

— THE —  
BRITISH  
SPECIALIST LENDING  
AWARDS

PRESENTED BY Specialist Lending **Solutions**

INDIVIDUAL  
EXCELLENCE.  
INDUSTRY  
STRENGTH.

16TH MAY 2024  
HILTON LONDON BANKSIDE  
#BSLA2024

Proudly supporting:



Social media sponsor:

**Bluestone.**  
mortgages

## EVENT TIMINGS

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**12.15pm**

DRINKS RECEPTION

**1.00pm**

WELCOME ADDRESS

Anna Sagar, editor, *Specialist Lending Solutions*

**1.05pm**

LUNCH IS SERVED

**2.30pm**

ENTERTAINMENT

Comedian, Keith Farnan

**3.00pm**

BRITISH SPECIALIST LENDING AWARDS CEREMONY

Hosted by Danielle Moore, operations director, *Specialist Lending Solutions*

**3.45pm**

POST-AWARDS CASH BAR

**5.00pm**

AWARDS CLOSE

## MENU

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### STARTER

Tuna tataki, pickled radish,  
edamame, lime mayo and tobiko

### MAIN

Bankside honey glazed guinea fowl supreme,  
hispi cabbage, butternut squash,  
Jerusalem artichokes, apple and Madeira jus

### DESSERT

Strawberry bavares, basil crumble,  
strawberry gel and white chocolate sorbet

# KEITH FARNAN



Formerly a solicitor on death row, Keith began his career in Ireland, where he quickly reached headliner status at The Laughter Lounge in Dublin. Shortly after, he made the leap to London, rapidly becoming a household name and the talk of comedy clubs around the UK.

Best known for his appearances on BBC One's Michael McIntyre's *Comedy Roadshow*, standup comedian Keith is an engaging and sharp-witted performer who personifies Irish charm.

He has performed stand up all over the world, from Montreal to Amsterdam to Hong Kong. His many Edinburgh Festival shows have proved a powerful mix of personal and political and he has sold out at major comedy festivals in the UK, as well as, the Soho Theatre and Royal Festival Hall in London.

Keith's many TV appearances include *Live from Amsterdam* (Showtime), *Live at The Comedy Store* (Comedy Central), *The Social* (RTE), *Most Annoying People* (BBC Three), *One Night Stand* (Dave) and *Money, Money, Money: Keith Farnan versus the Economy* (RTE).

## CRITERIA & METHODOLOGY

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The British Specialist Lending Award winners are nominated by people from across the spectrum of the UK mortgage industry. The winners were selected using a transparent, robust, three-tier process designed to make selection as fair and independent as possible.

## THE PROCESS

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The first stage of the process was an invitation to the industry to nominate individuals deemed worthy of recognition for their achievements over the last 12 months (please note that all nominations received from members of the public, including customers, were not counted).

Once the first phase of the process closed, a shortlist was drawn up in each category based on the number and spread of nominations for a particular individual.

A weighting system was applied to the overall number of nominations cast to ensure greater emphasis was placed on endorsements from outside the nominee's business. Please note that there was a cap of five nominations received from within each nominee's business.

Those nominees who made the shortlist of three in each category were then asked to submit a supporting testimonial based on the following questions:

## QUESTION ONE

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**What key achievements have you delivered in the last 12 months?**

This included evidence of contribution to positive customer outcomes. It may have included, but not be restricted to, new initiatives delivered in the last 12 months which have improved service levels, internal processes, or customer outcomes. It also included any positive contributions made to the prosperity of the wider market beyond their own business performance.

## **QUESTION TWO**

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**What evidence do you have to indicate successful business performance over the last 12 months?**

This could be measured by growth in transaction volumes and/or profit versus the previous year. Depending on the relevance of the category, it included other indicators such as an increase in positive feedback from either clients or lenders that demonstrates both the right customer outcomes and improved business partner relations, or an increase in business won by recommendation, or increasing net promoter scores or reducing customer complaints. It also evidenced the delivery of any change and innovation that has had a positive effect on the business beyond financial results.

## **QUESTION THREE**

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**Why should you win the award?**

Nominees were invited to tell us in their own words about their achievements and why they think they should win.

