Removing Barriers to Small Business Lending

October 14 – December 12, 2014
Detroit, MI

For over sixty years the U.S. Small Business Administration has helped small businesses start, grow and succeed. **Getting to *Yes!*** provides an innovative solution to an age-old problem...increasing access to capital.

In as little as 7-8 weeks, this challenging fast-track program will help you to complete your loan package and submit it to a variety of lenders of your choice.

Comprehensive Preparation

Getting to *Yes!* will prepare you to meet with lenders and apply for financing. The program is based on a four phases – ***Education, Consultation, Mock Loan Presentation,*** and ***Meet the Lenders***. You'll learn how to develop your business plan, conduct market research, develop financial projections, and assemble the critical elements of a loan package. Training sessions will teach you about commercial credit, SBA loan products, and how best to present a loan request to a lender. You will also get the opportunity to practice pitching your loan request to a "mock" loan committee and receive critical feedback designed to improve your chances for loan approval. Finally, when you're ready you will meet privately with a variety of lenders of your choice and present your loan proposal.

Who Can Participate

- ❑ Small businesses in need of financing to support growth
- ❑ Successful two-years of profitable business operations
- ❑ Agree and commit to completing each phase of the program
- ❑ Apply and be selected for the program
- ❑ Businesses must be located in Detroit, Hamtramck, Highland Park, or Pontiac.

"It was a great experience to have multiple opportunities to pitch to different lenders—this was the most beneficial aspect. I couldn't have asked for a more helpful collection of people to offer guidance, including the staff at the SBA Michigan District Office. I had an amazing mentor and counselor."
- Alex Riley, *President, Merit Hall Staffing*

Application Submission

Complete and submit your application by the October 3, 2014 deadline.

Please visit **www.sba.gov/mi** to obtain and complete the required documents and receive additional instructions. If you have questions or need more information, please contact Catherine Gase, SBA Lead Economic Development Specialist at **(313) 324-3609** or email her at **catherine.gase@sba.gov**.

SBA
U.S. Small Business Administration

Four Phases of Getting To *Yes!*

Phase One: *Education*

Getting to *Yes!* *Orientation & TEAM SBA* • October 14, 2014 • 9:00 a.m. -1:00 p.m.

Attend a **Getting to *Yes!*** *Orientation and TEAM SBA* Financing Roundtable with SBA funded consultants, SBA Lender Relations Specialists and a commercial loan officer. Learn about the commercial lending process, how lenders analyze a loan application and make loan decisions. Meet your consultant, schedule your first meeting, and discuss your specific loan requirements.

Blue Sheet Ready Training • October 28, 2014 • 9:30 a.m. to 12:00 p.m.

The "Blue Sheet" is a traditional banking document used by lenders to compile all the key financial data for a loan request. This session will explain how lenders really evaluate a loan request and give you a view from the other side of the desk.

Phase Two: *Consultation* • October 14 to December 12, 2014 • By appointment

Meet with your consultant to assess your financing needs, review your credit history, financial statements, and tax returns. Write your business plan and develop your loan proposal. Determine which lending institutions are best suited for your particular loan request. Develop financial projections for two years and include assumptions for your projections based on market research.

Complete your Blue Sheet and finalize all documents. Practice your pitch with your consultant to identify and highlight key factors in your loan request.

Phase Three: *Mock Loan Presentation* • November 18, 2014 • By appointment

Present your loan proposal to a committee of commercial lending experts and receive feedback on your proposal during a 30 minute appointment. This session is intended to be a simulation of an actual loan committee meeting.

Phase Four: *Meet the Lenders* • December 12, 2014 • By appointment

Participate in *Meet the Lenders* during which you will meet privately with a variety of conventional and non-conventional lending institutions of your choosing and present your loan proposal.

"Getting to *Yes!* gave me access to 13 lenders in one day. That's something I would not have had without the program."

- Domenic Maiuri, *CFO*
Nora Contracting

For Further Information

For more information, please contact Catherine Gase, SBA Lead Economic Development Specialist at **(313) 324-3609** or email her at **catherine.gase@sba.gov**.

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