

Tough choices

It seems there is a never-ending cycle of closures, redundancies, bad mouthing (from certain lenders) and general gloom causing despondency in our area of the mortgage industry. There is no doubt that the next few months are going to be tough but that is exactly when the tough 'tough it out'. And that is exactly what we are doing here at AToM.

New business numbers are strong, introducers are generally satisfied and our overall expectation for the future is that it will be exciting. We have invested substantially in the freehold of a new building and we are actively seeking new staff for our business development area.

I cannot believe we are alone in this and it might be nice if you would print some good news for packagers if only to encourage them not to listen to 'doom and gloom' merchants, but to focus their attention on what can be, for everyone, a great market at this time.

Just because a lender says times are hard for packagers does not mean they are actually right.

Vic Jannels

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AToM