

The best client for the finance platform is a business owner who can fund. To qualify for initial cash funding a business owner will need to have one of the 3 Cs of lending which are either Collateral, Cash flow, or Credit. If your client has one of these they might qualify for immediate funding. Below are more details on funding programs, terms, and qualification requirements. More funding program details are also available in the training document *Business Funding Platform Overview*.

Unsecured Credit Lines/ Cards

Collateral Required	Good personal or business credit
Loan Amounts	\$10,000-\$150,000
Term	Revolving credit cards
Rates	5-29% APR, 9% funding fee paid after approval
Credit Requirements	Excellent personal credit required, no late payments or derogatory credit within the last 12 months can be on personal credit now, no open collections or bankruptcies, less than 2 inquiries in the last 6 months on consumer credit report
Details:	Approval amounts are typically 5 times the amount of their existing highest limit credit card now, must have open credit cards with balances below 30% of their card limits
Deal Submission requirements:	Application, credit monitoring login credentials

Business Revenue Lending

Collateral Required	Consistent revenue verifiable on bank statements
Loan Amounts	\$5,000-1,000,000
Term	3-18 months
Rates	10-45%

Credit Requirements 520 credit score or higher, no bankruptcies

Details: Business must earn annual revenue of \$150,000 or more per year, must be in business for a year or more, business must do over 10 small transactions each month, financial services industries are prohibited, damaged credit is acceptable

Deal Submission requirements: Application, 6 months business bank statements

Account Receivable Financing

Collateral Required Account receivables

Loan Amounts \$5,000-\$20 million

Term Up to 80% of receivables can be advanced within 24 hours, 20% minus lender's fee is released once actual invoice is paid

Rates 1.25-3% discount. 4% fee is common

Credit Requirements No credit score requirements to qualify

Details: Receivables must come from another business or government agency not an individual, business must be open for at least 1 year to qualify, medical receivables can qualify along with construction and conventional receivables

Deal Submission requirements: Application, breakdown of existing receivables, sample invoice

Private Equity

Collateral Required 20% of loan amount required as collateral

Loan Amounts \$250,000-\$100 million

Term Revolving lines of credit and loans available

Rates 8-18%

Credit Requirements 650 FICO scores or higher

Details:	Loans and credit lines available
Deal Submission requirements:	Application, 2 years business tax returns, personal credit report

Merchant Advance

Collateral Required	Credit card sales
Loan Amounts	\$1,000-\$1,000,000
Term	3-18 month term, revolving line-of-credit also available
Rates	10-45%
Credit Requirements	500 credit score or higher
Details:	Business must bring in \$100,000 or more per year in credit card sales, typical approval amounts equal to one month's credit card processing volume
Deal Submission requirements:	Application, 3-6 months bank and merchant statements

Equipment Lending/ Leaseback

Collateral Required	Existing equipment, or new equipment business wants to purchase
Loan Amounts	\$10,000-\$2 million
Term	12-48 months
Rates	5%-21%
Credit Requirements	580 or higher FICO score
Details:	Equipment financing, leasing, heavy equipment financing, and equipment sale-leaseback are available
Deal Submission requirements:	Application, details on equipment being financed

401k Financing

Collateral Required	401k or IRA
Loan Amounts	Up to 100% of what is in their 401k
Term	Revolving line-of-credit
Rates	2-5% plus a rolled-in lender fee of \$2,000
Credit Requirements	500 FICO score
Details:	No penalties for roll-over
Deal Submission requirements:	Application, copy of 401k statement

Securities Financing

Collateral Required	Stocks, bonds
Loan Amounts	up to 90% of value of stock or bonds
Term	500 FICO score
Rates	2-5%
Credit Requirements	520 FICO score
Details:	Most stocks and securities accepted
Deal Submission requirements:	Application, copy of securities statement

Inventory Financing

Collateral Required	Inventory
Loan Amounts	\$150,000-\$500,000
Term	Revolving line-of-credit
Rates	2-5%

