

# 7 Big Mistakes of Commercial Loan Applicants

Biz Money Lending congratulates you for making the time to request this FREE report! [Avoiding the most common mistakes of other commercial real estate loan applicants will save you time and money!!](#)

Buying a commercial property can be a major event in any real estate investor's life – especially if it's your first time through the process! It is important that you understand how the commercial property [loan application](#) and approval process works, what it takes to be prepared, and how to separate [the facts from fiction!](#)

First, we would like to tell you a little about Biz Money Lending.

Like most small business and commercial property owners, you may assume that a bank is the only place to go when your business needs cash. And like others, you may already have experienced the frustration of all the **red tape** involved with applying for a **bank loan**.

Let us show you why choosing a commercial lender is about much more than just the rate and terms. It's also about getting a high level of prompt and comprehensive advice needed to get the deal done [on time](#) and with the [best available conditions](#) for which you qualify. Working with Biz Money Lending will ensure that you are served in the most professional and efficient manner.

**Here are TWO BIG REASONS to choose Biz Money Lending as your commercial lender:**

## **SERVICE**

Our Commercial Loan Specialists know that the most important element in helping you is to provide options that help integrate the optimum [loan program](#) into your overall financial plans. Having the right commercial loan can help you minimize taxes/interest expenses and greatly improve cash flow. Our commitment to [excellent customer service](#) insures that your calls are returned promptly and ALL promises are kept throughout the [loan process](#).

## **FLEXIBILITY**

Biz Money Lending offers many unique loan programs to meet your specific needs. . .

[Easy-Doc™](#) : Discover how quick and easy obtaining a commercial loan can be without verifying your income and assets with our Easy-Doc Program.

[Smart-Rate™](#) : Find out how to qualify for the best rate and terms available with our full documentation loan. Check out our Smart-Rate Program!

[Flex-Saver™](#) : Concerned about out of pocket closing costs? Our Flex-Saver Program offers cash-savings on no and low closing cost options.

Speed-Close™ : Time is money so close your purchase, refinance or cash-out commercial loan in as little as 14 days with the benefit of our Speed-Close option.

Commercial real estate can be a great source of active or passive income and wealth development. We have helped many real estate investors analyze their properties from a lender standpoint, acquire those properties, and reposition their financing for maximum benefit. As a result, we've learned from their mistakes and have compiled "**7 BIG Mistakes of Commercial Loan Applicants**". Even the most experienced investors make these time and time again when applying for commercial real estate financing. My Father once told me "a smart man learns from his own mistakes but a genius learns from others mistakes." Unfortunately I didn't become the certifiable genius he had hoped for but I did get his point. Knowing how to avoid others' past mistakes will not only make your loan process go more smoothly but it will probably increase your returns and help you reach your goals faster.

## **Mistake #1**

### **Failing to Examine and Repair Any Credit Problems Prior to Applying For Your Loan**

As with any other loan, your credit plays a major role in obtaining financing, how much financing you actually qualify for and how favorable an interest rate you'll get on the loan. The fact is that most people don't pay close enough attention to or monitor their credit file on a regular basis. If you're going to invest in real estate, this great habit is an absolute must! Be sure to ask your Commercial Loan Specialist for a copy of your credit report whenever [applying for a loan](#).

#### **"What is good credit?"**

Good credit for a commercial investor usually means a person has about twelve to fifteen solid pieces of seasoned credit with several real estate loans either showing as active or having been paid off successfully. For example, car loans, current mortgages, and charge cards which are at least two years old and show **no** late payments. Granted, not everyone is perfect (in fact, very few are!) and we all have our ups and downs so don't be worried if you have a few 30-day late payments or some old collection accounts on your credit report. Today's credit reporting agencies use a complex method of evaluating credit patterns which is distilled into and issued as a "FICO Score". The higher the credit score, the less risk there is that a borrower is likely to default on a loan.

While this process, called "scoring" is in full use for residential loans, the commercial lenders are only recently starting to adopt it. There is a trend to use them by certain non-bank lenders for loans less than \$2,000,000 or so. Most underwriters (the people who will approve your loan) and underwriting systems that review your track record are looking for **trends**. In other words, they're looking for a history or recent pattern of good or bad credit. Isolated incidents should not affect your ability to get a loan so don't let that discourage you from applying.

