

Meet the growing team of equity release experts at LV=



By Georgina Oxtan, Equity Release Strategic Sales Manager, LV=

In the last few months, we've welcomed a number of new members to our growing Equity Release business and I wanted to take the opportunity to introduce my team to you. They all share a true passion for delivering best-in-class adviser support, whether via the phone or in person. I firmly believe that our people are our biggest asset here at LV= and they always go the extra mile to support you and your clients.



Chris Smyth is our Business Development Manager, who

joined us in June 2018. Chris possesses extensive knowledge of the market and we are delighted to have him on board. Prior to joining LV=, Chris spent six years at JUST within the Intermediated Sales Team. Chris is always happy to give his time and share his expertise with advisers to ensure your clients achieve their financial objectives.



Connor McMurray has been with LV= for nearly eight years and

has fantastic knowledge of equity release products and the market. He started as part of our Equity Release New Business Team before moving across to Sales in August 2017, so he knows our end-to-end process better than anyone. What's more, Connor is ER1 and CF6 qualified, and is currently studying for R01.



Chris Coe joined LV= in October 2017 having previously worked for

a mortgage and protection advice firm. He spent over three years advising clients on residential and BTL mortgages as well as life insurance/IP/CIC while gaining his CeMAP qualification. Chris loves to help advisers grow their business, through his market knowledge and deep understanding of lending criteria.



Will Cadwallan started his career with LV= in the pension and

investments quote team. In December 2018, Will joined the Equity Release Sales Team, an area of the business Will was interested in due to its exponential growth.



Georgina Oxtan manages our equity release sales team and has

been with LV= for more than 17 years, spending the last 12 years within the equity release business. George also has experience of working in one of the leading equity release specialist advice firms in the UK. George appreciates the challenging nature of the intermediary business and invests time and effort to deliver the best solutions for advisers. She has helped grow our sales team over the last 12 months, increasing the support LV= offers to our existing distribution partners and also new entrants to this vibrant and exciting market.



Esther Hobden has been working at LV= for almost six years, with the last four

years spent in the Equity Release Sales Team. She loves making a difference to a customer's quality of life by assisting you as equity release advisers. Esther is currently working on an internal project to build our new online platform, including quote and apply functionality. Esther also really enjoys coaching and mentoring her colleagues to help them provide outstanding adviser support.



Jessica Kent has been with LV= since January 2016 after graduating

in Psychology and gaining work experience in the customer service and retail sector. With her fantastic people skills, Jessica started as a Customer Service Representative on the specialist pension team. The next challenge for Jessica was to develop her equity release knowledge. Jessica has been with the Sales Team since September 2018 and is committed to making the adviser experience as smooth and efficient as possible



Hazel Gentle joined our team in early 2017 as Equity Release Sales

Support Consultant and since then she has been recognised by advisers for her commitment and dedication. Prior to joining LV=, Hazel held a number of roles in various companies outside of financial services.



If you have any cases you'd like to discuss, please don't hesitate to contact our LV= team on **0800 028 8974** (option 1) or email us on equityrelease.sales@LV.com