



Dominic Wertheimer

Lornham

Distinguished individual

FIRM SIZE *Boutique*

FOCUS *Private office & residential property*

'Clients trust me as their go-to person for everything in London, and therefore it is always a long term relationship,' says Dominic Wertheimer. Having been in the industry for almost 20 years, he was one of the first agents to identify a market desire for a property management and private office service offering.

After graduating, he spent three years in St John's Wood as an estate agent before moving to a multiple family office in Mayfair, looking after Middle Eastern clients. This was followed by a successful start-up venture with a property developer in Central London.

In 2012, he founded Lornham, in order to offer a high end property management service both to home-owners and investors in London.

The firm is split into two parts: property and private office. The property department is focused on acquisition, block management, AST management and concierge.

The private office 'looks after the day to day needs of overseas HNW clients in order that they have representation on the ground 24/7 in the UK,' he says. This can involve anything from hotel reservations, purchasing watches, cars or meeting associates on behalf of a client.

It's a job where Wertheimer is known for his discretion – but also a tenacity to create solutions for clients, however tricky they may appear, given the demands. The last 12 months have involved a series of such cases.

'A client of ours was struggling >>>

<<< to break into a particularly difficult overseas market,' he explains to *Spear's*. 'I suggested meeting with the trade minister and had a meeting lined up within 24 hours. The client was puzzled as to how I could manage to achieve such a feat, so I replied that I have always been very focused, and that I hate losing.'

It's been a good year for the firm, which is pleased to report a 56 per cent rise in turnover. Despite the good news, however, Wertheimer is pragmatic. 'Investors are cautious and are increasingly making more educated investment decisions,' he says. 'Clients are also sitting on their hands, waiting for dreaded Brexit to be over.'

Deals successfully undertaken have included securing the block management for the luxury Henry Moore Court building in Chelsea, and taking on a sizeable investment portfolio for a Hong Kong-based family. 'This is a classic client case whereby the client had 11 properties spread all over London, and now they have one point of contact