selling all types of property and land. First auction entry free by quoting SAL2025.

INFO@AUCTIONHOUSESCOTLAND.COM
0141 339 4466
AUCTIONHOUSE.CO.UK/SCOTLAND



37 Chartered Institute of Housing Scotland

CIH Scotland supports housing professionals and organisations by providing leading qualifications, expert resources, advocacy, and membership; supporting the housing sector so everyone has a place to call home.

MIKE.DOUGAN@CIH.ORG
07824 359 358
CIH.ORG



25 Clarity Simplicity

Our experienced housing team at Clarity Simplicity are well equipped to assist with your housing needs. Get in touch for a free consultation today. Clarity Simplicity - Relax. You're in good hands.

C.HERD@CLARITYSIMPLICITY.CO.UK
0141 433 2626
COMPLETECLARITYSOLICITORS.COM



20 CleanifiQ

CleanifiQ helps landlords and letting agencies book their end-of-tenancy cleaning. Fast, safe and affordable.

INFO@CLEANIFIQ.COM
0141 488 0088
CLEANIFIQ.COM



32 Contract Heating

Contract Heating provides a range of services in the private rented sector. Houses in multiple occupation gas, electrical, water and fire checks completed in one visit.

JOBENQUIRIES@CONTRACTHEATING.CO.UK
0131 458 3377
CONTRACTHEATING.CO.UK



3 C~urb PSL

C~urb PSL provides an ethical tenancy and property management service to landlords and investors, creating accommodation for individuals and families in Edinburgh who are facing homelessness. Guaranteed rent, 0% property management fee, long-term lease. Currently offering best ever rates for new leases and renewals.

PSLLANDLORD@CURB.SCOT
0330 303 0087
CURB.SCOT/PSL



21 Currys Business

Currys Business provides expert advice, so you can find the right technology to suit you and your business. From sole traders to large businesses, they work with businesses of all sizes, across an array of sectors. SAL members get up to 10% discount.

SALES@BUSINESS.CURRYS.CO.UK
03445616789
BUSINESS.CURRYS.CO.UK



22 Curo Virtual Outsourced Credit Control

Credit control, debt recovery, litigation and enforcement – a one-stop shop. Meet the team that can do it all.

HELLO@CUROVIRTUAL.COM
0141 212 6288
CUROVIRTUAL.COM



33 EQ Accountants

It is essential that rental properties are well-protected and financed. The team at EQ can guide you through the regulations to help you maximise the benefits of property ownership. To learn more, arrange a no-obligation meeting with one of their property experts today.

INFO@EQACCOUNTANTS.CO.UK
01382 312100
EQACCOUNTANTS.CO.UK



17 Green Home Systems

Their mission is to eradicate fuel poverty and end climate change by making communities energy efficient. Accredited installers of Solar PV, battery storage, heat pumps, and insulation. They have funding available to upgrade your housing portfolio via the ECO4 government grant scheme. Contact them for a free portfolio housing stock review for funding opportunities.

ECOFUNDING@GREENHOMESYSTEMS.CO.UK
0800 783 3373
GREENHOMESYSTEMS.CO.UK

Exhibitors

WE ARE GRATEFUL TO OUR CONFERENCE PARTNER,
SAFEDEPOSITS SCOTLAND AND CONFERENCE SPONSORS:
LOGAN PROPERTY, TC YOUNG SOLICITORS AND UNIHOMES



**HM Revenue
& Customs**

**36 HM Revenue
& Customs**

HMRC is the UK's tax, payments and customs authority and they have a vital purpose; they collect the money that pays for the UK's public services. Making Tax Digital - prepare for the launch from April 2026.

GOV.UK/GOVERNMENT/COLLECTIONS/
MAKING-TAX-DIGITAL-FOR-INCOME-TAX

HOWDEN

18 Howden

Howden's specialist property insurance team have over 60 years' experience within the property sector. Their expertise allows them to advise on effective insurance solutions for landlords, letting agents and property factors while delivering exceptional customer service.

