

#DefenderCast | S04 E01 | Arc & Co. |

"Walking away from huge business deals?"

Podcasts

01.02.21

Welcome to SEASON 4 of [#DefenderCast](#).

We kickstart the season, with Episode 1, hosted by none other than, Duncan Kreeger, Founder of TAB and Nick Russell, Sales Director of TAB.

On this episode, we are proud to present Matthew Yassin (Director - Arc & Co.) and Julian King (Asset Finance Advisor - Arc & Co.).

"Arc & Co. is a specialist debt advisory with headquarters in Mayfair, London. Our divisions allow us to provide specialist advice on real estate, marine and aviation assets. Arc & Co. Structured Finance advises on senior debt and equity packages on all sizes of residential development, commercial development and long-term income-producing assets. Arc & Co. Private Finance has an unrivalled record advising on mortgages for residential and investment purposes and finance for Superyachts and business aircraft for both UK and International clients."

Matthew Yassin is currently, Director for Arc & Co. and has been in the financial sector for most of his career. Previously he held positions of; Partner at CoreCo, Advisor at First Financial Intermediaries and also Financial Advisor at Barclays Wealth and Investment Management.

Julian King is currently an Asset Finance Advisor for Arc & Co. and like Matthew, has been in the financial and real estate sector for most of his career. Previously he held positions of; Residential Development Consultant at Deverell Smith - Property Recruitment, Consultant at Metis Developments and also Development Surveyor at Adalta Real PLC.



The four discuss, the benefits and disadvantages of having a broker in specific to commercial financing and if the transition from broking to lending is simple and clear. The four also speak about, walking away from potential business opportunities, filtering business deals and also, financing yachts and aircraft. "BROKERS TEND TO KNOW, WHERE THE STONES IN THE ROAD ARE..." As always we follow a theme of Business, Property and Positive thinking! Stay tuned for more podcasts like this.

Thank you for listening.

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