



# UNSECURED SMALL BUSINESS LOANS



PRESENTATION BY: CANADIAN FINANCIAL

# HISTORY OF THE INDUSTRY

Due to lack of financing available from banks to small-mid size businesses, secondary lender programs were introduced in the early 1990's. It wasn't truly popular until the late 1990's in the United States, and it finally made it to Canada just before the financial collapse of 2007.

As of 2013, the industry was estimated to be funding at least \$3 billion a year to small businesses. In 2016 it is more than \$8 billion dollars and growing.

Prime Industries: Restaurants, Retail, Wholesale, Auto Repair Shops, Hotels and Motels, Pubs, Corner Stores, Salons and Spas.

# WHY CHOOSE US?



- We cater to mid-to-small size Canadian businesses only
- Banks do not provide financing to businesses operating less than 3 years. We can provide fresh businesses as young as 6 months with financing solutions
- No collateral/liens required for funding - Unsecured
- Financing cycle range is anywhere between 5 to 7 business days
- Credit scores as low as 500 accepted (banks 700+)
- Gross revenue as low as \$5,000 accepted and maximum funding up to \$500K
- Way less documentation and red tape
- Variable repayment options directly in line with sales cycle
- No penalties or late payments charges.

# Why Work With Us..

- Additional Revenue Source
- You become your client's source for all business needs
- Unsecured Financing
- Fast & Easy Turn Around
- Great Customer Service
- Supporting Local Business



# What's an unsecured term loan?

Unsecured financing - No collateral/liens required for funding being provided to merchants

- Always in line with the Merchant's sales cycle
- Costs known from day 1 of borrowing - No surprises!
- No fixed terms / late payment charges
- Cost of borrowing 100% write off on the Merchant's taxes
- It can be paid back at any point in the time resulting in a 10% discount of the outstanding balance
- Eligibility for a renewal after every 30-35% of repayment

05/08

## Example of Unsecured Term Loan

Monthly Gross Revenue

\$100,000

Eligibility 80-100% of Monthly Revenue

\$80,000 - \$100,000

## Includes

- Slow Month Protection
- Payment relief without penalties
- Eligibility for capital injections after partial repayment keeping the payments the same
- Open term loan with early payout incentives

# What's a Merchant Flex Advance?

- Fixed payment structure (Monday to Friday) OR Weekly payment options
- Terms range from 12-15 Months
- Unsecure Financing - No Collateral/Liens required for funding being provided to merchants
- 100% write off on your taxes
- Renewal eligibility after 35-40% of repayment
- 10% discount of the outstanding balance
- Protection during low months

Avg. monthly revenue: **\$100,000**

Offer from underwriter:

