

Business Finance Group (BFG) successfully underwrote, packaged and submitted to SBA a \$215,000 SBA 7a loan for one of the banks we provide consulting services to. The borrower, a bank customer, wanted financing to startup a women's boutique retail store. To successfully fund, we had to address the following:

1. **Startup Business with Aggressive Sales Projections**

In reviewing the initial financial forecast provided by the borrower, we determined the projections were overly aggressive based on a best-case scenario. We worked closely with the client's chief financial officer to develop financial projections we believed to be more reasonable and attainable. The bank and SBA agreed with our determination.

2. **Negotiated to Eliminate Landlord Waiver Requirement**

The bank and the borrower's landlord were at an impasse on executing an SBA required acceptable landlord's release, which provides the bank with limited right of entry onto the premises to remove business assets securing the loan in the event of loan default. Our solution was to have this requirement waived by the SBA because it would not be practical for the landlord not allow access to the property in the event of a default and indicating the type of business assets at the leased location did not have substantive collateral value.

To ensure the success of obtaining suitable business financing or business insurance for our clients, we thoroughly analyze and evaluate every transaction engagement.

We look forward to working with you and your clients, who you feel require business financing and/or business insurance to allow their businesses to successfully expand their business horizons.