



## WANT TO EARN FROM DEALS YOU DON'T DO?

Our best clients come from our introducers, they are our number one source of quality new business.

Collaborating makes each of us stronger. In addition to being more successful and making business more remunerative.

This is about **working together** and **giving you** an **extra income**.



## WHO WE ARE

Lime Consultancy was set up in 2012 with three core principles. Time, Fairness and Expertise.

**Time**, being that we will respond quick, move fast and not put a clock on the client. If they want to talk or change their mind that's fine.

**Fairness**, we work with the client from start to finish, liaising with the accountant, lender, solicitor, agent, whoever it takes to get things done. We only charge on success and we won't charge excessively.

**Expertise**, our background is in credit and underwriting. This is where we differ. Our lenders enjoy working with us because we speak their language. This means our clients benefit from quicker decisions and terms they may otherwise not receive.

## WHAT WE DO

We don't do regulated residential mortgages, homeowner loans, personal finance or any connected insurances. That's not our domain. We do commercial lending only. That includes commercial mortgages, mixed use property, property development finance, trading businesses and the really complex residential investment loans.

We are directly regulated by The FCA, full members of the NACFB as well as being fully insured. We are transparent with the client in why we propose any lender and always disclose what we earn and what we may pay you.

In short, we **do things right**.

## WHO WE ARE

Lime Consultancy is a trading name of Lime Coaching & Consultancy Ltd. Registered in England 07975038. The Beehive, City Place, Gatwick. Lime Consultancy are a commercial credit broker working with a range of lenders, we are not a lender ourselves. We earn our income through a combination of fees paid by the client and/or commission paid by lenders. Lime Consultancy is Authorised and Regulated by the Financial Conduct Authority.

# WORKING WITH YOU

There are a few rules. Being an FCA regulated firm anyone rewarded for introducing business to us needs to have an accounting qualification or be FCA authorised. For Mortgage Brokers, Accountants, IFAs and most Business Consultants that fits really well.

We also provide a formal introducer agreement, this sets out that the 'client' remains your own, we won't step on your toes, it also sets out what we will pay to you. This is typically 30% of whatever the lender pays us.

If the client wants anything else, or our conversation widens we will always point the client back to you.

We also recognise that we often get asked about what you do, we are happy to introduce business back to you where we can.

# HOW IT WORKS

All we ask is for the client details. If you're not sure it is something we can do or not sure it is even possible (it probably is) then give us a bell and we can chat it through.

After that, it works like this:



On a typical £500,000 commercial mortgage we would pay you £1,500

# WHAT NEXT

That bit is up to you. What we do is genuinely niche. If you think we could be good for each other then let's chat or grab a coffee see what we can do.



**Dave Farmer** Lime Consultancy

✉ david@limeconsultancy.net ☎ 07722874789



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