



SHARING THE KNOWLEDGE

When Jan and Andy Pratt left Leeds for Mallorca, their search for a home in the sun wasn't easy. But, as they tell Michel Cruz, they used that experience to create a successful business



When Jan and Andy Pratt made the leap from Leeds to Mallorca seven years ago, they both waved goodbye to successful careers. Andy had been a director at a marketing and communications agency, while his wife had her own PR consultancy. But if you're thinking that they're now idling their days away sipping *tintos de Verano*, you'd be wrong.

"I wish!" laughs Jan. "A large proportion of people who move to places like Mallorca these days are career people who want to continue to work. They're not just getting used to a new country and language but also making a complete change of direction."

In 2003, the couple established Shortcuts Property Search, based in Palma, which helps people find properties on the island. "Shortcuts came about as a result of our own frustrations with buying a house," explains Jan. "There are so many agents that we expected a high level of service, but no one seemed to be looking after our interests, just those of the sellers. We felt there was a need for a client-orientated company." It took time

and patience, but once their website www.shortcutspropertysearch.com was launched and their reputation started growing, business blossomed. The formula has been so successful that the Pratts have licensed it out to others on the Costa Brava, Costa de la Luz, the Algarve and Ibiza. "Part of our success is that our own story inspires others," says Jan.

As for their own move, they feel Mallorca was the right choice. "We **"We rented in lots of different places before buying. We got to know many locations – that knowledge has been invaluable"**

rented in different places before buying a new villa in the southwest of the island on the edge of a village called Calvia," Jan continues. "That turned out to be a blessing – we got to know different locations and different types of homes – knowledge that has been invaluable. We now live in a penthouse in Palma old town.

"Mallorca has so much to offer and life here is very different – business meetings are never before 10am and often at little cafes.

"Occasionally we pop over to Ibiza or Barcelona. It's also good to know that we can hop on a plane and be back with family and friends in Leeds within a couple of hours."



Jan tells the Shortcuts story to Yorkshire TV