#### **"Can I Repair My Credit?"**

In most cases, a simple letter or phone call to the credit card company or business that originally gave you the "derogatory" can put you on the right track to having that

“derogatory” removed from your report. It may not even be necessary though, based upon your **recent** credit patterns! Sometimes they’ll require you to pay off the balance of your debt or send in a letter explaining why you were late with your payment. **Don’t** pay any creditor off without talking to Commercial Loan Specialist first! You may be surprised about what you find out and **not** have to pay it off just to qualify for the loan. However, if you have a **recent** history of multiple late payments you may have to let time take its course to allow new timely payments to move your score high enough to qualify (although there might be trick or two your Commercial Loan Specialist can assist you with). Your Commercial Loan Specialist can help you determine what needs to be done with a **quick review** of your credit report...at no **cost or obligation to you** of course. Remember, they cannot make a living by turning your loan down so trust them to help you with this as they are on your side!

There are tons of scenarios I could review here, but I think it’s important you walk away with two key thoughts on this: 1) Your credit can make or break your ability to acquire a loan; and 2) you must know what is on your credit report and your credit score, then begin to examine and/or repair any credit problems immediately.

### **“What role does my investment history or business experience play?”**

Your investment history will play an important role in whether or not a lender will want to finance your next property. Bear in mind, commercial property loans are considered to be higher risk than residential. However, if you have a proven track record then you are more likely to get your loan approved.

## **Mistake #2**

### **Not Having Your Income and Asset Paperwork in the Right Format for the Right Lender**

I see a lot of real estate investors take the loan paperwork for granted. **BIG mistake!!!** Remember: You’re trying to borrow **hundreds of thousands** or **millions** of dollars. You need to make a **GREAT** first impression. We are confident that the overwhelming majority of clients we meet are all great people but...unfortunately they don’t get to take the underwriter to lunch so they can see for themselves what nice people they are. The only representation of you they have are the paper documents you submit to represent your ability and willingness to repay the loan. If the underwriter reviews a file submitted as Full-Doc, only to see it is incomplete then guess what??? Those individuals have a significantly reduced chance of being approved. We’ve all heard the saying “you don’t get a second chance to make a first impression”, right? Well applying for a loan is no different. If you just don’t wish to or cannot provide a complete set of documents for loan approval that is ok as there are specific loan programs to address this scenario such as our **“Easy-Doc”** loan. The main thing is that you provide every bit of documentation you can to your Commercial Loan Specialist and let **them** make the proper recommendations. Now, that being said, you also must realize that for this reduced amount of documentation you’ve provided, you may need to prepare yourself for a slightly higher rate. Generally speaking it is a small difference and it is almost always an improvement on your current situation. You see, on commercial loans as opposed to

residential loans, the interest rates are not nearly as important because the primary objectives for the loans are often very different. Commercial loans are there to fill a business need.

An example may be that if you are an Auto Repair Shop owner and have a ton of back up work piling up due to not having the cash to build an extra service bay or hire an additional repair technician, does it really matter if your loan is a ¼ or a ½ point higher because you are unable to provide some paperwork? You may already know that if you had that additional bay or employee that you could bring in another \$5,000/month in revenue with the added help, yet your additional payment may be only a couple hundred dollars more/month. It's simple math. In business, bringing in additional revenue is what it's all about, right? You can't always save your way to greater profitability but increasing your net revenue will do it every time.

What our Commercial Loan Specialists are trained to do is help remove the emotion from the equation in order to ascertain what your individual goals and needs are and which [loan program](#) will help you achieve those goals most easily.

Now, back to what I often see with incomplete Full-Doc loan requests. Once I get a borrower's credit squared away, I move on to the income and asset documentation. I often ask for 2 or 3 years complete Federal tax returns with all schedules and supporting documents...then only end up getting the first page of the tax return! It becomes a scramble to get the remaining pages together in a presentable package and frustrates the underwriter...which is the last thing you want to do. Do yourself a favor and be organized when [applying for your loan](#). If you are not, I STRONGLY urge you to be honest and up front about it with your Commercial Loan Specialist. Remember, they are on your side and cannot help structure your loan application properly if they don't know all the facts. Confide in them and your chances for loan approval are significantly greater.

So here's what you have to know about loan file documents: There are **two** sets of documents with which we have to concern ourselves with in a commercial real estate finance transaction. The first are your documents and the second is the property you're financing. In this section we'll focus on your paperwork.

