

# Firm but fair

This week, professional graphologist Corinne Bible assesses the handwriting of **Peter Chadborn**, IFA and principal of CBK IFA



**T**he small, regular writing of this individual shows a person who is eminently sensible and down to earth. He has a strong work ethic and sense of values. He is a self-disciplined individual with an orderly mind, and an excellent memory for detail. The angular letters in his script show that he is methodical and hard working, and highly productive in the workplace.

His manner is generally calm and understated, although the breadth of the pen-stroke indicates that he has considerable warmth of character and courtesy when dealing with the people around him. He is able to explain complex facts clearly to those who seek his advice and is generally a helpful and patient person to deal with. However, there are times when his good nature can be pushed too far, and the split ends to some of the t's and d's show that he can surprise others by digging his heels in deep and holding his own corner.

Having an analytical mind he is an excellent evaluator of situations and is able to make quick fire decisions when required. The extended upper strokes in some letters indicate that he is a man who has a set of ideals with ideas that he would like to develop further, but can find himself holding back on them because he feels they may be beyond his comfort zone. He can therefore tend to favour reason over imagination because it is the safest option.

Chadborn's colleague, Peter Wright, mortgage adviser at CBK IFA said: "I cannot believe that this is not a fix. It is spot on. It is very like him to be calm and explain things simply to clients. He can deal with different characters and different problems. He is always clear and methodical." ■

Corinne Bible has over 25 years' experience in the field of handwriting analysis. She is a qualified member of the British Institute of Graphologists and is listed in the Law Society Directory of Expert Witnesses. She has featured in press articles nationally and locally.

*My ideal holiday would be getting away to somewhere hot with my family and it would need to be at least two & half ~~more~~ hours by plane to get somewhere hot enough.*

*During the whole holiday I would have to be completely removed from anything work related and there would be no TV or newspapers so that life in the UK would be left far behind. I would only have my ipod to keep us entertained - that would be useful.*

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## WHO, WHAT, WHERE, WHEN?

### Solent Mortgage Services (SMS)

**Date:** 24 January 2007  
**Venue:** The Thistle Hotel, Brands Hatch, Kent  
**Details:** New roadshow date with partner, Mortgage Brain. Will showcase the online facilities available to intermediaries from SMS through its Porthole extranet service. See [www.solentmortgages.co.uk](http://www.solentmortgages.co.uk)  
**Date:** 30 January 2007  
**Venue:** St James's Park, Newcastle  
**Details:** Same as above

### Skipton Building Society

**Dates:** 23 and 27 January 2007  
**Venue:** Park Avenue Hotel, Belfast

**Details:** Northern Ireland roadshows, hosted by Dave Forrest, intermediary sales manager for the area, who will give brokers the opportunity to meet their local contact face-to-face. See [www.skipton-intermediaries.co.uk](http://www.skipton-intermediaries.co.uk)  
**Dates:** 24 and 28 January 2007  
**Venue:** Ramada Da Vinci's Hotel, Londonderry  
**Details:** Same as above

### Mortgage Solutions

**Dates:** 23, 24, 30 January 2007  
**Venues:** Birmingham, Newport, London  
**Details:** Second year of the Specialist Lending Roadshow. Discuss and learn at interactive lender work stations and learn

more about specialist lending from an educational programme put together by Mortgage Solutions. See [www.specialistlendingroadshow.com](http://www.specialistlendingroadshow.com)

### Mortgage Solutions

**Dates:** 2, 20, 21, 22, 27, 28 February  
**Venue:** Gatwick, Glasgow, Leeds, Bolton, Birmingham, Newport  
**Details:** The largest multi-provider supported Equity Release Roadshow in the UK, including representatives of the FSA and SHIP, and speeches on home reversion, a brokers view of the market, marketing, and regulation.  
**Date:** 1 March 2007

**Venue:** London  
**Details:** Same as above

### Mortgage Times Group

**Dates:** 27 February 2007  
**Venues:** Brentwood  
**Details:** The new-style business development forums will have a dynamic marketing focus, with particular concentration on building a brand by advertising coupled with lead generation, and financial promotions and compliance issues that need to be addressed with regulation. See [www.themortgagetimes.com/RoadshowsInfo.html](http://www.themortgagetimes.com/RoadshowsInfo.html)  
**Dates:** 13, 21, 22, 28, 29 March 2007  
**Venues:** Central London, Manchester, Liverpool, Leeds,

Newcastle  
**Details:** Same as above  
**Dates:** 17, 18 April 2007  
**Venues:** Birmingham, Bristol  
**Details:** Same as above  
**Dates:** 6, 12, 19, 21, 26 June 2007  
**Venues:** Milton Keynes, Reading, South London, Kent & Maidstone, Southampton  
**Details:** Same as above

### Association of Mortgage Intermediaries

**Date:** 19 June 2007  
**Venue:** The Brewery, London  
**Details:** AMI Annual Dinner gala evening, attended by brokers, politicians, regulators and media leaders. See [www.a-m-i.org.uk/events](http://www.a-m-i.org.uk/events)