

Is your receiver **adequately qualified**?

Are you appointing the **right receiver**?

How do you obtain **best value** and the most
cost-effective result?

nara...real estate insolvency defined



the right choice

You wouldn't engage a high street garage to service your Aston Martin, so why engage a generalist IP to resolve your real estate non-performing loans?

Real Estate is notoriously illiquid; it is always complicated by exceptions, conflicting interests, obscure rules, and – often deliberate – mystique. Exiting a secured real estate, non-performing loan requires specialist property knowledge.

Add in part completed developments and the problems, and costs, escalate exponentially. See www.nara.org.uk/receiver/publications for our Guide to Building Out.

IP's are undoubted specialists in corporate and personal insolvency, whereas Registered Property Receivers are experienced specialists in non-performing real estate loans. Instructing a Registered Property Receiver directly regularly delivers a specialist service at less cost.

A qualified Fixed Charge Receiver is a real estate specialist trained in insolvency. Their appointment gives you, the Lender, direct, immediate access to both property and relevant insolvency skills. They are experts in their fields, concerned with maximising asset values alone, and not just with corporate complexity. They also have current, dynamic sector knowledge in volatile and turbulent markets.

Exiting a distressed loan by disposing of the secured asset, at maximum realisable value, is frequently faster, more efficient and cheaper than pursuing the corporate insolvency route. See www.nara.org.uk/receiver/publications for a comparison between Fixed Charge Receivership and Administration.

All Fellows of **Nara** are Registered Property Receivers. They are trained in insolvency and monitored by the Insolvency Practitioners Association. They are also real estate receivership specialists and further regulated by their own professional body. Many members also specialise in specific assets – agricultural, residential, part constructed sites, commercial portfolio; as well as plant and machinery.

For a detailed explanation of Fixed Charge Receivership and legal background see: www.nara.org.uk/receiver/publications

the benefits

Why appoint a fellow of **Nara**:

- Direct lender access to proven real property and insolvency skills
- Minimise duplication of fees
- Maximise exit value
- Minimise servicing costs
- Monitored and regulated
- TCF aware
- Speed and efficiency of Fixed Charge Receivership process.
- Technically qualified and up to date
- Dynamic market knowledge
- Bound by publicised Code of Practice
- Acknowledged specialists.

lender membership

Membership for Lenders is free.

Keep up to date with changes in the real estate receivership sector by joining as an Affiliate here:

www.nara.org.uk/membership/become-a-member-of-nara

Your details will not be shared, they will not be given to our members, nor used for any purpose other than us, **Nara**, keeping you informed.

Affiliate Lender membership offers:

- Free invitation to our Annual conference
- Discounted rate training courses for you and your teams
- Regular legal and market updates on the sector
- Access to membership Professional Statements
- Our electronic membership directory straight to your inbox.

about Nara

Nara is the trade association representing fixed charge receivers.

Formed in 1995 to establish and maintain standards, we are a founding member of the Registered Property Receivership Scheme run jointly by us, the Insolvency Practitioners Association and the Royal Institution of Chartered Surveyors.

We offer training for lenders as well as practitioners, produce Practice Guidance Notes, a Code of Practice, a helpline and lobby on behalf of receivers.

A list of appointment taking Fellows can be accessed on our website:

www.nara.org.uk/search/practitioner

To find out more:

info@nara.org.uk | www.nara.org.uk | 0870 600 1925



Find us on LinkedIn:

www.linkedin.com/company/nara-the-association-of-property-and-fixed-charge-receivers

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