### **“What personal documents do I need to have ready for the lender?”**

So here's the "list" of Borrower documents...and keep in mind that they need to be neat, legible, and complete for you to have the greatest chance for success in getting your commercial loan approved. Also, be prepared to be asked for additional items later as the “Golden Rule” is always a factor. **(Golden Rule = Whoever has the gold makes the rules!)**

For "[Easy-Doc](#)" transactions:

**Advantages** - less paperwork, fewer questions to answer, faster closings

**Disadvantages** – slightly more expensive, less money for the borrower due to lower loan-to-value limits as a result of greater risk.

1. **Two (2) months bank, brokerage, or retirement account statements** - to show you have funds to close as well as cash reserves. Include ALL liquid accounts to present the strongest case for approval.

2. For **self-employed individuals** - proof of employment such as a CPA letter, copies of the Articles of Incorporation or Organization for your company, or a current professional license.
3. Two forms of I.D. such as a Driver's license and Social Security card (this is for the Patriot Act).
4. A **résumé** or history of your real estate activities ("people" underwrite your file, so they want to know a bit about you as a person and as an investor). Show them any past projects and how long you've been a successful investor...or successful business person if you are just going into business for yourself. That's it! (And you thought that this would be a long list... 😊!)

For "**Smart-Rate**" (full-doc) transactions:

**Advantages** - less expensive, more money for the borrower due to higher loan-to-values as a result of lower risk

**Disadvantages** - more documentation required, more questions to answer.

1. Everything mentioned in the "**Easy-Doc**" list (above), plus:
2. **Three (3) years** of the **Borrower's personal Federal tax returns**, all schedules, forms, and supporting statements such as W-2s and K-1s, signed by the Borrower.
3. A current **Personal Financial Statement**, dated within 90 days and signed by the Borrower.
4. **Three (3) years business Federal Tax returns** (of which the Borrower owns 20% or more) with all schedules.
5. Current **interim financial statements** on business, both **Balance Sheets** and **Income and Expense Statements**, dated within 90 days and signed by the Borrower.
6. A complete **Schedule of Real Estate Owned** (ask me for template if needed).

OK, so we're getting closer to creating that perfect loan file. Now let's look into the property' documentation...

## Mistake #3

### Not Having the Proper Documentation for the Property Being Financed

The third thing that borrower's tend to have problems with is their **property paperwork**. Once your credit is handled and your income and liquid asset documentation are all taken care of we need to focus on this. I love it when I ask about these items and I get that glazed look in the eyes because then I know I'm in for a real "exciting" time!

This is probably the **most important** part of the documentation process: Proving how much income the property makes!

#### "Why are the property documents so critical?"

Remember, this is "income property lending" we're discussing. Unlike residential lending, our focus is on the **property** and its ability to service the debt in question (i.e., your loan). With that in mind, we want to pay special attention to how we present the information concerning the property's income and expenses. As usual, we have to divide things up a bit depending upon whether it's a purchase or a refinance.

So here's my "list" of [Property Documents](#), broken into two parts:

For Refinances:

1. A current [Rent Roll](#) (apartments) or [Lease Summary](#). Please be thorough! Put in all of the information requested on the forms for these reports. Tenant name, unit #, square footage, start date, end date, escalations and options need to be included (I can provide you with a rent roll template upon request). Also note any free rent, CAM charges (triple-net), etc.. Don't make it hard for the lender to evaluate your property...you want to make it easy with no red flags to catch an underwriters attention!
2. [Income and Expense Statements](#) for the past two years. You can substitute the Schedule E's from your tax returns, but also including actual statements will show the lender that you're involved in the property's management.
3. A **Year to Date** [Income and Expense Statement](#) if you are more than three months into a new year.
4. A **Trailing 12 Months** [Income and Expense Statement](#). This is sometimes difficult to do, but your lender is going to extrapolate this, so again ... make it easy and you will sail through this stage much faster! When an underwriter has to stop to figure out what is going on they are more likely to catch details that bring up other questions...and questions often = trouble! These statements are especially critical on larger loan transactions.
5. 12 month [Pro Forma](#) **Income and Expense Statement**. This is your estimate of the income and expenses for the coming year (templates provided upon request).
6. A **Schedule of Major Repairs** done during the period covered by your income and expense statements with notes indicating how they impacted the Income & Expense statements. You want to show as little Operating Expense as possible to maximize your loan. Capital Improvements are treated differently and won't affect your calculated net operating income. I see this mistake quite **often**.
7. The **Closing Statement** from the original purchase of the property. Lenders like to know what you paid for a property and how much you have invested.
8. A **Preliminary Title Report**.
9. A current **Tax Bill**.

