



### **What We Look For**

A loan officer will conduct a thorough review of your loan application to evaluate your qualifications for a loan. These are the questions we're likely to ask ourselves when reviewing your loan application.

#### **Management**

Do you have a successful financial track record? Do you have the education and experience necessary to run your enterprise?

#### **Credit History**

Do you and your organization meet your credit obligations responsibly? We cannot serve customers with unresolved bankruptcies or outstanding judgments.

#### **Cash Flow**

Does your income cover your expenses? If not, then you must have enough equity or net assets to cover future foreseeable losses.

#### **Collateral**

What collateral is available to secure the loan? Collateral is required in all small business loan cases, and it is especially important if your business or organization is not strong financially, is a start-up, or if the owner does not have a positive credit history. *Collateral is something pledged by a borrower to protect the interests of the lender such as real estate, vehicles, and business equipment.*

#### **Equity**

How much money can you put into the business or organization, or have you already put into the enterprise? Does your business or organization have a positive net worth through owner investment, retained earnings, or net assets?