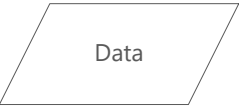


KEY



Data



Automated  
Process



Existing  
Salesforce  
Process



User Decision



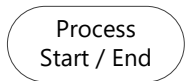
Periodic / Scheduled /  
Delayed Event



New  
Salesforce  
Process



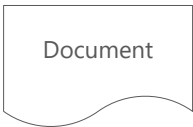
System-  
Based Logic  
Branch



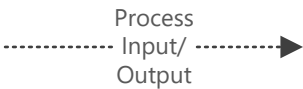
Process  
Start / End



New Form  
Assembly  
Process



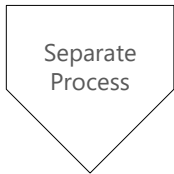
Document



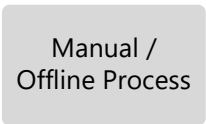
Process  
Input/  
Output



Qube  
Process



Separate  
Process



Manual /  
Offline Process



PM  
Property/Resident  
Services Manager



RT  
Renewals Team



AM  
Asset Manager



CC  
Credit Control



TT  
Tenant

ABBREVIATIONS

AM: Asset Management

COS: Change of Sharer

DD: Direct Debit

EOT: End of Tenancy

ERV: Estimated Rental Value

GA: Guarantor

GT: Grainger Trust

LL: Landlord

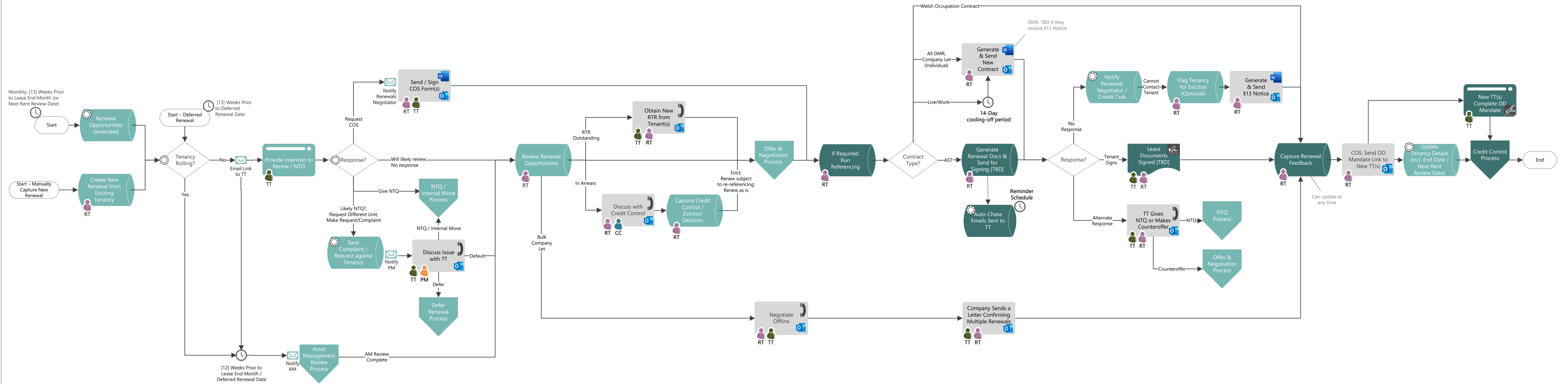
NTQ: Notice to Quit

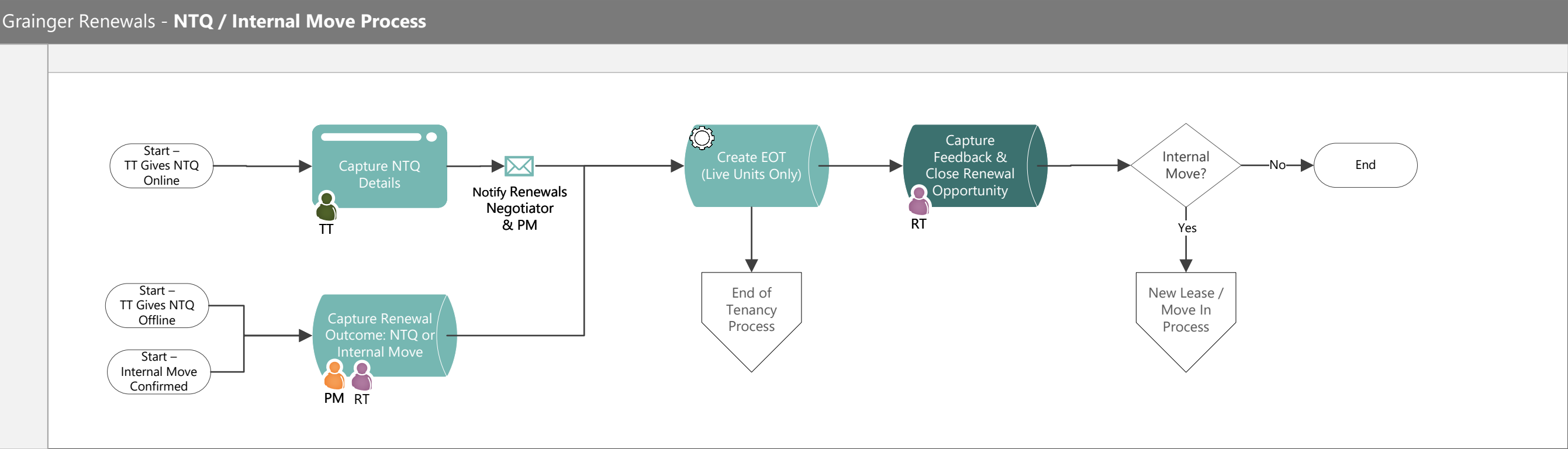
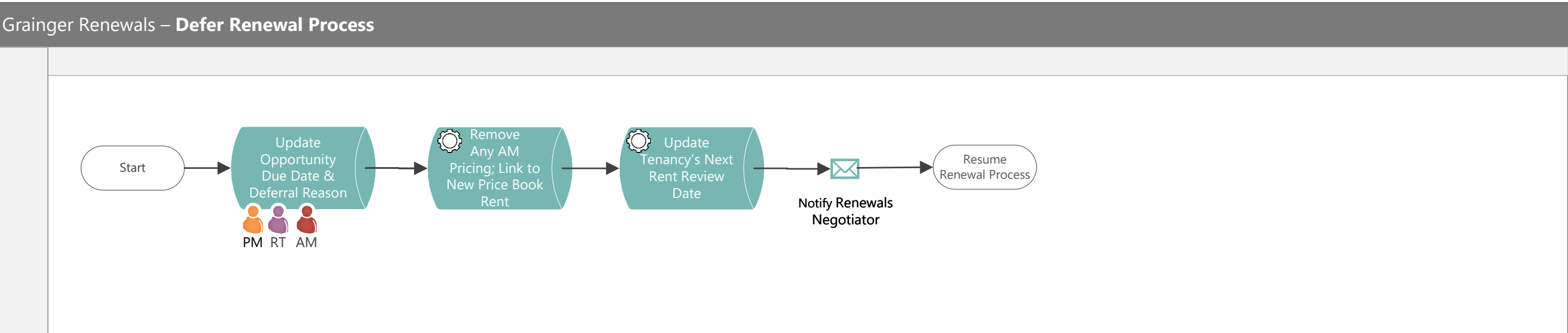
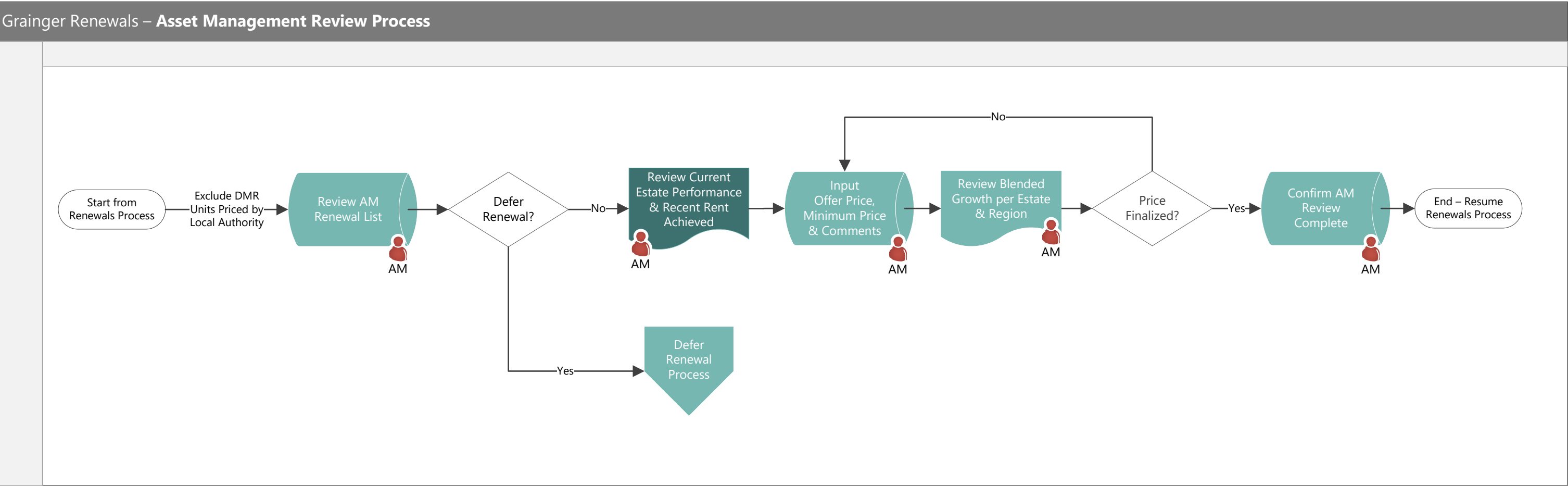
PM: Property Manager

RTR: Right to Rent

RSM: Resident Services Manager

TT: Tenant





Grainger Renewals Sub Process – Offer & Negotiation Process

