

ATOM ADDS ACCORD TO PANEL

20-Nov-2007

By Marcel Le Gouais

All Types of Mortgages has added Accord Mortgages to its panel of lenders.

Dale Jannels, sales and marketing director of AToM, says trying to place cases and match supply to the demand is "tough" in the current climate.

He adds: "However, it's a great challenge and no better time to be a packager. We are succeeding in building up our balance sheet lender offering and are, therefore, able to offer a strong proposition.

"We are really pleased to have Accord on board. We've known the Accord team for some time and it is a great addition to our high quality portfolio of lenders, now standing at 19.

"In order to give each of our valued supporters a good volume of business and to ensure we offer a great service, we probably will not exceed a panel of 20."

Iain Smith, sales director of Accord, says: "We have been looking for a strong distribution network for our range of products and we believe that we have found the right partner in AToM.

"AToM will be key to packaging and delivering our products successfully and we look forward to working closely with it."