



Legal & General Mortgage Services strengthens commitment to lenders and brokers with significantly expanded distribution team

- Senior hires lead 77% increase in distribution team headcount
- Greg Cunnington hired as Co-Head of Strategic Accounts

[Legal & General Mortgage Services](#) has today announced an expanded distribution team headed up by Clare Beardmore, Director of Distribution and Mortgage Club. The new team has grown from 18 to 32 people – a 77% increase in headcount – and reflects Legal & General Mortgage Services' ongoing commitment to providing brokers and lenders with holistic support, bolstered by a broad UK lender panel and a range of leading tech and surveying services.

As part of the expansion, Legal & General Mortgage Services has hired a new Co-Head of Strategic Accounts, Greg Cunnington. Greg will work alongside Paula Matthews who will build upon her previous experience as Strategic Relationship Director at Legal & General Surveying Services.

Prior to joining Legal & General, Greg held roles as Chief Operating Officer at LDN Finance and Director of Lender Relationships & New Homes at Alexander Hall. The team will also be bolstered by Alison Williams' technical expertise. Alison joins the team as Head of Professional Relationships, following her previous role as Head of Governance at Legal & General Surveying Services.

Clare Beardmore, Director of Distribution and Mortgage Club, Legal & General Mortgage Services

"We are delighted to welcome Greg to Legal & General Mortgage Services. His wide-ranging skillset and proven track record will undoubtedly contribute to our ongoing success.

As Legal & General Mortgage Services continues to level up its support for brokers and lenders, our newly expanded team will help us continue to deliver an industry-leading experience for our partners. Together, we look forward to achieving new milestones for our valued partners and clients."

Greg Cunnington, Head of Strategic Accounts, Legal & General Mortgage Services

"I am thrilled to be joining the Legal & General Mortgage Services distribution team. The opportunity to contribute to such a renowned organisation is incredibly exciting. I look forward to hitting the ground running, and collaborating with my new colleagues, leveraging our collective expertise to drive impactful results that not only meet but exceed expectations."

Greg and Paula will lead the strategic accounts team, spearheading the sales and distribution strategy for a select group of lenders within the Legal & General Mortgage Services distribution team.

Legal & General Mortgage Services has also bolstered its support for brokers within the distribution team. The new team will include Zara Bray, Head of Strategic Accounts; Louise Turton, Head of Business Development; Michelle Westley, Head of Propositions; and Victoria Williams, Mortgage Club Lead, who will all report directly into Clare Beardmore.

The broker team will act as a strategic touchpoint for brokers who want to improve their businesses by exploring new revenue streams and investing in their continuous professional development. With the expanded team, Legal & General will be able to relationship manage a larger number of firms than ever before, providing them with agile broker support in a dynamic market.

-ENDS-

Notes to editors

About Legal & General

Established in 1836, Legal & General is one of the UK's leading financial services groups and a major global investor, with over £1.2 trillion in total assets under management* of which 39% is international. We have a unique and highly synergistic business model, which continues to drive strong returns. Legal & General provides powerful asset origination and management capabilities directly to clients, which also underpin our leading retirement and protection solutions. We are a leading international player in Pension Risk Transfer, in UK and US life insurance, and in UK workplace pensions and retirement income. Our purpose is to improve the lives of our customers and create value for our shareholders. Through inclusive capitalism, we are investing in long-term assets, such as real estate and infrastructure, that can help build a better society for the future.

*as at August 2023

About Legal & General Retail

Legal & General Retail helps create brighter financial futures for all our customers. The division covers the savings, protection and retirement needs of our c.13 million UK and US retail policyholders and workplace members.

In 2022, we had total individual annuity sales of £954 million, and issued £632 million of Lifetime Mortgages and Retirement Interest Only Mortgages. Our Workplace pension platform served 4.9 million members, while our Protection businesses gave peace of mind to more than 6.3 million UK life insurance, 1.8 million group and 1.5 million US customers, taking in £3.1 billion of gross written premiums.

Further information

Name: Nick Andrews

Role: Account Director

Email: LGMS@rostrum.agency