

Preparing for a Credit Request

By:

BB&T

Small Business Development Officer

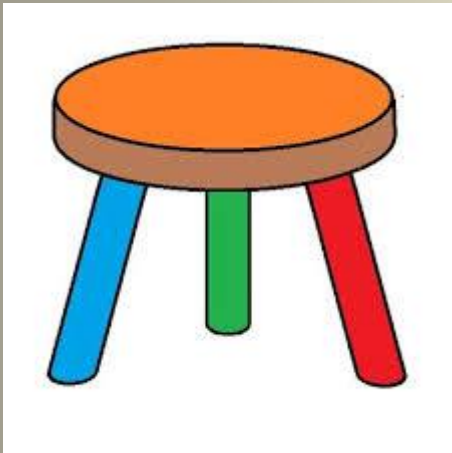
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BB&T

- Who is BB&T
- Who Am I?
- Our Mission-To Make the World a Better Place to Live by
- We Serve our clients in 5 key areas:
 - Banking
 - Insurance
 - Credit Products
 - Employee Benefits
 - Personal Financial Needs

Think of Credit As a 3-Legged Stool



- Credit
- Capacity

Collateral (contracts, autos,
equipment, property)

The 5 C's of Credit

- Character
- Capacity
- Collateral
- Capital
- condition

- **The Essential Financial Statements and documents for Your Small Business:**

- Balance Sheet
- PNL
- Cash Flow Statement
- Complete personal and business tax returns typically 2 years worth

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REQUIRED FINANCIAL INFORMATION

CHECKLIST

- THE FOLLOWING INFORMATION IS REQUIRED TO UNDERWRITE YOUR BUSINESS LOAN/LINE REQUEST FOR EACH GUARANTOR:
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- Personal Financial Statement for all guarantors (*please complete attached interactive*)
- Copy of Most Recent Bank and Investment Statements (Non-BBT)
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- All guarantors must provide 2014, & 2015 Personal Tax Returns with W-2/1099 verification
- 2014, & 2015 Corporate Tax Returns (for all business), if there are no returns available please provide the YTD business financial statements.
- 2016 YTD Internal Profit & Loss Statement
- 2016 YTD Internal Balance Sheet
- Purchase contract for property
- Organizational Documents (LLC: Articles of Organization & Operating Agreement or Corporation: Articles of Inc. & By-Laws).
- Business Application (attached)