PROPERTY.SCOT@HOWDENINSURANCE.CO.UK
0131 553 2293
HOWDENGROUP.COM/UK-EN/PROPERTY



19 IKEA for Business

IKEA is a global home furnishing brand with a vision to create a better everyday life for the many people. We can help businesses and landlords too. From interior design (currently available free of charge) and furniture packs to product delivery and assembly. SAL members get 10% discount through Partner Portal.

CHRISTINA.MACLENNAN@INGKA.IKEA.COM
07731 529931
IKEA.CO.UK/BUSINESS

iInsure365

34 iInsure365

iInsure365 provides insurance for all residential landlords, commercial properties, blocks of flats insurance, right to manage insurance, professional indemnity, holiday home insurance, contractors all risk.

ENQUIRIES@IINSURE365.CO.UK
01273 827090
IINSURE365.CO.UK



**10 Landlord
Broadband**

The UK's leading broadband and Wi-Fi specialists for landlords and property developers.

CUSTOMER.SERVICES@LANDLORDBROADBAND.COM
0333 577 0600
LANDLORDBROADBAND.COM



**43 Lar Housing
Trust**

Lar Housing Trust is a Scottish charity providing affordable mid-market rental homes, delivering high-quality housing solutions to help address Scotland's housing needs sustainably and efficiently. Letting and factoring services coming soon for private landlords.

LETTINGS@LARPM.CO.UK
0330 107 0203
LARHOUSINGTRUST.CO.UK



**9 Landlord
Accreditation
Scotland**

Scotland's national landlord and letting agent accreditation scheme supports professionals across the private rented sector with specialist led webinars, in-house training, and Scotland's preferred qualification for lettings professionals helping you develop the skills that matter most.

INFO@LANDLORDACCREDITATIONSCOTLAND.COM
0131 553 2211
LANDLORDACCREDITATIONSCOTLAND.COM



**13 Letting Protection
Service Scotland**

Straightforward deposit protection you can trust. Visit our stand and talk to our experts about the services we offer.

0330 303 0031
LETTINGPROTECTIONSCOTLAND.COM

lindsays

24 Lindsays

A trusted Scottish law firm supporting individuals and businesses from offices in Edinburgh, Glasgow, Dundee, Perth, and Crieff.

MARKETING@LINDSAYS.CO.UK
0131 229 1212
LINDSAYS.CO.UK



**1 Logan Property
Conference sponsor**

Logan Property is an independent estate agency dedicated to offering a uniquely personalised service, committed to being one of Scotland's most progressive and forward-thinking agencies. Quote "SLD25" to save the set-up fee. T&Cs apply.

HELLO@LOGAN-PROPERTY.CO.UK
0131 210 2020
LOGAN-PROPERTY.CO.UK



**28 Net Zero Fund
Management**

Free home upgrades that transform lives. Eligible households can receive free energy efficiency upgrades. We are alleviating fuel poverty and making real progress toward the UK's decarbonisation targets. Housing providers and social landlords benefit too. We manage the funding and compliance process end-to-end.

INFO@NZFM.CO.UK
0800 230 0711
NETZEROFUNDMANAGEMENT.CO.UK



6 Northwood

Northwood are award-winning estate and letting agents, providing expert solutions for all your property needs. Visit our website for details of individual branches across Scotland. Providing all your property solutions.

NORTHWOODUK.COM/SCOTLAND

Exhibitors

WE ARE GRATEFUL TO OUR CONFERENCE PARTNER,
SAFEDEPOSITS SCOTLAND AND CONFERENCE SPONSORS:
LOGAN PROPERTY, TC YOUNG SOLICITORS AND UNIHOMES



38 Novoville

The Novoville Shared Repairs app helps proprietors, landlords and agents to repair and maintain the communal areas of tenement blocks. It provides a step-by-step procedure and comes with an in-built payment account.

