

# Business Financing Timeline

FORESIGHT HAS ESTABLISHED OUR BUSINESS REPRESENTATION SERVICES TO BE A COLLABORATIVE EFFORT TO MEET YOUR BUSINESS GOALS

If you are an owner of a funeral home or cemetery looking to expand, acquire a new location, add a crematory or building, you need capital. Foresight can help you secure 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:	STEP TWO:	STEP THREE:	STEP FOUR:	STEP FIVE:	STEP SIX:	STEP SEVEN:
<b>Initial Contact</b> <i>Within 24 Hours</i>	<b>Lender Package</b> <i>5-10 Business Days</i>	<b>Lender Bid Process</b> <i>5-10 Business Days</i>	<b>Underwriting</b> <i>5-10 Business Days</i>	<b>Credit</b> <i>48 Hours</i>	<b>Closing</b> <i>60-90 Business Days</i>	<b>Your Funding Date</b>
<b>Client Expectations</b> <ul style="list-style-type: none"> <li>Initial contact between Client and Foresight</li> <li>Project discussion</li> <li>Return Financing Agreement and Professional Fee</li> <li>Complete submission of Data Request</li> </ul>	<b>Client Expectations</b> <ul style="list-style-type: none"> <li>Financing package prepared</li> <li>Presenting the story of the borrower and the figures</li> <li>Review and submission of lending package to multiple lenders</li> </ul>	<b>Client Expectations</b> <ul style="list-style-type: none"> <li>Review and compare Lenders</li> <li>Call volume analysis</li> <li>Select Lender</li> </ul>	<b>Client Expectations</b> <ul style="list-style-type: none"> <li>Authenticating numbers</li> <li>Memo created to be sent to credit committee for review</li> <li>Site Visit</li> </ul>	<b>Client Expectations</b> <ul style="list-style-type: none"> <li>Credit department review of credit memo</li> <li>Approval received</li> <li>Commitment Letter sent</li> </ul>	<b>Client Expectations</b> <ul style="list-style-type: none"> <li>Transferring approved loan to funding</li> <li>Prepare Lender/SBA documents</li> <li>Work with Advisor</li> <li>Present closing checklist</li> <li>Establish necessary loan requirements</li> </ul>	<b>Client Expectations</b> <ul style="list-style-type: none"> <li>Loan is financed</li> <li>Initiate partnership with your Client Advisory Manager (<i>your contact for the lifespan of your loan</i>)</li> </ul>
<b>Sources for Delay</b> <ul style="list-style-type: none"> <li>Incomplete data</li> <li>Unsigned Agreement</li> <li>Payment</li> </ul>	<b>Sources for Delay</b> <ul style="list-style-type: none"> <li>Structure issues</li> <li>Incomplete information</li> <li>Client Sign-off on Lender Package</li> </ul>	<b>Sources for Delay</b> <ul style="list-style-type: none"> <li>Lender feedback and/or questions</li> <li>Structure issues</li> </ul>	<b>Sources for Delay</b> <ul style="list-style-type: none"> <li>Business Documents</li> <li>Lack of follow-up</li> </ul>		<b>Sources for Delay</b> <ul style="list-style-type: none"> <li>State approvals</li> <li>Life insurance</li> <li>Liability insurance</li> <li>Title</li> <li>Legal team</li> <li>Purchase Contracts and Seller Note</li> <li>Appraisal</li> <li>Licensing</li> </ul>	
<b>Important Documents</b> <ul style="list-style-type: none"> <li>Financing Data Request</li> </ul>		<b>Important Documents</b> <ul style="list-style-type: none"> <li>Signed Proposal Letter</li> </ul>	<b>Important Documents</b> <ul style="list-style-type: none"> <li>Completed underwriter file</li> </ul>			

