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B2B Cashflow Solutions
Manor Farm Barns
Fox Road
Norwich
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NR14 7PZ

Dear Sirs

I am writing regarding my experience in dealing with B2B Cashflow Solutions and, in particular, a client request with which you were able to assist.

I am a Director in the private banking division at Credit Suisse in Guernsey, having responsibility for a portfolio of high net worth clients and assisting them with a broad range of wealth management needs.

One of my longstanding clients from a previous employer approached me following his retirement as a long haul airline pilot with a well known carrier. Although he had reasonable pension provision, he was asset rich and wished to supplement his income in retirement by unlocking a portion of significant equity he and his wife held in their UK residential property.

As this is not something I could arrange through my organisation in view of the client's age and other circumstances, I called B2B as I know one of the founding directors, Simon Reynolds, personally. Although this was not a solution B2B had previously sourced, Simon took the case on and, within a short space of time, was able to advise that he had found a potential lender in this niche market. He agreed to liaise direct with the client and, keeping me informed throughout the process, was able to meet the client's requirements.

The whole process from my perspective was extremely efficient and I know the client greatly appreciated how the matter was handled from start to finish.

Your speed of response and ongoing liaison was certainly impressive and has given me the confidence to make further referrals to you should the opportunity arise.

Yours faithfully



Andy Phillips