**$\$100,00 \times 1.20x = \$120,000$**

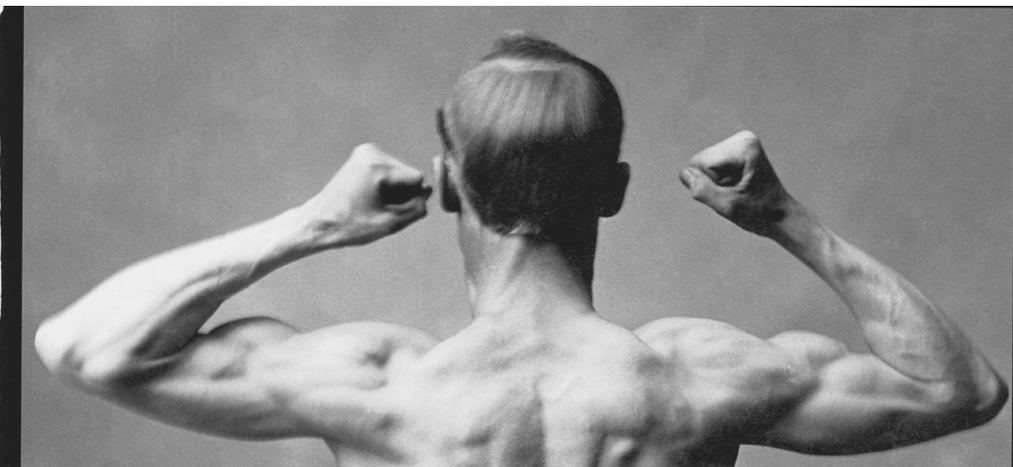
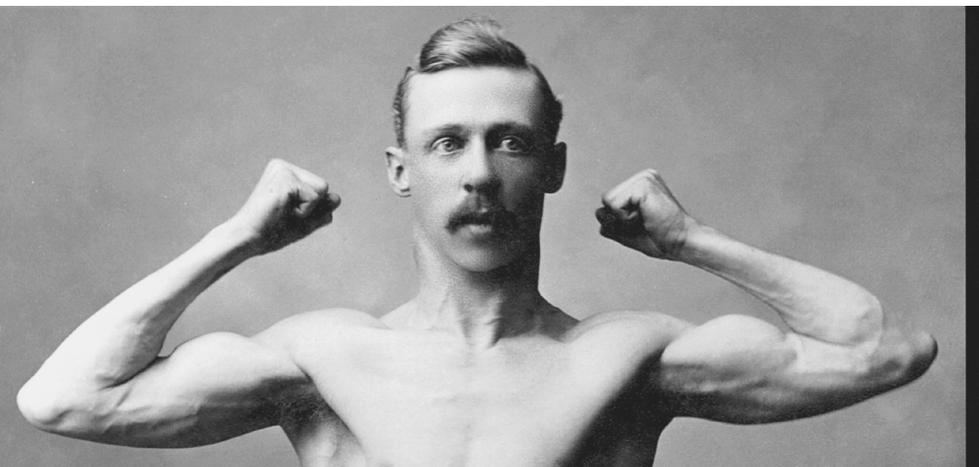
12 month term - 10% Max - **\$2500 Weekly**

**$\$2500 \times 4 = \$10,000$  (Monthly)**

Revenue drop in Jan to **\$50,000**

Monthly amount collected **\$10,000** which is now **20%** of their revenue

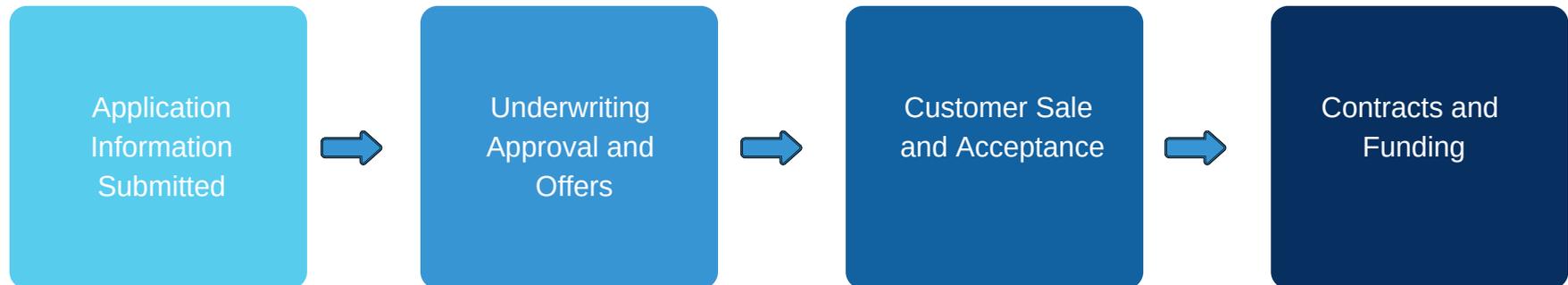
**\$5,000** will be refunded to the client as **\$5K** of the **\$50K** is **10%** of their overall revenue



# The Breakdown

Credit decisions within 2 Business Days of Full Application/Information Receipt

Funding within 2-3 Business Days of Customer Care Acceptance & Contracts



## Agent Collects & Submits

- Signed Application, One Page
- 6 Months Bank Statements
- 6 Months Processor or Log-In (Flex Only)
- Financial Statements (If = > \$80K)

## Offer Provided

- Agent to review with customer

## Customer Accepts

- Documents collection, reference calls and remaining items are collected

## Agreement Signed

- Agreements sent via DocuSign Digital Signatures
- Funded directly into merchant business account

# Let's Do This!

[WWW.CANADIANFINANCIALGROUPOFCOMPANIES.CA](http://WWW.CANADIANFINANCIALGROUPOFCOMPANIES.CA)



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