

SBA TOP REASONS FOR GENERAL 7(a) SCREEN OUTS

1	Credit Memo Incomplete	13.3%
2	Form 1920 Incomplete	12.8%
3	Form 1919 Incomplete	8.5%
4	Copy of Notes to be Refinanced Missing	7.6%
5	Other Item/Issue Incomplete	7.0%
6	Life Insurance Not Addressed	5.2%
7	Personal Financial Statement Incomplete	5.0%
8	Derogatory Credit - Explanation Needed	4.0%
9	Collateral Shortfall - Real Estate Available	3.9%
10	Pro-forma Balance Sheet Missing	3.1%
11	Purchase Agreement For Business Needed	3.1%
12	Independent Business Valuation Missing	2.8%
13	Form 1919 Missing	2.7%
14	Certificate of Franchise Documents Needed	2.6%
15	Affiliate financials Missing	2.6%
16	Business Debt Schedule Incomplete	2.4%
17	Historical Financials Incomplete or Need Clarification	2.2%
18	Outside Income Verification Needed	2.2%
19	Working Capital Request -Justification Needed	2.1%
20	Historical Financials Missing	2.0%
21	Life Insurance Not Addressed	1.1%
22	Lender's Internal Business Valuation Missing	0.9%
23	Franchise Agreement and FDD Needed	0.7%
24	Possible Affiliates - Clarification Required	0.4%
25	Transcripts for Same Institution Debt Refinance Needed	0.4%
26	Real Estate Purchase Agreement Needed	0.4%
27	Unclear Use of Proceeds	0.4%
28	10% Improvement to Cash Flow Not Met	0.3%
29	Fuel Supply / Jobber Agreement Needed	0.3%