

## Five minute interview - Nick Russell

Team

28.11.22



**What is the best thing about being in the bridging and development finance business?**

I enjoy structuring deals and finding creative ways to support brokers and borrowers, every deal is different and presents challenges that lenders can solve.

Although we are talking about a lot of money being transacted, I feel that the industry isn't as formal as people think. We're still professional but we have fun with it.

## **What keeps you focused?**

My family and especially my kids keep me focused. I want to provide them with the best possible life whilst also being a positive example to them.

I am self motivated and I love it when cases complete on time and the client is happy.

## **What qualities do you look for in your employees or colleagues?**

Willingness to learn and work hard, whilst at the same time being able to enjoy a bit of banter.

Consistency is also a big thing for me when looking to add members to my team.

## **Are you an optimist or a pessimist?**

100% I am an optimist. Even if deals fall out of bed or the market is taking a turn, it is an opportunity to learn and make myself better.

What will be the greatest challenge facing the bridging & development finance industry in the coming months?

I would say the greatest challenge is uncertainty around exiting loans. This is mainly due to values and the cost of capital and ICRs (interest coverage ratios).

## **Who or what makes you laugh?**

My friends, kids and colleagues. I really do enjoy having a laugh. It makes the world go round, especially with everything going on right now.

With 'cancel culture' and everything associated with that, it is important we don't take ourselves too seriously.

## **Do you dread Monday mornings?**

No. I love what I do and who I work with. Building TAB into something special drives me every day.

## **If you could change one thing about yourself, what would it be?**

I often leave things to the last minute and then have the time pressure of getting them done, so I would like to be more organised.

Having said that, I do my best work when my back is against the wall!

## **With whom would you most like to have dinner?**

[David Goggins](#) – Former Navy Seal, ultra runner, and former Guinness World Record holder for completing 4,030 pull-ups in seventeen hours.

He's also known as the toughest man on Earth.

*As seen in the press: Bridging Loan Directory*

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