BUSINESS FINANCING TIMELINE

WE HAVE ESTABLISHED OUR BUSINESS FINANCING SERVICES TO BE FLEXIBLE TO MEET YOUR INDIVIDUAL BUSINESS NEEDS

If you are an owner of a funeral home or cemetery looking to expand, acquire a new location, or implement a succession plan, you need capital. The Foresight Companies can get you the financing you require for all your business needs. We have developed strong relationships with lenders and understand the unique needs of our clients. Our reputation and experience for creating business financing solutions has provided millions of dollars to help both funeral homes and cemeteries grow.

Step One: Initial Contact

Within 24 Hours

Client Expectations

Initial contact between Client and Foresight

Project discussion

Return Financing Agreement and Professional Fee

Complete submission of **Data Request**

Sources for Delay

Incomplete data

Unsigned Agreement/ **Payment**

Important Documents

Financing Data Request

Step Two: **Lender Package**

5-10 Business Days

Client Expectations

Financing package prepared

Presenting the story of the borrower and the figures

Review and submission of lending package to multiple lenders

Sources for Delay

Structure issues

Incomplete information

Client Sign-off on Lender Package

Step Three: Lender Bid **Process**

5-10 Business Days

Client Expectations

Review and compare Lenders

Call volume analysis

Select Lender

Sources for Delay

Lender feedback and/or **auestions**

Structure issues

Important Documents

Signed Proposal Letter

Step Four: **Underwriting**

5-10 Business Days

Client Expectations

Authenticating numbers

Memo created to be sent to credit committee for review

Site Visit

Sources for Delay

Business Documents

Lack of follow-up

Important Documents

Completed underwriter file

Step Five: Credit

48 Hours

Client Expectations

Credit department review of credit memo

Approval received

Commitment Letter sent

Step Six: Closing

45-60 Business Days

Client Expectations

Transferring approved loan to funding

Prepare Lender/SBA documents

Work with Advisor

Present closing checklist

Establish necessary loan requirements

Sources for Delay

State approvals Life insurance Liability insurance Title Legal team Purchase Contracts and Seller Note Appraisal Licensing

Step Seven: Your Funding Date

Client Expectations

Loan is financed Initiate partnership with your Client Advisory Manager (your contact for the lifespan of your loan)