For Purchases:

1. Add the [Purchase Contract](#) and...
2. The **Escrow Instructions** (often the same document, referred to as the **Purchase and Sale Agreement**).

OK, we're one step closer to the perfect loan submission...but wait...there's more! If there is an entity (such as a trust, corporation, partnership, etc...) involved in owning the real estate we will need documentation on it as well. Call you Commercial Loan Specialist directly for specific information in these situations.

## Mistake #4

### Not Understanding That Different Types of Loans Require Different Types of Lenders

“Why didn't my bank approve my loan?”

I hear this question often. One of the things that real estate investors get confused about is that different types of lenders like different kinds of loans. Even lenders in the exact same class have varying degrees of comfort for similar types of financing.

Here are the major classes of lenders:

1. Bank
2. Traditional Mortgage Bank
3. Thrift
4. Life Insurance Company
5. Wall Street Conduit
6. Private Money Lender/Hard Money
7. Small Balance Commercial Mortgage Banks

**Banks** are usually interested in a deposit relationship, like to “keep their money moving” so they make shorter term loans (think construction), and now are essentially front ends to the Conduits on larger permanent loan transactions.

**Traditional Mortgage Banks** have more flexibility, often originating loans for banks, life insurance companies, Fannie Mae, Freddie Mac, Department of Housing and Urban Development (HUD), and Wall Street. However, economies of scale usually dictate that they do loans larger than \$2,000,000.

**Thriffs** charge higher interest and therefore take on riskier projects such as turnarounds and vacant buildings for rehab. You generally have to really know what you’re doing and have much experience to work with these lenders.

**Life Insurance Companies** only want the best real estate around. They offer great rates and reasonable terms, but there can’t be any “flexibility” in the deal. It has to be a very clean building in a good area with great long term tenants and the strongest financials.

**Wall Street Conduits** replaced the Savings and Loans in the early 90’s. They provided desperately needed liquidity to the real estate capital markets. They “securitize” their loans and thus make it hard to pay them off except at the end of the loan term. Again, they prefer larger loans, starting around \$3,000,000

**Private Money Lenders**, also known as “Hard Money” lenders, do the toughest deals. Usually based upon the value of the project they charge high interest and high points but will finance projects other institutions won’t touch! Oh, and contrary to popular belief, their loans tend to be full recourse!

**Small Balance Commercial Mortgage Lenders** are a new phenomenon and offer real estate investors an abundance of flexible loan choices. They’ll do reduced or no documentation loans, high loan-to-values (up to 97%), second trust deeds, and they’ll finance all different types of properties. Their rates are slightly higher and they typically limit their loans to \$3,000,000 but they are having a significant impact on commercial real estate and serve a previously non-serviceable niche. Most of the loan provided by Biz Money Lending are also assumable at **NO-COST** which is a huge selling point should you decide to sell your commercial property down the road. Your buyer must still qualify for the loan based on the same criteria originally required of you but with no costs associated with that part of the transaction. This may be the difference maker in whether they decide to buy your property over another as it is guaranteed to literally save them thousands of dollars!

And guess what? There are **exceptions** to all of the above! That’s right...while you can use this list as a guide it’s not set in concrete but contains several shades of “gray”.

Many factors can go into whether a particular lender would have an interest in your particular loan, including the time of year! There are also minor lender categories that I've ignored for the sake of brevity...and because they have such a limited impact on the overall loan market. Should your [loan request](#) fit into one of these "gray" areas, your Commercial Loan Specialist will quickly point it out and educate you on your options.

So which is the right lender for you? You'll have to go to **Mistake #7** to find out!

## **Mistake #5**

### **Not Understanding How "Debt Service Coverage Ratios" Can Affect "Loan-To-Value"**

#### **"My lender first told me I qualified for a 75% LTV but only approved me for 50%. Why?"**

I see this one all the time. One of the key concepts that divide commercial lending from residential lending is the idea of who is really qualifying for the loan. In residential lending it's all based upon how much debt the **borrower** can afford. In commercial lending it's more heavily weighted towards the **property** itself!

