

# A view from the North

by Emma Roberts, Regional Account Manager - May19



Hello and welcome to my first "view from the north" where I will be giving regular snapshots to highlight opportunities that I come across in my day-to-day travels across the Midlands, the North of England and Scotland meeting with brokers.

So many intermediaries around the UK pass us their specialist enquiries and put their trust in us to find the best outcomes for their clients, and we are extremely grateful for every enquiry received. Our business is going from strength to strength, with new products and lenders available via Positive Lending, we love to strengthen the businesses of the brokers who support us by offering more solutions for their clients.

## Second Charge

### Debt consolidation and home improvements

#### CUSTOMER SCENARIO:

The client had several unsecured debts including a car loan plus credit/store cards with high interest rates. Whilst the client is a doctor on a good income, the monthly repayments on her debts were high, so she wished to consolidate to reduce payments, acquiring a more manageable debt.

#### OUTCOME - POSITIVE ADVISED:

The broker considered remortgaging to include all debt but the client's existing mortgage had a great rate of 1.5%, so the broker referred the client to us to advise. We arranged a second charge at 4%, significantly reducing the client's monthly outgoings and revealing a timeframe to fully repay the debt. The product was ERC free, allowing the client to use her significant income to make overpayments to repay the loan early, something that she was extremely happy with.

## Residential

### First time buyer with adverse

#### CUSTOMER SCENARIO:

A couple in their 30s, Mr a self-employed plumber & Mrs a nurse, had several several credit issues, including 7 defaults/late payments, a CCJ and an IVA over the last 3 years. Over the past 12 months they stayed on top of their debts and had managed to save up a deposit to buy their first home.

#### OUTCOME - POSITIVE PACKAGED:

We sourced a 5 year fixed mortgage sub 6%, allowing the clients a clear monthly budget & step on the property ladder. They chose a 5 year over a 2 year fixed to have time to resolve their credit issues and move away from their adverse status.

## Bridging How Positive can help you

Today's bridging market is a highly competitive arena with a myriad of lenders offering historically low rates. Clients are taking advantage of this using short term finance to move quickly on good opportunities. In 2018 we helped hundreds of clients secure bridging finance for lease extensions, light and heavy refurbishment, inheritance, auction purchases, change of use, uninhabitable properties, re-bridging, title split, chain breaks, downsizing and more. Below are just a few reasons why brokers return to us time and time again for support with their bridging client....

- Regulated and non-regulated
- Straight forward and complex cases
- No high fees
- Dedicated expert team
- Combined experience of over 100 years
- Whole of market access
- Exclusive and restricted access products
- Advised and packaged options
- Best commission for any enquiry
- Commission paid within 24 hours of completion.

To book your appointment or discuss a client enquiry:

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Alternatively contact our team on 01202 850 830

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LENDING