

# Broker summer event July 2021

## News

18.08.21

TAB held its first post pandemic in person event as a thank you to our brokers and partners who have supported the business. We had the pleasure to host a dinner and drinks on the roof terrace of Harvey Nicholls. It was great to catch up with some old faces as well as some newer faces after such a long time.

The TAB team spent the evening networking and catching up with everyone. Conversations on existing deals, future business and how TAB can add value were had. We discussed current rates and how or when we might be able to reduce them, as well as the general direction the business is headed. We found out about what the highest demanded products are on the market, and what the current challenges brokers are facing.

It was a relaxed evening and everyone had an enjoyable time. Speeches were given by Duncan Kreeger, CEO and Founder of TAB updating the market on TAB's successes over the past 18 months and concluded the evening with the raffle, and picking up the tab!

## Bethan Jones, Business Development Manager - TAB, commented

"It was lovely meeting our brokers and partners at our event held at Harvey Nicholls. The pandemic really changed a lot in the industry, we're all still adjusting to this new way of life and we wouldn't be where we are now without the support of our clients. This event was a way to give back to those who have supported us over the years and meet people face to face again after doing business via zoom, phone calls and emails. It was amazing to be outside again!

We had the opportunity to speak about deals that we currently have with one another, prospective deals and current trends in the industry. One key thing that was important to the brokers I spoke

with is speed and flexibility. We've done well as a lender being able to be flexible and think outside of the box where other lenders cannot. It's something that we know adds value and we're always coming up with new ideas on how to enhance our current products.

It was also lovely having some of our legal partners there, they really are fundamental in the world of bridging and bend over backwards to make our deals happen quickly. Our brokers appreciated meeting the solicitors that had got their deals over the line, have a drink with one another and catch up. Overall, it was a successful evening and we plan to do more - watch this space!"

## Emmanuel Johnson, Underwriter - TAB, commented on the event

"The event was a great opportunity for me to meet people that I speak to on a daily basis but have never met. Communication over the phone and email work well however, to put faces to the voices has helped forge better relations and has allowed me to understand the personalities of the brokers, their businesses, challenges and successes.

Brokers could ask questions and of course, I could provide honest answers, which will lead to us being able to work together to deliver a world class service to the clients we lend to. Not only was I able to meet the brokers, but I was also able to meet and speak with other key stakeholders such as the solicitors.

Solicitors play such an important role in the bridging industry and having strong relationships is crucial. They get to understand the individual and business, and we are able to understand them.

Although we didn't have any borrowers at the event, I believe they are the ultimate winner as everyone coming together and forging closer relationships means that they will benefit to no end."

We'd like to thank everyone who attended the evening and a special thanks to those who contributed to the video. We can't wait for the next one!

**The TAB Team.**

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