



# CD Fairfield Capital...

## Help & Advice For Those Hit By Property Crash

A financial advice company set up in response to the property price crash is entering its second successful year in business....with no shortage in customers looking for a way out of financial problems caused by the property collapse.

**C**D Fairfield Capital, based at Mount Charles in Belfast's Botanic area, specialises in the re-structuring of property debt, and has a growing number of property investors both large-scale and small on its books.

One of the two partners in the business is Philip Davison, Managing Director of established Aria Property Solutions, a property management and letting agent based in East Belfast.

"The company sets out to help people who find themselves in negative equity, or struggling with property debts, and looks in detail at how they can re-structure those debts and find a way out of their problem," he says.

"Our team of experts works with the lending institutions on behalf of our clients, exploring solutions to debt issues."

The team at CD Fairfield has a broad wealth of experience in the financial services, property and legal fields.

Also at the helm of CD Fairfield Capital is Tom Cardwell, Principal of Excel Financial Services, a Belfast based Financial Services Company.

"The first consultation with our experts is free of charge, and our fees after that are kept as affordable as possible," adds Cardwell. "We'll sit

down with each client, go through their personal circumstances in detail and we'll take it from there.

"One of our first ports of call, in many cases, is to look at potential mis-selling issues by the lending institutions. We've been surprised by how many cases of mis-selling we've managed to uncover on behalf of our clients.

"We'll negotiate with the lenders in each and every case, with the aim of easing the burden on our clients and avoiding bankruptcy if at all possible.

"We work with a wide range of clients, from individuals who got caught up in the property boom some years ago and invested in one of two buy-to-let residential properties right through to much larger-scale investors with mixed commercial portfolios. Both types of client got caught in a property crash that no-one could have foreseen, and both have been feeling a lot of pain as a result."

Understanding, he says, is the key to the CD Fairfield way of conducting business with its growing client list.

"We work hard to gain a very clear understanding of each client's individual circumstances, and we'll sit down and work out a proposal

for the re-structuring of their debt. It's as simple and clear-cut as that. We go back to the lender at the end of the day with a clear business plan, and we've found that the lending institutions are very receptive to constructive proposals. Why would they not be?"

The CD Fairfield approach has produced some significant results for some of the firm's struggling clients.

"In some cases, we've managed to achieve debt write-offs of up to 80% of total debt. That's not something that can be achieved in every case, but in our experience the banks and other lenders are keen to listen to any constructive suggestions and proposals put forward to them."

The CD Fairfield team has worked hard to build up a professional panel of affiliates that they can rely on to provide specialised services as required. These include Brian Newell - a financial advisor with some 30 years-worth of relevant experience, client manager Christina Wallace, former banker turned consultant Ajay Sharma and legal back up from the likes of Belfast-based law firm MKB Russells.

