

HOW TO QUALIFY

Credit criteria a lender may review to determine a monthly payment.

Time-in-Business Lenders prefer their applicants to have a long-standing, profitable operating history. Generally speaking, the longer a company has been in business, the more competitive its monthly payment will be.

Financial Performance Lenders like to see strong cash flow and businesses that retain reasonable portions of their profitability in the company. Generally, the more profitable and well-capitalized your company, the more competitive your monthly payment is likely to be.

Personal Pay History For privately held businesses, an owner's personal pay history is a strong indicator of the corporation's pay practices. Personal pay blemishes, bankruptcy, judgments, or liens may have an impact on your business' perceived credit risk and may result in a higher monthly payment.

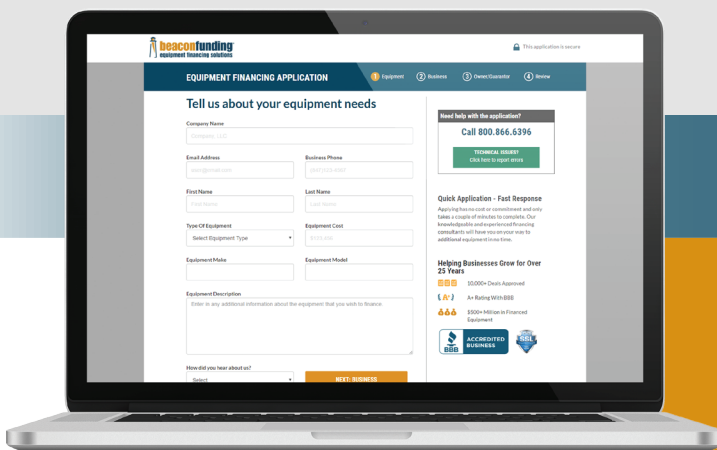
Corporate Pay History Lenders like to see a business pay bills in a consistent, timely manner. Providing a lender with viable bank and trade references for your business is an excellent way to demonstrate a strong corporate pay history.

Financing Terms Lenders typically prefer financing terms that reduce their risk. The quicker you repay your finance agreement and the larger your down payment, the more competitive your monthly payment.

Transaction Size Each lender has a comfort zone of transaction sizes in which it conducts business. Ask your lender about their preferred transaction sizes. Request too much credit and a lender may get nervous. Request too little credit and a lender may lose interest.

Equipment Lenders often have a list of equipment with which they are familiar. Ask your lender if they are comfortable with the equipment you are acquiring. In addition, reliable vendors typically sell reliable equipment, which results in satisfied users who are more apt to make their monthly payments.

Financial Reporting The more financial information you can provide your lender about your company, the easier it is for a lender to evaluate its credit risk. Accuracy and reliability in your financial reporting is also important. Providing a lender with accurate and appropriate financial information can assist your company in receiving a more competitive monthly payment.



Let's Get Started!

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www.beaconfunding.com/apply
P 847.897.2484
F 847.423.0763