Credit Requirements	520 credit score or higher
Details:	Must have \$300,000 or more in inventory to qualify, loan amounts as high as 50% of inventory
Deal Submission requirements:	Application, list of inventory

Purchase Order Financing

Collateral Required	Purchase Orders
Loan Amounts	\$5,000-\$25,000
Term	Up to 95% of purchase order can be advanced, 5% less fee is released once actual invoice is paid
Rates	1-4%
Credit Requirements	No credit score requirements to qualify
Details:	A business can obtain a letter-of-credit for up to 95% of the order, cannot be for unfinished goods
Deal Submission requirements:	Application, copy of purchase order

Enterprise Unsecured Credit Cards and Lines

Collateral Required	Good personal credit
Loan Amounts	\$50,000-\$250,000
Term	Revolving line-of-credit
Rates	5-30%
Credit Requirements	720 FICO score or higher, no BKs or tax liens
Details:	Business must have revenue more than \$350,000 to qualify, credit lines typically do not exceed 10% of annual sales
Deal Submission requirements:	Application, 2 years business tax returns, resume, business plan, current P&L, 4 months business bank statements

Enterprise SBA Loans

Collateral Required	Collateral must be 50% of loan amount
Loan Amounts	\$200,000-\$12 million
Term	10-25 years
Rates	2-2.75% + prime rate, 3-5 lender points
Credit Requirements	620 FICO scores or higher, no BK in the last 4 years
Details:	For profit companies only, positive trends in sales growth,, financials required for qualification, SBA 504 and 7a programs available, can be used for working capital or real estate purchase
Deal Submission requirements:	Application, 2 years business tax returns, resume, business plan, current P&L, 4 months business bank statements

Rehab Financing

Collateral Required	Residential investment property
Loan Amounts	\$25,000-\$250,000
Term	Loan-to-value up to 65% of after-repaired value
Rates	8%-18%
Credit Requirements	660 FICO score or higher
Details:	Can get 100% of funds to purchase and rehab property
Deal Submission requirements:	Application, summary or work needed done, home inspection, appraisal, two years of business tax returns, contract, 3 months bank statements, 3 months pay stubs

Commercial Real Estate

Collateral Required	Commercial real estate
Loan Amounts	\$75,000- 20,000,000
Term	Up to 55% loan-to-value for refinances, up to 65% loan-to-value for purchases, 20-30 year loans
Rates	4-8%
Credit Requirements	650 FICO score
Details:	Conventional, SBA 504 available,
Deal Submission requirements:	Application, 2 years business tax returns , appraisal

Sign Financing

Collateral Required	Commercial signage
Loan Amounts	\$1,500-\$50,000
Term	3-12 months
Rates	8%-12%
Credit Requirements	620 FICO score or higher
Details:	All types of signs qualify, new businesses can qualify, security deposit equal to 2 months of payments typically required
Deal Submission requirements:	Application, sign invoice

Wrap Financing

Collateral Required	Vehicle wrap
Loan Amounts	\$1,500-\$15,000
Term	3 to 12 months

Rates	8%-12%
Credit Requirements	620 FICO score or higher
Details:	Any business can qualify, security deposit equal to 2 months of payments typically required, automobile wraps only
Deal Submission requirements:	Application, graphic wrap invoice

Floor Plan Financing

Collateral Required	Floor plan of vehicles
Loan Amounts	\$25,000-\$250,000
Term	Revolving line-of-credit
Rates	9.5%
Credit Requirements	600+ with Strong references
Details:	Loans under 250k don't require financials, financing above 250k does require business financials
Deal Submission requirements:	Application, 2 years business tax returns, current and prior income statement and balance sheet, current personal financial statement

Book of Business Financing

Collateral Required	Book of Business
Loan Amounts	borrow 2-3 times annual renewal commissions
Term	3-10 year loan
Rates	4-9% + prime rate
Credit Requirements	520 FICO or higher
Details:	Only available for insurance agents
Deal Submission requirements:	Application, summary of existing renewables