A respected industry panel was used for the next stage of the process.

The judges were handpicked for their experience and knowledge of the market and are a representative sample of providers, distributors and supporting services who can give a reasoned and balanced view on each of the candidates.

Those on the shortlist in each category were invited to attend a 15-minute interview. The judges used their market knowledge, the details from the submitted testimonials and the strength of the interview to determine the winners.

# THE JUDGES

**Matthew Arena**  
Brilliant Solutions

**Cat Armstrong**  
Dynamo for  
Intermediaries

**Jonathan Ayris**  
Connells Group

**Rob Barnard**  
Pepper Money

**Jane Benjamin**  
Connect Mortgages

**Jason Berry**  
Crystal Specialist  
Finance

**Frances Cassidy**  
Kensington Mortgages

**Helen Cawthra**  
Vida Homeloans

**Stephanie Charman**  
Sesame  
Bankhall Group

**Shane Chawatama**  
Knowledge Bank

**Michael Clapper**  
Black Book Finance

**Simon Cockerill**  
OSB Group

**David Coleman**  
Positive Lending

**Niki Cooke**  
Mortgage Brain

**Elise Coole**  
Keystone Property  
Finance

**Marcus Dussard**  
KSEYE

**Alastair Ewing**  
The Lending Channel

**Sarah Gaffney**  
The Loan  
Partnership

**Narinder Gill**  
Coreco Specialist  
Finance

**Nicola Goldie**  
Aldermore

**Marie Grundy**  
West One Loans

**Doug Hall**  
3MC

**Tony Hall**  
Saffron Building Society

**Faizan Haq**  
Finance & Leasing  
Association

**Matt Hardman**  
The Buy to Let  
Broker

**Nikki Haworth**  
Ingard Financial

**Grant Hendry**  
Foundation  
Home Loans

**Dale Jannels**  
Impact Specialist  
Finance

**Vic Jannels**  
ASTL

# THE JUDGES

**Phil Jay**  
Complete FS

**Vikki Jefferies**  
PRIMIS Mortgage  
Network

**Rob Jupp**  
The Brightstar Group

**Gareth Lewis**  
MT Finance

**William Lloyd-Hayward**  
The Brightstar Group

**Scott Marshall**  
Roma Finance

**Kim McGinley**  
VIBE Finance

**Natalie McNamara**  
Loans Warehouse

**Caroline Mirakian**  
United Trust Bank

**Charles Morley**  
Metro Bank

**Roger Morris**

**Michelle Neville**  
Clever Mortgages

**Guy Nyirenda**  
Altura Mortgage  
Finance

**Peter O'Connor**  
Target Group

**Sara Palmer**  
The Mortgage Lender

**Nick Parker**  
Together

**Richard Pike**  
Phoebus

**Jamie Pritchard**  
Glenhawk

**Karen Rodrigues**  
Market Financial  
Solutions

**Louisa Sedgwick**  
Paragon Bank

**Jane Simpson**  
Legal & General  
Mortgage Club

**Melanie Spencer**  
One Mortgage System

**Rob Stanton**  
Landbay

**Liz Syms**  
Connect for  
Intermediaries

**Chloe Timperley**  
AMI

**Alex Upton**  
Hampshire Trust Bank

**Lucy Waters**  
Aria Finance

**Sophie Waugh**  
John Charcol

**Anita White**  
The Right  
Mortgage Network

# THE FINALISTS

**Broker: Rising Star - Distributor**  
supported by **Landbay**

**Adriana Fedor**  
Connect for  
Intermediaries

**Jonathan Green**  
Dynamo

**Mussa Hussain**  
Coreco Specialist  
Finance

**Lender: Rising Star - Product Provider**

**James Harrison**  
Paragon Bank

**Cameron Levitt**  
Avamore Capital

**Amy Stones**  
Quantum Mortgages

**Broker: Administrator**  
supported by **Pepper Money**

**Kiran Chawla**  
Dynamo

**Beth Clayton**  
VIBE Finance

**Robyn Matthews**  
Brilliant Solutions

**Lender: Underwriter**

**David Francis**  
Landbay

**Stephen Mettler**  
Hampshire Trust Bank

