

Danny Curran

CREATING A SUCCESSFUL LEGACY



In 1997, Danny Curran established Finders International, an international probate genealogy firm which traces next of kin to connect them with estates and inheritance, often across borders. With a regular presence on the BBC's hit television programme, Heir Hunters, he is also the founder of the IAPPR – International Association of Professional Probate Researchers – which brings together companies operating in the heirship and probate space across the continent and beyond.

A WELL-KNOWN EXPERT IN THE FIELDS OF PROBATE GENEALOGY – ALSO KNOWN AS PROBATE RESEARCH OR HEIR-HUNTING – AND WITH ALMOST THREE DECADES EXPERIENCE IN TRACING HEIRS TO ESTATES, PROPERTY, UNCLAIMED FUNDS AND ASSETS UNDER HIS BELT, DANNY CURRAN, 54, TAKES GREAT PRIDE IN HIS WORK AND WHAT HIS FIRM HAS ACHIEVED, PARTICULARLY WHERE CHANGING PEOPLE'S LIVES OVERNIGHT IS CONCERNED.

"We are in the business of helping those who require assistance in tracing missing or unknown heirs, typically next of kin to a deceased person. Unlike many companies in the service sector we are exposed to fascinating histories uncovered, complicated family ties, tales of heroism and often hugely inspiring stories - once pieced together. Over the years, we've also been lucky enough to gather a group of individuals who are passionate about work in this field."

Getting off the ground was very hard was very hard for Danny: "I've always been strong at creating new ideas and new methods. At the time of starting up there was a great deal of complacency, which provided a superb opportunity for me to build something strong."

"I had seven years industry experience though and many solicitors were keen to continue working with me. The competitors in this industry can be surprisingly cut-throat.

People seem to think genealogy must attract more genteel types – I know differently. Once I developed my own brand and promised myself to try my best to be positive when others were more keen to denigrate I think clients picked up on this and the business took off."

Before establishing Finders, Danny had been in the probate research industry since 1990. To date, the company has offices in London, Edinburgh and Dublin and a substantial international network and are regulated by the IAPPR, an association representing the leading companies across the global dealing with probate, asset and estate research. Members are vetted and approved and adhere to codes of conduct and ethics.

Finders works with a variety of public sector service providers, lawyers, private companies and institutions, its international partners and the general public. "We generally help anyone who needs to locate missing beneficiaries or unknown heirs for positive purposes including those looking to trace their next of kin to a deceased person, empty property owners, missing legatees or executors named in a will - and heirs to an unclaimed asset/property."

Today, Danny's business is growing both in the UK and internationally and he intends to continue with steady growth and keep the business on an even keel for as long as he can. A popular keynote speaker at industry events, he is often interviewed in the media on TV, radio and in the national, trade and local press.

In the UK he has been on popular shows such as 'This Morning', 'The Money

Programme', 'Heir Hunters', Radio 4's 'You & Yours' and has been interviewed by 'The Times', the 'Daily Mirror', the Scottish 'Daily Record', 'Irish Times' and 'Forbes' magazine as an entrepreneur of note. His company is now one of the largest in Europe and has offices in London, England, Edinburgh, Scotland and Dublin, Ireland.

Danny recently founded the 'International Association of Professional Probate Researchers, Genealogists & Heir Hunters', which is for elite professional companies around the world. This initiative has been widely broadcast and has attracted considerable attention as it strives to raise standards within the industry, provide valuable free advice to the public and a voice for media consultation

"Apart from creating a growing successful company I think my greatest achievement is being able to do this whilst remaining ethical and aware."

"The work of finding beneficiaries is nearly always positive and the endless possibilities are a great motivator. My children and family are always a big part of motivation for me too!

"With more genealogy companies signing up from all corners of the world, I look forward to the expansion of the IAPPR – this makes for a great international industry regulator – something I founded a few years ago, and there is no other organisation like it. I would like to see my kids grow and be healthy and happy in their lives and see more of the world." ●