

WARNING: Don't Choose a Mortgage Lender until you read this FREE Report!

6 Questions Commercial Lenders Hate!

There are thousands of commercial mortgage brokers in America. In some states, you don't even need a license or any experience to originate mortgages. So how can you be assured you're working with the right lender?

Because of the large number of choices you will have when you go to obtain a commercial mortgage loan, you need to ask some specific questions before choosing a lender. Asking the right questions will help you find a lender who will offer you great service and competitive terms. It might also help you avoid a mortgage scam. If you have watched a newscast or read a newspaper in the last year, you already know this is the unfortunate reality you may face in today's world. That's why you need to have the confidence you are working with the right lender. It's important now, more than ever that you establish a relationship with a lending partner that will tell you the truth and not what you want to hear, only to be surprised when you're at the closing table and it's too late. Remember, as the client, you are in the driver's seat. This is your chance to ask the important questions.

Interview your commercial mortgage lender using the questions below:

Question #1: Why Should I Choose YOU as my Commercial Mortgage Lender?

All commercial mortgage companies say the same thing. "We have the best service." "We offer the lowest rates." The truth is most mortgage companies already have the ability to offer decent service and good enough terms...if they choose to. This is why you need to be looking for something unique.

Ask yourself this question: "What can this lender give me that no one else can?" You should look for a lender who offers special services that go above and beyond the call of duty.

For instance, do they offer services like the ability to shop hundreds of loan programs for you? Will one of those options be the best fit and save me time and money? We provide every client with our easy to understand, [Biz Loan Planning Package](#) to guide you throughout the entire loan process from the application to the closing table. Our Commercial Loan Specialists provide the highest levels of communication you will find in the industry. Based on national surveys, when a borrower cancels a loan in process, the number one reason they give is that they were confused about the status or loan process due to poor communication skills from their lender. Keeping our clients involved in the process is not rocket science; it's just old fashioned good business...which sometimes seems to be a forgotten art these days. Every one of our Loan Specialists is 100% committed to constant communication and ensuring you understand and are comfortable with the process. We also give away FREE reports to help your business and provide useful forms to help keep your business organized and on track. We offer FREE individualized coaching sessions, credit reports and pre-approval services. We guarantee not just good service, but "Exceptional Service" at the most competitive terms available for your specific loan needs. Does the lender you are currently interviewing offer this value proposition?

Question #2: Is the lender you are interviewing trying to push you into his “favorite” (aka – most profitable) loan program or is he really doing what’s best for me?

The bottom line is that you can go to a direct retail lender for your loan but the reality is that even though they may be able to offer you a solution, it will be at their rates and on their terms. Yes, you can spend weeks or months on end researching 100’s of lenders on the internet, apply with each of them, have them all pull your credit, weed through all their fine print, and then determine who has the best offer...OR you can simply [apply now](#) with Biz Money Lending (who will do all of that work for you) and focus your time and energy on increasing the profitability of your business. Since we have immediate access and a comprehensive working knowledge of the vast number of [loan programs](#) available will find the best fit for you and save you time and money. Since we can provide you access to all loan solutions, we are not bound by any corporate quotas or “pet” loan programs that provide the highest amount of corporate profits. We are a nationwide lender that has built its business on quality service and loan volume. Our company philosophy has always been to build a long term relationship with you through a win-win approach. Direct retail lenders cannot make this claim and that’s why you will win big with the “Biz Money Advantage”!

Question #3: How long will my loan be in Process?

When you [apply for a loan](#) and get approved, the [loan process](#) is just getting started. The Time between your application date and your closing date is called the “in-process period”. This is when your loan documents are being prepared, processed, underwritten and closed. After this process is complete, your loan will fund. The speed of the in-process period varies from lender to lender and can also be affected by other factors such as the type of loan you choose and how quickly you provide information to the lender. Most commercial loans are processed and funded in 45 days or less. You should inquire with your lender to determine how long it will take to process and fund your loan.

Biz Money Lending also offers our new “[Speed-Close](#)” option. If you have been waiting on another lender to approve your loan and in fear of missing your closing date, we can save the day with this fast-track program. If you have a business emergency and need to pull equity out of your business in a hurry, this is the fastest way to get your cash-out in the industry. Our “[Speed-Close](#)” guarantees you will receive loan funding in 14 days. You won’t find this option at your local bank or community lender!

Question #4: What Loan Rate do I qualify for?

Lenders love to run ads in newspapers, on TV and radio bragging about their super-low rates. Unfortunately, these rates aren’t all they’re cracked up to be. The rates you see in these advertisements are always based on the best-case scenario. They often require that you pay additional up-front fees and that you possess a perfect credit and business income history in most cases.

This is why it is impossible to post accurate rates on a website. It is a huge disservice to you when predatory lenders bait you with the lower rates than are available without knowing if you qualify for them. This only serves to get your hopes up for a rate you don’t [qualify](#) for. It only makes it harder to digest the reality of what the market has to offer. Unlike in residential lending where rates have become more commoditized, rates in commercial lending are much more specialized to suit the plethora of loan scenarios

out there. In commercial lending rates are derived from a much more complex set of criteria such as credit history, loan amount, loan type, loan terms, loan to value, property market value, property type and best use, debt service coverage ratio/debt to income ratio, business experience level, environmental impact issue, etc., etc....the list goes on and on.

Hundreds of [loan programs](#) are available and your rate will also depend upon which program you choose. Choosing the wrong program might get you a great interest rate, but cost you tens of thousands dollars in the long-run for other various reasons.

This is why we prefer to first perform a needs analysis, develop a strategic plan based on your long and short term financial goals, and then recommend a program that has not only a low rate, but that will also help you achieve your stated goals.

Schedule a FREE consultation with us today by clicking "[Quick Quote](#)".

Question #5: What is your lenders track record?

Any reputable lender should be able to provide you with a list of testimonials of previously satisfied clients. Some lenders might even be able to show you past-client surveys to prove how good their service was. Ask your lender to provide you testimonials. Be aware however, that lenders will claim they are not allowed to let you contact previous clients directly for confidentiality reasons. While technically this may be true, they should be able to come up with some referrals you can talk with. If not, consider that a huge red flag.

Question #6: Can your lender guarantee the lowest overall cost for your specific loan?

Unlike residential lenders, it is not required by law for commercial lenders to provide a closing cost estimate. You should ask any lender you speak with for an estimate that clearly states, in writing, what closing costs to expect.

If they can't provide you such an estimate in writing, then you should find another lender. Biz Money Lending provides a closing cost estimate on every loan.

For straight answers to these tough questions and more information, schedule a pre-approval or application appointment today by dialing (877) BIZ-MONEY or you can get started now by clicking "[Quick Quote](#)".