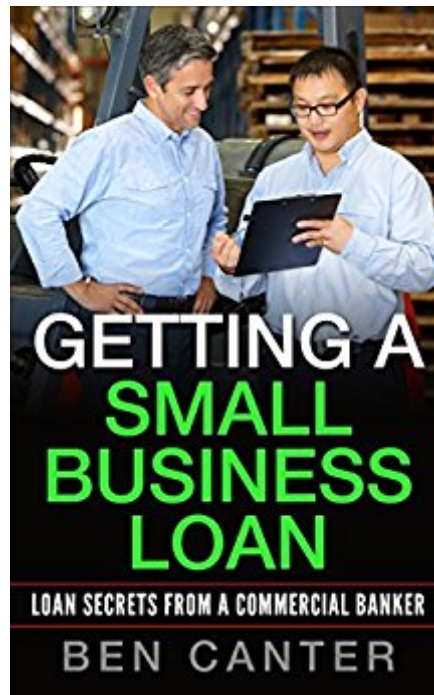




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Getting A Small Business Loan: Loan Secrets From A Commercial Banker



Synopsis

Business funding can make or break your company - don't leave it to chance! Æ GETTING A SMALL BUSINESS LOAN is the perfect primer for the first time borrower and a great resource for even experienced business owners. The author is an experienced commercial lender who has made hundreds of millions of dollars in loans to business owners and entrepreneurs for decades. Æ This book provides the tricks and trade secrets you need to know to get your business loan approved. The topics covered in GETTING A SMALL BUSINESS LOAN include: Small banks vs. large banks - which is right for your business? Local banks vs. national banks - which gives you the best chance of success? What your bank doesn't want you to know. How to read financial statements like your banker. Which ratios are key to your success and how to understand them. 82% of businesses that fail do so because of inadequate funding. Æ GETTING A SMALL BUSINESS LOAN will show you how to make sure you have the best chance to get funded. Every day across the country, business owners struggle to make ends meet. Æ More and more investment in business infrastructure is needed to keep up with increased efficiencies in almost every industry. Æ Small businesses are at a disadvantage. Æ You can give yourself the best possible chance for success with GETTING A SMALL BUSINESS LOAN. By implementing the information contained in this book, you'll find the right banks to approach for your loan, understand what your banker is looking for, and learn how to speak his language to get the loan your business needs. After reading GETTING A SMALL BUSINESS LOAN, one banker commented, "If every business owner read and understood this book, we'd see approval rates shoot up from 20% to 80% overnight. Æ All the tools they need for approval are right there!" Do you want to: Invest in your business to increase profits? Grow your income and make your business work for you? Feel confident when you're talking to your banker? Understand exactly what banks want in order to get approved? This book covers all of these topics and more. Æ Be prepared for success by learning the secrets to getting your loan approved.

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