



**HANKZARIHS**  
ASSOCIATES

# HANK ZARIHS ASSOCIATES

Everything you need to know about HZA



# ABOUT US

Learn more about Hank Zarihs Associates



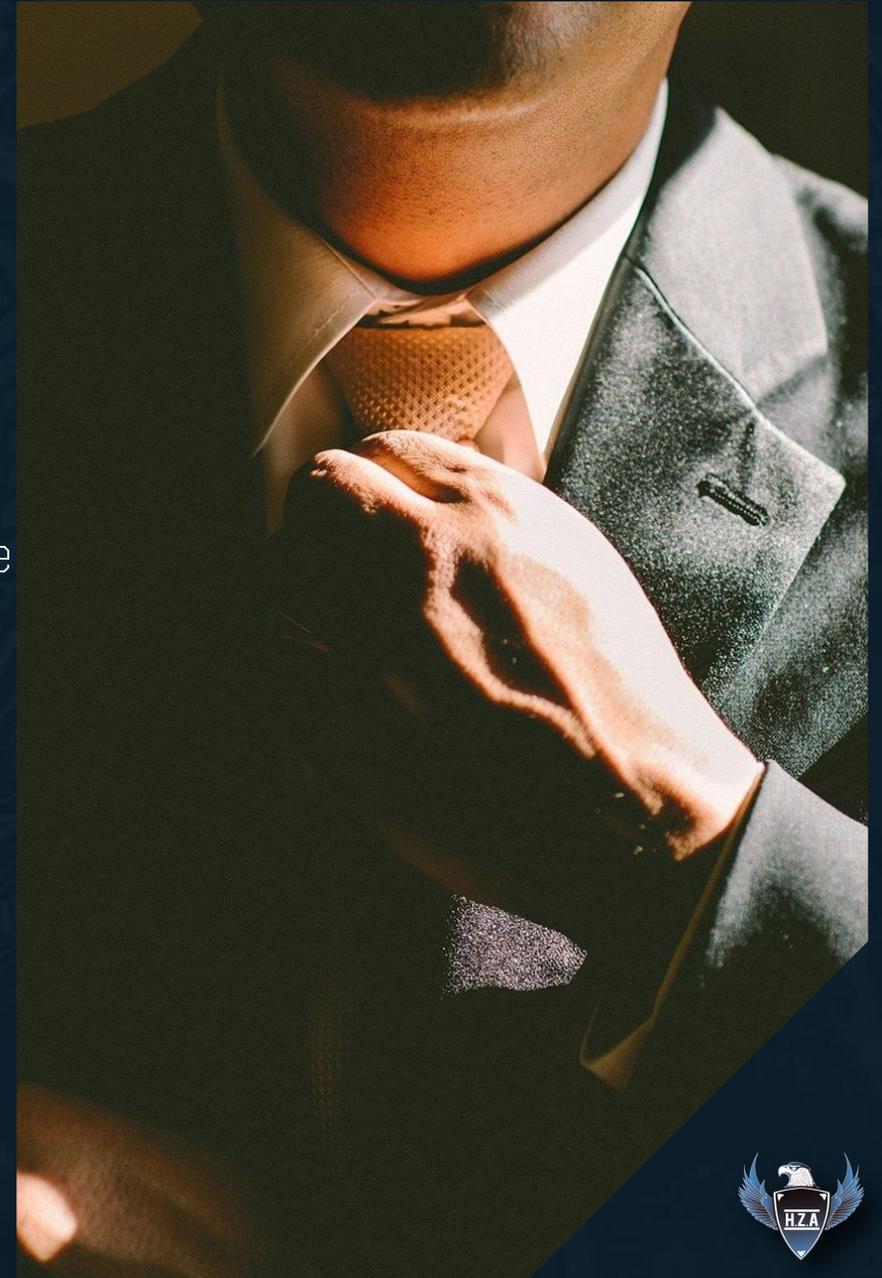
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# ABOUT US

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- ❖ Hank Zarihs Associates is a privately owned property finance brokerage. Over the years we've brokered over £675,000,000 in debt and equity for our property clients allowing them to purchase valuable investments and make healthy returns on the exit.
- ❖ Our team consists of 6 brokers who represent over 70 years worth of experience in arranging funding for our clients. Due to our long-lasting and fruitful relationships with lenders, we've managed to negotiate favourable rates for our clients and that has made us the go-to property finance brokerage in the United Kingdom.
- ❖ With over 18+ years of experience, we've managed to save our clients vast amounts of time and money due to understanding what the typical pain points will be throughout the process and eliminating them before they come to light.



# WHY CHOOSE US?

What makes us the preferred choice?



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# WHAT MAKES US DIFFERENT

Our clients prefer working with us over other brokers due to our offering:

- ❖ Fast solutions to complex problems
- ❖ The ability to negotiate on our client's behalf and secure preferential arrangements that would not have been secured otherwise
- ❖ Comprehensive knowledge of current products and keeping on top of changes in the market
- ❖ Team of master brokers
- ❖ Access to a dedicated broker, available 24/7
- ❖ Track record of arranging multi-million pounds worth of finance for our clients and having a proactive and hands-on approach



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# THE FOUNDER

The man behind HZA



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# SHIRAZ KHAN

## MANAGING DIRECTOR

Shiraz brings a vast amount of experience to the table, totalling over 18 years of experience in the property finance industry.

Back in 2003, Shiraz started his own mortgage brokerage company and grew the team from just himself to over 8 advisers in a very short amount of time. However, due to the unprecedented times of 2008 “credit crunch”, the market took a turn for the worse, and as a result, forced Shiraz to shut the business down.

Shiraz started a new venture in 2014, Hank Zarihs Associates. Shiraz was making over 150+ calls a day from home to property developers around the UK with the aim of building a list of clientele. After years of hard work, Shiraz got an office and that year he arranged circa £25 million of bridging and development loans for his clients. The team grew to 4 people & the following year the loan book doubled to over £50 million and has continued to do so.

As of 2021 the HZA team now has over 8 team members with plans to bring on more. Since its inception, HZA has arranged over £675M of bridging and development loans for over 450 property professionals.

“We aim to be different in our approach, we are great at what we do and are able to package a deal in the right way to satisfy the lender’s requirements. We hold our client’s hands from start to finish to ensure the process runs smoothly. We value our clients and look to continue building great working relationships with them.” – Shiraz Khan



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# MEET THE TEAM

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