**Jordan Thompson**  
LendInvest

**Broker: Complex Buy-to-Let**  
supported by **Solutions by Foundation**

**Shazad Ahmed**  
Elan Property Finance

**Michael Flower**  
Dynamo

**Tom Headey**  
The Buy to Let Broker

**Business Leader: Complex Buy-to-Let Lender**  
supported by **Blacks Solicitors**

**Mike Cook**  
Market Financial  
Solutions

**Chris Daly**

**John Goodall**  
Landbay



# THE FINALISTS

## Business Leader: Development & Innovation Advocate

**Phil Bailey**  
loan.co.uk

**Nicola Firth**  
Knowledge Bank

**Dale Jannels**  
One Mortgage  
System

## Lender: Business Development supported by **Virtus Search**

**Martin Burgess**  
Metro Bank

**Hayley Gittins**  
Aldermore

**Andrew Heath**  
The Mortgage Lender

## Broker: Commercial Finance supported by **InterBay**

**Darryl Jones**  
Master Finance  
Specialist Brokers

**George Sanford**  
VIBE Finance

**Charlotte Stanford**  
Sirius Finance

## Business Leader: Commercial Finance Lender supported by **Clever Lending**

**Marc Callaghan**  
OSB Group

**Marc Goldberg**  
Together

**Tom Simpson**  
YBS Commercial

## Lender: Head of National Accounts supported by **Mortgage Brain**

**Louise Apollonio**  
The Mortgage Lender

**Rob Barnard**  
Pepper Money

**Spencer Gale**  
Quantum Mortgages

## Broker: Second Charge supported by **One Mortgage System**

**Alfred Crooks**  
FinSpace Group

**Rachael Peach**  
Dynamo

**Sarah Stroud**  
Truffle Specialist  
Finance

# THE FINALISTS

## Business Leader: Second Charge Lender

**Marie Grundy**  
West One Loans

**Ryan McGrath**  
Pepper Money

**Buster Tolfree**  
United Trust Bank

## Business Leader: Surveyor

**Ross Bowen**  
Connells Survey  
& Valuation

**David Ellison**  
Pinnacle Surveyors

**Peter Hughes**  
Gateway  
Surveyors

## Broker: Bridging and Short-Term Finance supported by **Market Financial Solutions**

**Liam Arnold**  
FinSpace Group

**Narinder Gill**  
Coreco Specialist  
Finance

**Sonny Gosai**  
Norton Broker Services

## Business Leader: Bridging Lender supported by **Crystal Specialist Finance**

**Anna Lewis**  
Castle Trust Bank

**Scott Marshall**  
Roma Finance

**Sundeep Patel**  
United Trust Bank

## Business Leader: Conveyancer

**Ian Errington**  
Blacks Solicitors

**Carol Nuttall**  
Adlington Law

**Kevin Tunnicliffe**  
Sort Group

## Broker: Complex Income

**Victoria Bennett**  
HD Consultants

**Sarah Grace**  
Sarah Grace Mortgages

**Natalie Hines**  
Premier One  
Mortgages

# THE FINALISTS

## Business Leader: Complex Income Lender

supported by **Square 1 Media**

**Vicki Harris**  
Kensington Mortgages

**Charles Morley**  
Metro Bank

**Sara Palmer**  
The Mortgage Lender

## Lender: Head of Sales

**Niamh Downey**  
Bluestone Mortgages

**Joanne Hollins**  
Metro Bank

**Jason Wilde**  
Paragon Bank

## Broker: Adverse Credit

**Gindy Mathoon**  
Create Finance

**Stephanie Seddon**  
Right Choice  
Mortgages

**Sarah Tinkler**  
Clever Mortgages

## Business Leader: Adverse Credit Lender

**Paul Adams**  
Pepper Money

**Jon Cooper**  
Aldermore

**Mark Hollands**  
Bluestone Mortgages

## Business Leader: Specialist Distribution

supported by **Together**

**Michael Craig**  
Brilliant Solutions

**Liz Syms**  
Connect for  
Intermediaries

**Lucy Waters**  
Aria Finance

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