TOP Reasons for Screen Outs on Originating SBA Loans

Incomplete or Missing
   Form 1919 and 1920 Incomplete or not signed
   Credit Memo Incomplete
      Affiliate financials missing
   Business Debt Schedule Incomplete
   Historical Financials Incomplete or Need Clarification
   Outside Income Verification Needed
   Derogatory Credit - Explanation Needed
   Working Capital Request - Justification Needed
   Collateral Shortfall – Real Estate Available
   Possible Affiliates - Clarification Required
   Life Insurance not addressed
   Historical Financials Missing
   Pro-forma Balance Sheet Missing
   Personal Financial Statement Incomplete

Refinancing
   Copy of Notes to be Refinanced Missing
   Missing Transcripts for Same Institution Debt
   10% Improvement to Cash Flow Not Met

Business Acquisition
   Purchase Agreement for Business Needed
   Lender's Internal Business Valuation Missing
   Independent Business Valuation Missing

Franchise
   Franchise Agreement and FDD Needed
   Certificate of Franchise Documents Needed
   Fuel Supply / Jobber Agreement Needed

Other
   Real Estate Purchase Agreement Needed
   Unclear Use of Proceeds