

LUNCH N LEARN

IFA WEBINAR SERIES

Unlocking the SBA Puzzle

Why Your Loan Didn't Close & How to Fix It

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Today's Featured Speakers



Reg Byrd
President, SBA & Bank Financing
Benetrends Financial



Robin Washienko
SBA National Sales Director &
Senior Vice President
The Huntington National Bank

SBA Loans in Today's Lending Environment

Navigating the Shifting Landscape

- Current State of SBA Loans
- Recent Changes in SBA Policies
 - Small loans increase to \$500,000
 - Streamlining Equity Injections & Sourcing
- Market Trends and Opportunities
- Banking Relationships

Challenges in Closing SBA Loans

- **Overcoming Hurdles for Success:**
 - Insufficient Documentation
 - The Importance of Comprehensive Paperwork
 - Credit and Financial Profile
 - Addressing Credit Score and Financial Health
 - Business Plan & Feasibility
 - Developing a Solid Business Strategy

Evaluating SBA Loans

Weighing the Benefits and Considerations

- **Pros:**
 - Lower interest Rates
 - Long Repayment Terms
 - Access to Capital for Startups
- **Cons:**
 - Stringent Qualification Requirements
 - Longer Approval Timelines
 - Collateral and Personal Guarantees



Why Having an SBA Partner Matters

Enhancing Your Brand's Financing Strategy

- Expertise in SBA Loan Processing
- Faster Approval and Fewer Hurdles
- Strategic Guidance for Success

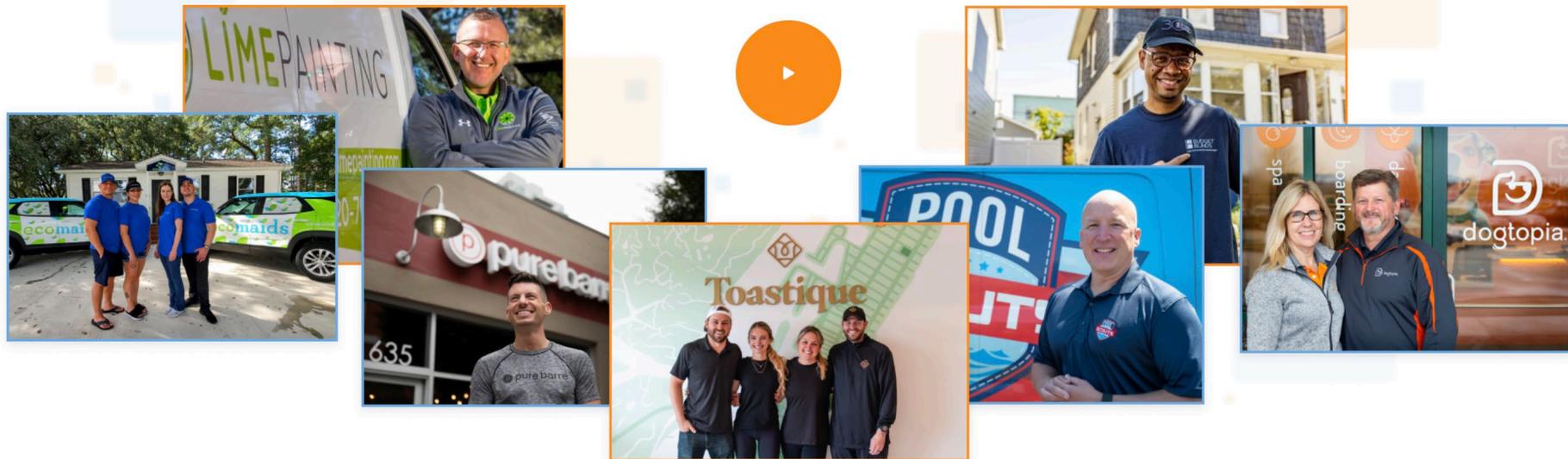


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Transforming Dreams into Businesses

Accelerate your journey from dream to reality with Benetrends Financial. We offer swift, cost-effective, and tailored funding solutions to breathe life into your small business or startup. Our team of experts employs innovative strategies to secure the optimal funding you need, propelling your ideas into sustainable entrepreneurial success. With Benetrends Financial, we're not just funding your business, we're transforming dreams into thriving enterprises.



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Reg Byrd



Robin Washienko



Questions?

Thank you for attending!