In residential lending you may be familiar with a couple of key ratios: The Housing Ratio (sometimes called the "front end ratio") and the Debt Ratio (sometimes called the "back end ratio"). These both calculate a certain amount of monthly "debt service" (obligations) as a percentage of the borrower's income. In commercial lending the lenders use something called the Debt Service Coverage Ratio or "DSCR". You'll also hear it called the "DCR" or Debt Coverage Ratio. Lenders express this as a minimum number ranging from 1.0 to 1.5 depending upon a number of factors such as the type of property, its age, and the quality of the current tenants. DSCR is the lender's cushion in the event things don't work out as planned at the property. In basic terms, a DSCR requirement by the lender of 1.5 would mean that for every dollar on you will pay on your loan in Principle & Interest, they want to see you will earn \$1.50 in income. For business only showing a DSCR of 1.0, that would mean they are breaking even. Most banks and other traditional lenders require a minimum DSCR of 1.2 or higher. This is not easy for small-business owners to do which would account for the 60-80% turn-down ratio by these institutions. Biz Money Lending was created out of a need to help those businesses [obtain financing](#) which cannot show the minimum DSCR's required by traditional lenders.

#### **An Example**

Let's say you have a \$1,000,000 retail center that has a Net Operating Income (NOI) of \$5,000 per month and the lender you call tells you that they can go as high as 75% LTV or \$750,000. They can offer you a rate of 7% on a 25 year amortizing loan, due in 10 years (balloon). Since you owe \$500,000, you're thinking: "I can free up \$250,000 in stuck equity and go buy another property!" Not so fast! The lender then tells you that the maximum loan will be "subject to a DSCR of 1.25." So he takes your \$5,000/mo NOI and **divides** that figure by the DSCR of 1.25, thus giving him a cushion in the event someone doesn't pay his rent. In effect, DSCR's **reduce** the maximum loan amount

possible. (In practice, the lender may make adjustments for vacancy, management, and reserves...I'll keep the example simple). It looks like this:

$$5,000 \div 1.25 = 4,000 \text{ available for debt coverage}$$

So now we plug the \$4,000 monthly payment into our financial calculator, using a 7% rate and a 25 year amortization. This gives us a maximum loan of only **\$546,000!** Looks like you won't be buying a new property any time soon. The bottom line is that you have to know what your lender's minimum DSCR is for your kind of property...in your local market. From there, you'll be able to find out what your **real** loan will be once you get past the maximum loan-to-value hype.

### **“Are we stuck with this kind of underwriting?”**

Luckily the answer is NO! As I mentioned in the previous section, there is a new kind of lender such as Biz Money Lending that is changing the way smaller commercial loans are underwritten. These lenders will blend residential and commercial underwriting procedures to allow much lower DSCR's and even do commercial loans without the tons of full document paperwork that traditional lenders require. That's where Biz Money Lending's expertise and highly flexible [loan options](#) come into play...so there **is** hope! See below ...

## **Mistake #6**

### **Not Understanding Your Financing Options**

When it comes to financing your commercial real estate property, there are lots options available to you. Here are the basics:

#### **All Cash**

Yes, people do buy properties with cash. This is the most conservative approach and offers the investor the sheltered income that grows year by year. Returns are lower, but are predictable and offer protection against inflation. The funds can be all yours OR you can raise money from partners.

#### **Down Payment and a New Loan...With a Twist!**

You'll have to call this “traditional financing.” You raise a portion of the purchase price and the lender provides the balance. What's not so clear is exactly how much the lender will give you. As I mentioned above, we're all familiar with “loan-to-value” and how that figure can get knocked around by “debt service coverage ratios.” I also mentioned earlier that we have some “Mavericks” like Biz Money Lending coming into the market place. They are changing the commercial lending landscape by breaking down the barriers to entry for small business ownership. Unlike traditional lenders who pretend the borrower's income from other sources **does** not exist, we actually **count** that income in an overall debt ratio!

Although these lenders are not always the lowest cost providers on the planet as compared to “traditional banks”, they offer real estate investors alternatives and the ability to conserve capital and acquire more property for the dollars they have available. If you have the perfect scenario with every piece of documentation to prove the needed DSCR's and DTI ratios then perhaps a “traditional bank” loan is for you. Unfortunately,

banks have turn-down rates that average anywhere from 60 to 80% as mentioned previously so that is only an option for 20 to 40% of all commercial loan applicants out there. What it means is that for most of us the conservative nature of a “traditional bank” is not a viable option. As more of the so called “Mavericks” come into the marketplace, I expect to see overall rates decline for these kinds of loans over the coming months and years. Isn’t competition great?