SRHELPDESK@NOVOVILLE.COM
0131 364 4545
SHAREDREPAIRS.NOVOVILLE.COM



27 One Utility Bill Room sponsor

One Utility Bill makes bills easier for thousands of letting agents and tenants, with their handy bills' packages and free to use Notify service making utility registration easy and profitable.

NOTIFY@ONEUTILITYBILL.CO
0191 694 1256
ONEUTILITYBILL.CO/NOTIFY



39 PayProp

The UK's leading property management software and rental payment platform for letting agents. Automate and safeguard rent collection, reconciliation and payments from end to end. Like clockwork.

SUPPORT@PAYPROP.COM
0203 740 7614
PAYPROP.COM/UK



31 Pinstripe Inventories

Scotland's leading property inventory company. Pinstripe has been supporting the lettings industry for 15 years, providing unparalleled property reports. Free trial inventory if you manage 100+ properties.

INFO@PINSTRIPEINVENTORIES.CO.UK
0131 564 0004
PINSTRIPE.SERVICES



8 Portolio

The original estate agent for landlords, 100% focussed on selling tenant-ed properties since 2017. Helping landlords get a fair sale price for their property. With no investor buyer fees and tenants staying in their home. It's the win, win, win.

PROPERTY@PORTOLIO.CO.UK
0333 344 2855
PORTOLIO.CO.UK



23 Rettie

Rettie is a leading letting agency in Edinburgh and Glasgow, delivering tailored solutions, trusted advice, and award-winning service to landlords and tenants across Scotland. Award-Winning Residential Letting Team - Scottish Home Awards 2025.

LETTINGS@RETTIE.CO.UK
GLASGOWLETTINGS@RETTIE.CO.UK
0131 622 4160
0141 248 4160
RETTIE.CO.UK/LETTINGS



40 41 SafeDeposits Scotland Conference partner

SafeDeposits Scotland is the country's leading tenancy deposit scheme. Based in Scotland, not-for-profit and providing excellent customer service to landlords, letting agents and tenants.

INFO@SAFEDEPOSITSSCOTLAND.COM
03333 213 136
SAFEDEPOSITSSCOTLAND.COM



7 SAL Mortgages

3mc was established in 1996 and has been trading in the mortgage market for over 25 years. In 2015, 3mc was appointed as the preferred mortgage partner for SAL, operating the SAL Mortgages brand.

SAL@3-MC.COM
0131 450 7169
BIT.LY/SAL_MORTGAGES



11 SME Professional

SME Professional is Scotland's largest provider of cloud property software solutions for residential sales and lettings. You can also speak to us about our fantastic website product range.

CONTACTUS@SMEPROFESSIONAL.CO.UK
0131 285 1022
SMEPROFESSIONAL.CO.UK



16 Tapi Carpets & Floors

Tapi provides landlords with quality flooring, expert fitting, and great value, nationwide. Fast turnaround, durable options, and hassle-free service for rental properties of all sizes.

PARTNERSHIPS@TAPI.CO.UK
0330 135 8888
TAPI.CO.UK



30 TC Young Solicitors Conference sponsor

TC Young's team delivers expert legal services for the private rented sector. They are the only Scottish firm with three accredited specialists in housing and residential tenancy law.

PRS@TCYOUNG.CO.UK
0141 221 5562
TCYOUNG.CO.UK



45 The HUB for SUCCESS

The HUB for SUCCESS works alongside people with care experience to get in, stay in and return to college and university, partnering with the City of Edinburgh Council and eight colleges and universities. They provide impartial, tailored advice and guidance.

