

# CLIENT PROFILE



Rob Hunter

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Rob Hunter is an award winning private landlord specialising in the student, corporate and social housing sectors. He has been a qualified property litigation solicitor for 18 years and is a leader in his field of buying, refurbishing, letting and managing residential property. Rob is a regular public speaker at Landlord events and has a long list of accreditations and qualifications to his name from leading industry bodies including Unipol, NLA (National Landlords Association), UKLAP (UK Landlord Accreditation Partnership), LLAS and MLAS (London and Midland Landlord Accreditation Scheme), The Chartered Institute of Housing (CIHM) and the Chartered Institute of Environmental Health (CIEH).

Rob has been voted UKLAP/LLAS 'Best Landlord For Student Housing' consecutively for the past 4 years (2012-2015) as well as being the first landlord in London to be awarded Mayor Boris Johnson's 'London Rental Standard' badge of accreditation [in May 2014] and the first landlord in Lincoln to successfully achieve accreditation through all three local accreditation schemes, including DASH the highly respected local council scheme [during 2014].

The nature of Rob's business means that he can find himself with residual capital as a result of periodic refinancing activity. This capital would normally be repaid to the bank and then drawn down again when required in the future. This process



is far from ideal, not least because of the unwelcome of bureaucracy required each time he needs to obtain these funds. Of greater concern however, is that in the banking sector today, there is no cast-iron guarantee that the bank will re-release this finance.

When Rob initially got in touch with Shepherd Cox, he wasn't actively looking for an investment. His approach was primarily out of curiosity upon discovering they were looking for partners for a refurbishment and let project in Sefton Park,

Liverpool – an area that Rob was familiar with. Following several discussions, it became clear that the retail proposition of an acquisition with fixed returns followed by a buyback after 3 years didn't match Rob's needs.

What impressed Rob was that upon realising this proposition wasn't right for him, two members of the senior team arranged to meet him over lunch to gain an understanding of his specific requirements. They then developed a proposition whereby Rob took a more holistic role in the

organisation by providing seed capital in the form of a loan secured against shares.

Rob is quite frank in saying that prior to meeting Shepherd Cox, his experiences dealing with other companies within this arena were far from positive, and that crucially that he was hitherto never willing to part with his money. He cites the fact that Shepherd Cox were able to understand his specific requirements and tailor the right solution for him, as the reason why their partnership moved forward.

Rob now has a strong business relationship with Shepherd Cox and regularly tenders funds via short term loan agreements with fixed returns. This enables him to earn significant interest with the peace of mind of knowing that his capital will be available when he needs it at a pre-determined date. The relationship has also proven to be positive in a wider sense with regular invites to social occasions organised by Shepherd Cox providing the opportunity to meet with senior members of staff and other like minded investors and talk freely about ideas for new projects.

As Rob already runs a successful and busy property business, his projects with Shepherd Cox have been truly hands-off, allowing him to focus on his business, knowing that his money is being put to good use ensuring diversification across his investments.