

BORROWER'S BUSINESS QUESTIONNAIRE

The following questions are designed to help us understand your past, present and future business operations.

We recognize our loan terms are only viable if your business can use the capital to improve the current financial performance of your company.

We also recognize small businesses have different financial reporting capabilities than large, so feel free to answer, "I do not know" if the question is not applicable.

1) How long have you owned the company and what is your biggest business challenge at present?

2) Who are your major competitors?

3) Do you have inventory controls for tracking sales, cost of sales, and customer orders?

4) Is your present plant, office, yard and location adequate for the next 2-5 years of business growth?

5) Where is your biggest single capital need for growth?

- a. Advertising
- b. Sales Force
- c. Improvement in Local Economy
- d. Expansion Geographically (new locations)

6) Do you have a working capital line with a financial institution? If so, with whom?

7) Please list by name, address and phone number:

a. Business Lawyer

Name: _____

Address: _____

Phone: _____

b. CPA

Name: _____

Address: _____

Phone: _____

c. Banker

Name: _____

Address: _____

Phone: _____

d. Largest 5 Customers

Name: _____

Address: _____

Phone: _____

Name: _____

Address: _____

Phone: _____

Name: _____

Address: _____

Phone: _____

Name: _____

Address: _____

Phone: _____

Name: _____

Address: _____

Phone: _____

8) Do you have exclusive marketing rights for any product or any geographic area?

9) What would you have done differently in the last three years to have improved your business results.

10) Have you had your business valued? If yes, what is its market value?

11) Do you have key suppliers or customers whose departure would cause your business to fail?

12) Is there life insurance, buy-sell agreements, or any plans for continuation in the event you or others (key owners or employees) were deceased or became disabled.

13) Would you consider selling the business before filing for Bankruptcy ?

14) What is the territory for your business?

15) Is more than 30% of your gross revenue generated from a single customer?

16) Could you provide the plan or strategy for your ability to access the conventional lending industry for your capital.
