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Prosperity finder

Michelle McIlroy is co-managing director of investment property consultants Property Finders, who are based in Belfast and Bangor and specialise in finding overseas, high-value property for businesses and individuals.

What was your first job?
My first role was at City Bank Mortgage in London where I was a redemption administrator. My role was to liaise with clients who were seeking to redeem their mortgage. I had the task of offering them incentives to stay with the company.

How much were you paid?
This was back in 1988 and totalled £8,000 a year.

What qualifications do you have?
I hold a diploma in Administrative Management which I completed at Bangor Institute for Further Education. I completed this in an evening course whilst I was employed with Prudential. I also have a Financial Planning Certificate (FPC) as well as a Certificate in Mortgage Advice and Practice (CEMAP).

What's been the highlight of your career to date?
It would have to be when I made the decision to go self employed back in April 2005. I had worked for Prudential for 12 years where I started as tele consultant in customer service and left as sales manager. I felt that I had gained invaluable knowledge of the financial services industry which gave me the confidence to consider starting up the business. To date I haven't looked back.

How would you describe yourself to someone who'd never met you?
I would say that I am an honest, forthright person who values friendship and trustworthiness both in private and professional life. I'm also tenacious, hard



■ AMBITIOUS: Michelle McIlroy, managing director of investment property consultants Property Finders, would love to swap jobs with Connie Fisher for the day

working, conscientious and ambitious. On top of all of that I'm a wife and mother and am definitely a family orientated person.

Who do you look up to in business?
Anita Roddick. She wasn't just a female entrepreneur, she most definitely had a consciousness. Her fervency and passion for her business was truly inspiring, resulting on a huge empire and respect worldwide.

What one thing would you do to make your job easier?
Property Finders main ethos is transparency and integrity. Within the property industry if all financial services organisations had the same philosophy it would make our

job a lot easier as many have dampened consumer confidence.

How do you get the best out of people who work for you?
I think it is essential that you choose the right person for the job. By setting clear objectives from the outset so that everyone has a clear understanding of the role and what is expected of them.

What is your greatest passion outside work and family?
My greatest passion is most definitely travelling. It is a huge bonus that for Property Finders travelling is an essential part of our week-on-week culture, we try to visit as many of our property's in our portfolio as possible, this enables us to carry out a due diligence check on the area and

the developers, and ask any questions that our clients will want to know. This sets us apart from our competitors.
What's your favourite book?
My favourite book is entitled *Tuesdays with Morrie* written by Mitch Albom.

Have you any unfulfilled ambitions?
I would very much like to establish Property Finders a well respected and trusted brand name within the UK. I have fulfilled one ambition by starting the company.

If you could swap jobs with someone else for the day, who would it be and why?
Connie Fisher. She followed her dream. I have a secret ambition to be a West End star.

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