



## Alabama Lender's Newsletter

End of 2004 Fiscal Year Issue

### **District Director's review of program in Alabama**

In a recent article in the Birmingham Business Journal Michael W. Ricks, the SBA Alabama District Director underscored the fact that Alabama ranks last in SBA lending among all states. Mr. Ricks emphasized several solutions including the new simpler loan programs, centralization of services, and marketing efforts to change the perceptions of potential borrowers and lenders. For a complete copy of the article go to:

<http://www.bizjournals.com/birmingham/stories/2004/08/30/story2.html>

### **New Alabama Lender's Page**

A new web link is available now on the Alabama District Office website. The new lender webpage has links to our training page, the National lender webpage, info on loan approvals, frequent contacts, pre-qualified loans, and our new lender contest. Click on the following link and add it as a favorite on your computer.

<http://www.sba.gov/al/>

### **Pre-approved SBA Loans**

How about a pre-approved SBA loan with a 75% or 85% guaranty! How does that work you ask?

Loan applications are submitted and pre-approved for a SBA guaranty by our office. You just call the intermediary to get the information and documents concerning the loan. Contact the potential borrower after you have reviewed the loan documents.

Click on the link and remember it can be accessed from your Alabama Lender's page also:

<http://www.sba.gov/al/prequal.html>

### **E-TRAN**

Virtual instantaneous loan approvals are now available to SBAExpress lenders with delegated authority. The new software allows SBAExpress lenders to use multiple methods of submitting applications to SBA and literally receive loan numbers instantaneously. This savings in time and costs while providing faster service to your borrower will be available to PLP and 504 lenders in the future.

To learn more go to:

<http://www.sba.gov/banking/modernization.html>

### **Wednesday Conference Call**

Need to ensure you and your staff remains up-to-date on SBA. Our office experimented with a weekly conference call this summer and is now making it a permanent tool to provide you better service. Every Wednesday at 9:00 am (CST) we will conduct a conference call limited to five to ten minutes where you can receive updates on SBA and ask questions of our staff.

Just call 1-866-740-1260 and enter the access code 3045902 to join in the call.

Make it a part of your weekly staff or loan committee meeting.

**\*Remember to access links click the control and enter keys**