

Industry Source Networks

small business financing Buildings • Heavy Equipment • Working capital

Small Businesses have been having a difficult time getting financing. National banks have been using very rigid lending standards which have precluded most businesses from getting loans. There are banks that are in the business of making loans to small businesses but most small businesses do not know how to find these banks and do not know how to organize themselves to be successful in dealing with these banks.

Industry Source Networks is a top company in the industry for matching businesses with banks. Our loan consultants use our Industry Source Loan Manager technology to help you submit your application, match you with an appropriate lender, and track the progress of your loan to maximize the probability that you are successful. Here are how the four components of the Industry Source Loan Manager works:

LOAN MANAGER

- **Industry Source Loan Organizer:**
Tells small business owners what information they need to find, analyzes the information and helps them present it to potential lenders.
- **Industry Source Loan Approver:** Takes the small business' financial information and runs it through a screening process similar to the banks and assists the business to resolve issues that a lender may find objectionable.
- **Industry Source Loan Matcher:**
Matches the small business owner to the bank that is most likely to lend them the money they need to grow their business.
- **Industry Source Loan Tracker:**
Tracks the loan application and resolves issues early in the process to maximize the chances for a quick approval.



The Industry Source Loan Manager is a tool used by our Loan Consultants on your behalf so that you get the benefits without learning a new tool. Best of all, you only pay when we successfully get you a loan.

SUCCESS STORY

A small body shop who had been refused a loan by two national banks came to Industry Source Networks seeking assistance with getting a loan for a new building for their business. First we used **LoanManager™** to help them to organize their company financial profile, identified areas that they needed to clean-up. Then we used **LoanMatch™** to identify a lender that they were previously unaware of, helped them with the application, and resolved issues during the application process for them. The business only paid our fees upon approval of the loan and we were able to get the lender to finance our fees over the term of the loan. For \$43 per month the body shop was able to get a new building for their business without having to devote a significant amount of time away from the business to get the financing.

Project: One Story building for a body shop
Location: Washington
Cost: \$400,000
Financing: \$300,000
Terms: One Story building for a body shop
Monthly loan payment: \$2,245
Comments: The fees for Industry Source Loan Manager are financed over the life of the loan and added \$43 additionally per month



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