

Small Business Development Center (SBDC)

# Enhancements to SBA Lending

# Enhancements to SBA Lending

■ 4 Step Method to help the business owner obtain financing.

1. Meet with SBDC Consultant
2. Create a **Complete** Business Plan
3. Meet with a lender
4. Decide what type of funding works best for your business.

# Enhancements to SBA Lending

## Step 1 – Meet with SBDC Consultant

The SBDC consultant will make the lending journey easier, less stressful, and more efficient for the business owner.

# Enhancements to SBA Lending

Step 2 – The business owner needs a **Complete** Business Plan to secure funding. A complete business plan includes an income statement/profit & loss report and a balance sheet report.

# Enhancements to SBA Lending

Step 3 – Have the business owner meet with a lender to obtain funding for the business. The business owner will need their business plan and other data for the meeting.

# Enhancements to SBA Lending

Step 4 – The lender and the business owner need to decide what types of financing work the best for your business.

3 General Types of funding -

- A. Conventional business loans.
- B. SBA loans – (Small Business Administration)
- C. All other types of funding/financing

# Enhancements to SBA Lending

- SBA loans – two major types.
  - A. SBA 504 Loans – these loans are funded through a Certified Development Company (CDC)
  - B. SBA 7a loans – generally funded through a bank, credit union, savings and loan institution, other misc. lenders.