J.CRAWFORD@NAPIER.AC.UK
07395 605311
HUBFORSUCCESS.ORG

Exhibitors

WE ARE GRATEFUL TO OUR CONFERENCE PARTNER,
SAFEDEPOSITS SCOTLAND AND CONFERENCE SPONSORS:
LOGAN PROPERTY, TC YOUNG SOLICITORS AND UNIHOMES



29 The Lending Channel

The Lending Channel is one of Scotland's leading specialist buy-to-let (BTL) brokers, completing over £30m of BTL lending annually.

ENQUIRIES@THELENDINGCHANNEL.CO.UK
01738 583008
THELENDINGCHANNEL.CO.UK



26 Total Property

Total Property is the UK's trusted hub for private rented sector products and services, backed by over 25 years of industry expertise.

TOTALPROPERTY.CO.UK
HAMILTONFRASER.TYPEFORM.COM/
TP-EVENTS



14 TradePoint

TradePoint is the trade-only arm of B&Q. With over 300 stores nationwide, open early till late and online @TradePoint.co.uk for all your property maintenance needs, when you need it! SAL members get 10% discount, with no threshold spend!

ADMIN.TRADEPOINTB2B@TRADE-POINT.CO.UK
02380 690 000
TRADE-POINT.CO.UK



35 Triton Showers

Triton are proud to be known as "The UK's shower company", having produced expertly engineered, innovative shower designs since 1975.

DOUGIE.ROBERTSON@TRITONSHOWERS.CO.UK
07966122824
TRITONSHOWERS.CO.UK



44 Under One Roof

Under One Roof is Scotland's only charity providing free information for tenement flat landlords, owner-occupiers, and housing professionals looking to organise common repairs and retrofit in tenements.

INFO@UNDERONEROOF.SCOT
UNDERONEROOF.SCOT



2 UniHomes Conference sponsor

UniHomes is the market leader in bills-included student accommodation, generating thousands of enquiries for letting agents and providing them with the opportunity to earn additional revenue.

SALES@UNIHOMES.CO.UK
0330 822 0266
UNIHOMES.CO.UK



15 Valspar Trade

Valspar Trade carries on the Sherwin Williams legacy of high-quality products and excellent colour options. Its advanced water-based formulations deliver on durability and coverage.

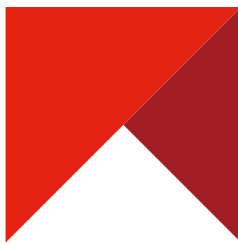
RICHARD.PALMER@SHERWIN.COM
07776160219
VALSPARTRADE.CO.UK



42 Veterans Housing Scotland

Veterans Housing Scotland is a private charitable landlord, housing only disabled veterans and are one of Scotland's oldest veterans' charities.

ADMIN@VHSCOT.ORG.UK
0131 557 1188
VHSCOT.ORG.UK



SAL

SCOTTISH ASSOCIATION
OF LANDLORDS

ATTENDING AS A NON-MEMBER DELEGATE?

Join SAL today to have the difference between the member and non-member conference fee credited towards your SAL membership fee. See registration desk for details. Information, training and much more...

Benefits

- unlimited telephone helpline access
- documents and factsheets
- member online meetings
- regular member enews
- discounted training from Landlord Accreditation Scotland
- political lobbying, representing your interests
- *Landlord Focus* magazine
- exclusive discounts on goods and services
- Scottish Letting Day ticket discounts
- use of SAL member logo

Membership fee

Landlord membership From £115

Includes spouse/ partner living at the same residential address. For those letting their own properties in Scotland.

Landlords - SAL + NRLA membership From £135

For landlords also letting in England and Wales. Includes full membership of both SAL and the National Residential Landlords Association (NRLA)

Business membership From £390

Suitable for company landlords letting out only properties owned by the organisation. Up to 6 users per office.

Letting agent membership From £390

For letting agents and their staff all at one office or branch location. Up to 6 users per office.

Letting agent multiple branch membership £345

Fee per office. All company offices must hold membership to qualify. Up to 6 users per office. All offices paid in one total sum.

JOIN ONLINE
www.scottishlandlords.com