

THE 'GO-TO' TEAM FOR ALL OF YOUR FUNDING REQUIREMENTS

FTA FINANCE BEGAN

TRADING IN 2005 and operated initially as an in-house service at Frank Taylor & Associates supporting dental professionals to secure the funding they needed to purchase their dream dental practice.

Some five years later, the demand for healthcare funding increased and the management team at Frank Taylor & Associates, which describes itself as “the UK’s leading and most successful dental sales broker”, saw the need to establish an independent healthcare financial team dedicated solely to handling healthcare loan applications.

As a result of this, FTA Finance took off and welcomed David Brewer, a former bank manager specialising in the healthcare sector, to lead the company and build an experienced team to work with him supporting the needs of healthcare professionals.

From that day, FTA Finance has

gone from strength to strength and the team has never looked back. With expansion into all healthcare sectors, including most recently veterinary, FTA Finance has added several new personnel to the team, including Helen Skinner who joined in 2012 as head of Veterinary.

Helen, based in the FTA Finance office in Hertfordshire, has an extensive banking background and has worked specifically in the healthcare sector since 2000. She works directly with clients

who are looking for funding for a variety of reasons, from first-time buyers to established owners looking to acquire additional practices.

“FTA Finance recognises that the veterinary sector is different and is able to source a wide range of innovative and competitive finance and loan packages specifically tailored to the needs of veterinary surgeons,” states Helen.

“While most banks understand the veterinary profession, they are all

VETERINARY Practice

meets a team with a wealth of experience in helping practices to secure finance and loan packages



David Brewer, Jim Moran, James Yates and Helen Skinner.

different in terms of credit criteria and have their own preference as to the type of client they wish to lend to,” she explains.

“What’s more, the banks rarely offer the best deal if you approach them directly. It is essential therefore you work with an independent business adviser with a whole-of-market overview who will know and understand the lending criteria of each bank and will tailor an application to ensure the best chance of securing a positive lending decision at competitive terms.”

All the leg work

With an approach that they say enables professionals to concentrate on what they do best, the FTA Finance team undertakes the “leg work” for clients and with their many contacts at the major banks and specialist niche healthcare lenders, they source a wide range of flexible finance packages specifically tailored to healthcare professionals. Last year alone they submitted £147 million of loan applications, giving the team access to excellent rates.

Add the team’s extensive knowledge of the banking “process” and this means they ensure all proposals are structured to ensure the maximum chance of success at the most competitive terms.

“We fully understand that buying a new business can be a daunting and stressful experience,” Helen continues. “From packaging the funding proposal and securing competitive loan terms through to ongoing negotiations with the banks, solicitors, valuers and sales agent as well as ongoing advice, we are there to hold our client’s hand from beginning to end. Our job is effectively to help our clients’ dreams become reality – we do this all the time and know exactly what to look out for.”

Offering expert advice on all

manner of financial matters, including investments and insurances via sister company FTA Wealth Management, FTA Finance provides a range of solutions to funding and finance needs. Whether looking for a large unsecured loan to purchase a business or to improve the terms of an existing loan this year, FTA Finance works with clients to formulate a business plan and negotiate with the banks.

The team are all experienced former bank managers with over 20 years’ experience working with healthcare professions. They can help structure business plans and forecasts and, crucially, they know the rules and what buttons to press within the banks. One of their key values is their independence and as a result, the banks find it easier to say “yes” thanks to the detailed applications the team provide on clients’ behalf, proven by the 95% funding “approval” rate achieved over the past 12 months.

But just why should those looking to buy a practice use the services of FTA Finance?

“With FTA Finance there are no catches and no upfront fees and our transparent way of working means that clients can rest assured that their interests are in good hands,” says Helen. “With a speedy and precise application process and a streamlined, practical and proven system, our independent and expert advice can save clients time, effort and best of all, money!”

■ To speak to a member of the FTA Finance team, contact Helen Skinner, David Brewer and James Yates in the Hertfordshire office (0330 088 11 57), Jim Moran in the Manchester office (0161-393 7107), visit www.ftafinance.co.uk or e-mail info@ftafinance.co.uk. The FTA Finance team will also be at the London Vet Show in November on stand G1.

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