

Advice

BENCHMARK STANDARD advise clients with no vested interest. That is to say that which structure is chosen or recommended has no influence on which we select.

Bank's do not advise. The bank (or broker) exists to sell structures, moreover to sell structures to maximise its profits.

As they are not advising or recommending, you the client are left to 'choose' a structure that you deem appropriate or suitable. You are being guided by the very institution that is looking to make a sale, or sell the structure that maximises their profits.

Where else would you allow the sales people to not advise you on complex financial transactions, and then make an uninformed 'decision' based purely on information provided by the sales team?

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BENCHMARK STANDARD, using previous insider banking knowledge and experience of selling and internal procedures, can ensure an even playing field. We provide you with bank information, market intelligence, internal negotiations and pricing to advise you whether the structure is appropriate, suitable, and works for your business.

Secondary is the margin or profit for the bank – At the forefront of the advice is the structure, the risks and rewards that are relevant to you, to your business – Internally and externally. Of course fair value does play a part and will do in the decision making process when comparing structures. All of this comes together to form bespoke advice that BENCHMARK provides to its clients.

No passing of you from pillar to post. No palming off on juniors learning their trade. No duplicating of previous advice to a similar firm. And no vested interest in the structure advised.

Clearly the market plays a part, as does the pricing that can be achieved, as that will form part of the comparisons and risk reward analysis. But we firmly believe in structures that work for the business, rather than structures that work for the market.

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For a FREE no-obligation consultation, or to learn more about the bespoke service range offered by BENCHMARK STANDARD, contact us today:

- 01954 200 003
- enquiries@benchmarkstandard.co.uk

Further references and testimonials are available upon request. BENCHMARK STANDARD operate an 'honest to goodness' approach to client consultation and will therefore endeavour to be truthful and transparent at every level.