

## **WORKING WITH SOUTHEASTERN BUSINESS INTERMEDIARIES, LLC**

### **TO LOCATE FUNDING**

**Southeastern Business is working to become a leading, competitive source for a wide variety of business notes and commercial real estate specializing in arranging Permanent, Bridge, and Equity financing from \$1,000,000 to \$40,000,000 in the United States. We've developed strong relationships through a network of financial institutional and nontraditional lenders providing us the ability to structure flexible capital solutions to real estate investors, corporations, and developers.**

- - **Commercial Loans**
- - **Bridge/Hard Money Loans**
- - **International Loans**
- - **FHA/Fannie Mae Loans**

#### **Professional Representation And The Benefits in Working with SE Business**

- Maintains confidentiality
- Coordinates the key participants
- Interfaces nationwide with multiple lenders to maintain competition on rates and place the loan request with the correct lender professionals
- Keeps the players focused
- Maintains deal momentum
- Negotiates the broad strokes
- Acts as a confidant
- Meters frustration levels
- Finds the pool of potentially qualified lenders
- Facilitates the process

## Steps in Commercial Funding

- Loan Application Completion
- Financials Provided
  - 3 years P&L and balance sheet
  - YTD P&L and balance sheet
- Fee and Funding Agreement
- Overall acceptance of project (2 to 4 work days)
- Additional financial requests as outlined on application
- Place with lender (will work with 3 at a time until acceptance)
- Be prepared to provide updates and additional information as requested
- Be prepared that at time of Term Offer ( 7 to 10 work days after initial lender review and acceptance of project) that earnest money might be requested (depends on lender) Not all lenders will require earnest money to proceed
- Due Diligence to begin. Time truly depends on how fast borrower response is in providing information. Generally 45 to 60 days after final due diligence is received.

**\*\*\*\* Time can be adjusted either way depending on many factors and the above are guidelines\*\*\*\***

## NOTES OF INTEREST

- It doesn't end with the first round of gathering financial information
- Be prepared to provide the latest up to date information after a month's end or quarter's end
- Lenders are also looking at how well you are organized, consistency in numbers, explanation of line items (i.e.- why A/P is so high or why A/R so high etc.)
- How quickly you can respond builds confidence

## Top 10 Mistakes Made When Applying for a Business Loan

- 1. Not knowing your credit rating.** Before you apply for a loan, you need to know where you stand. Get copies of your credit scores from the three major credit bureaus so you will know if you're likely to get the loan approved.
- 2. Not reading the terms carefully before signing.** You should also ask questions about anything you do not fully understand.
- 3. Not locking in a rate.** Interest rates change. If you think you've found a good rate, lock it in before it goes up.
- 4. Not explaining what the loan is for.** When applying for a business loan, you need to indicate how the money will be used. Lenders want to see that you know exactly what your needs are and how this loan will meet those needs.
- 5. Making major changes.** You do not want to make significant personnel or other changes to your ongoing business structure before applying for a business loan. Lenders want to be able to see stability in how you do business and with whom.
- 6. Applying only to the most convenient lender.**
- 7. Not having your finances up-to-date.** You shouldn't apply without having the proper financial documentation. Make sure financials are up-to-date.
- 8. Failing to have some equity in the project.** Not unlike a down payment having equity in a business project significantly enhances your chances of securing a business loan.
- 9. Having no collateral.** You need to provide some collateral, should there be a default in payment.
- 10. Not having a business plan.** A business plan is essential for a lender to see your goals and specifically, how you intend to reach them. You must include all applicable supporting data, including financials.