

Supporter – Neil Trewick's brand name is displayed at Boro's Riverside Stadium.

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TREW GRIT

How building surveyor Neil's life was transformed in a few hectic weeks

In little over a month, Neil Trewick's life changed forever.

Having been made redundant in March this year, Neil was faced with a difficult dilemma – find a job or start his own business. He chose the latter and incredibly, seven days later, Trew Surveying was open for business!

All this just one month before his wedding to Lucy on April 17.

Seven months on from those whirlwind first weeks, he's a contented man indeed. For not only is he happily living in Ingleby Barwick with Lucy and their pet dog Olive, the business has also taken off – remarkable for someone whose house surveying career seemed on rocky ground with that redundancy bombshell.

Neil, 37, recalled: "I'd finished my Monday jobs for the firm I worked for and in the afternoon, we all learned via a Zoom call that the company had gone into liquidation and we didn't have jobs anymore.

"I was shocked – and not even the craziest person would set up his own business a month before his wedding, but it was what I needed to do.

"Due to the leads I was generating, I was

quietly confident I could at least make a living. As it happens, it's completely taken off – but I'm not complaining!"

But how has he made such progress in such a short time? "Because I had to," he smiles. "When I got made redundant, I had 11 clients who had all paid for their surveys to the tune of £5,000. Their money had been taken but their surveys weren't going to get done.

"This didn't sit well with me, so I thought if I could get a shell of a company up, I could at least carry out their surveys for them, free of charge – it's good karma isn't it?"

"I spent the first week doing those surveys at my own cost, to the delight of my clients and there were a few 4am finishes in the early days! I then started receiving glowing reviews on my website and referrals to friends, so it all started snowballing from there."

Armed with four degrees, Neil has worked as a maths teacher, and in recruitment. But he admits: "I'd always had an eye on surveying. My first house needed everything doing to it and I did a lot of it myself with help from a family builder, so that whetted my appetite."

Determined to smash the stereotype of unapproachable surveyors, Neil prides himself on approachability and communicating with clients every step of the way.

"People pay a lot of money for surveys so that's the least they deserve," he says. "I explain the process and keep communicating, building a relationship. It's about giving people understandable advice on their future house purchase which, for most of us, is the biggest of our lives."

The "Trew Surveying" brand is already getting known through sponsorships with



Motoring – Trew Surveying's branded car at the Riverside Stadium.

Teesside Golf Club and Middlesbrough FC, whose fortunes Neil has followed for 30 years, including trips across Europe.

With Trew Surveying's growth and more than 400 surveys booked in so far, he's already looking at how to expand.

He said: "I'm currently carrying three people's workload and probably need an admin/accounts assistant and, in peak months, a second surveyor.

"That's not something I anticipated thinking about in year one, but it shows how quickly things have taken off.

"My initial target was £50,000 this year, but I've tripled that now, so the next target is to get to £200,000, which I'm confident of achieving in year one.

"Next year, the target will be to create at least one job for a Teessider, which is something I'm passionate about."

Trew Surveying's rise hasn't gone unnoticed within the business community and Neil is proud to be shortlisted for two awards at this year's Best New Tees Business Awards – and won the award for Best New Sole Trader!

And the target for his beloved Boro? He laughed: "Just play good football and get a decent striker!"

Visit trewsurveying.co.uk



Proud Teessider – Neil's branded car at the Transporter Bridge.