



## Problems with Lenders case studies >>

These examples of previous cases illustrate the kinds of Consultancy work we do and the benefit of our involvement:

### Children's Nursery

#### Referred by client's Accountant

This company client needed time to sell its nursery business, which had ceased trading. They needed to do it in a controlled manner so that the company would be able to fully repay a £260,000 bank loan, which the directors guaranteed. However, their bank was pushing for a quick sale at a significantly reduced price and was trying to force this through by charging extra fees and increasing their interest rate. We negotiated with the bank to suspend its loan repayments, cancel the extra fees, waive the interest rate increase and to allow six months for the property to be sold. The directors achieved full market value on the sale, saved money, avoided having to put in their own money to meet closure costs, and saved a lot of time and hassle.

### Private School

#### Referred by client's Independent Financial Advisor

This client was having severe difficulties with their bank. Having funded frequent losses against a comfortable security value, their bank had eventually switched their account to its 'intensive care' team. We helped the client assess their position and identified various lending related errors on the bank's part. After a series of amicable meetings with the bank, we negotiated significant cost reductions and a range of other concessions for the client, before referring them to a business sales agency to achieve an exit for both parties. Our client saved £000's in punitive fees and exit charges, and the bank avoided a serious problem.

### Engineering Consultancy Business

#### Direct approach

This long established professional firm had relied for several years on work from one major client. When the work dried up, the owner was slow to react and arrears built up with PAYE and VAT. We undertook a one-off review on a fixed fee arrangement, following which the client made numerous changes to his business, including improving his internal systems and engaging some external financial support. The client used the review as the basis for a request to HM Revenue & Customs, which secured an agreement for the VAT and PAYE arrears.

### Communications Installation Firm

#### Referred by client's bank

The client had experienced significant growth over a 3 year period, from a "one man and a van" operation to employing 17 people. He needed help in prioritising his opportunities and improving his management and control of his business. By investigating and questioning, we helped him prioritise the issues needing improvement. This led to an upgrading of support from his existing accountants (in the form of monthly management accounts), instigating an annual budgeting exercise, plus a regular quarterly "board" meeting to review progress, involving the client, us and his accountant.

### About IBC

Everyone at IBC has extensive 'inside knowledge' and practical experience, acquired over many years spent working in commercial banks at all levels – as front line lenders, credit managers, recoveries managers, and in leadership roles. This means we understand how banks work and how they think; we know the right people and we speak their language, making us a valuable resource for business borrowers.

We have been trading since April 2000 and are proudly independent – no conflicts of interest or divided loyalties. We are also authorised and regulated by the Financial Conduct Authority for the provision of credit related services, including debt adjusting and debt counselling. If you think you or your clients could benefit from our services then contact us in confidence.

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