

## Newmanor Law - Our Differentiators

1. **Real estate sector focus** – Unlike the majority of our competitors that are full-service law firms, our sole focus is on commercial real estate and real estate finance. This means everything we do at Newmanor is optimised to deliver best in-class legal expertise for clients in the real estate industry.
2. **Genuine fixed fees** - Unlike most of our competitors we work on the basis of genuine fixed fees linked to a definitive scope of work. We do not provide estimates or quotes which lead to ambush billing on the eve of completion. We are able to do this because we don't have time recording targets. This frees up our lawyers to focus on getting the deal done in the most effective and timely manner.
3. **Push and tell** – We proactively take ownership of your deals, pushing them forward and telling you what we have done. You will always know where we are on your deals and can take comfort that we are doing everything we can to ensure transactions run smoothly.
4. **Small firm, big team** – We are a boutique firm with a team of 14 lawyers – comprising legal assistants, paralegals, associates, partners and consultants – which is larger than the real estate and finance teams of most competitor firms.
5. **One team, no silos** – We work as a team to get things done – there is no buck-passing between departments.
6. **We listen** – We actively seek your feedback, and we will action the points you identify.
7. **Genuine client care** – Our lawyers are promoted for caring about you and your business; not billing the life out of you. As part of this, we invest a lot of time with all clients getting to know them and trying to leverage our network to help them in any way we can. Your success is our success.
8. **Excellent service** – Every lawyer every time – we are committed to ensuring every one of our team members delivers excellent client service and this is enshrined in our Service Pledge.