## Types of Loans

Most commercial loans do not “fully amortize.” This means that they are due before they are completely paid off in the form of a “balloon note”. This is because most commercial lenders want to keep reinvesting their money as market conditions change. This applies to fixed rate loans as well as adjustable rate loans. Most carry a shorter amortization period, such as 10 or 20 years. Newer properties and apartment buildings tend to get 30 year amortizations due to being in a lower risk class. As I mentioned in #4, the **source** of the loan has a large impact on the *type* of loan you get. To better understand the pros and cons of these various lending institutions, here are more examples:

- **Banks:** Adjustable rate loans, shorter pre-payment penalties, higher rates, recourse to the borrower; Construction, Land, A&D Loans.
- **Mortgage Banks:** Low rate fixed loans sold to Wall Street “” with tough pre-payment provisions; Bridge Loans; Mezzanine Loans, non-recourse.
- **Insurance Companies:** Low rate fixed loans, flexible pre-payment provisions, can lock at application, slow process, prefer larger, high-quality properties.
- **Private Lenders:** Highest rate fixed loans, Construction, Bridge, Land, A&D loans, focus on the equity, low LTV, full recourse.
- **Small Balance Commercial Mortgage Banks:** Medium rate loans, a full range of adjustable and fixed rate loans, multiple amortizations, permanent only, pre-payment penalties, most flexible guidelines, much faster closings.

Which loan is right for you will be determined by a number of factors including: Your credit, the quality of the property, the purpose of the loan, the property’s location, the lender’s appetite for that kind of loan...and other factors. Our qualified Commercial Loan Specialist understand the differences in what these institutions offer as well as what it takes to qualify for their respective offerings which is usually the difference between a successful transaction and one that wastes time and goes nowhere.

## Mistake #7

### Not Working with a Reputable, Honest and Experienced Mortgage Loan Officer to Help You Finance Your Commercial Property

Last but not least, who you choose to help you finance your property can make or break a transaction. Good investors research, interview, and associate themselves with a quality, reputable, service-oriented Commercial Loan Specialist. This is probably **the most important factor** in acquiring commercial real estate financing...period. Without it how can you *really* know if you’ve found the absolute best option for your particular situation.

This is an important decision and not one you want to take lightly. Being associated with the right Commercial Loan Specialist can not only mean the difference between having your [loan application](#) approved or rejected, but save you hours of frustration and thousands of dollars in long-term costs.

### **“How Do I Find The Ideal Mortgage Broker?”**

That's not very hard. There are plenty of very reputable, knowledgeable professionals out there to help you. You just need to know what questions to ask to make sure you get into the *right* relationship.

Here are some questions I recommend you ask:

*1) Can you furnish me with the name and phone number of three past customers?*

This is important. If the lender or Commercial Loan Specialist is hesitant to provide these then there is a good chance they're trying to hide something. When in doubt, don't get involved with them. *Always* ask for references!

*2) If my loan gets rejected, will you return the cost of my application fee?*

Most commercial lenders will do an initial consultation free of charge, and provide you with a pre-approval at no cost. Once you apply for the loan however, they usually charge an **application fee** in addition to the cost of an appraisal, credit report and any environmental inspections required. Laws vary from state to state but check the application documents carefully to see what their policy is. Some states require lenders to return the application fee if the loan gets rejected however, the law may only require them to return the money if the customer asks. Check with your states banking commission on the details. Most lenders **do not** charge application fees but this is starting to change. Feel free to ask about their refund policy at the time of application.

*3) How long have you been in business? Have you ever had your license suspended by the state banking commission or any government authority?*

These questions accomplish two things: 1) They demonstrate that you have educated yourself about the [commercial loan process](#) and won't be taken advantage of; and 2) They help you decide (for yourself) if they have experience and who's going to help you finance possibly the largest and most important purchase of your life.

*4) Are they a member of any professional organizations, such as the National Association of Mortgage Brokers or the local state's Mortgage Association or any of their state affiliates, the Better Business Bureau, or local Chamber of Commerce?* This will help you determine their commitment level to the industry and the community. I hope this little bit of information I've provided to you is helpful. There's a lot more I could discuss with you and would like to do so, but that should really be done through a personal, individualized consultation. For more information on this subject be sure to download our free report: **[“6 Questions Commercial Lenders Hate”](#)**.

While these are the most common mistakes commercial loan applicants make, they are by no means the only mistakes made. Let us help you avoid these and other mistakes by being your partner throughout the entire loan process. If you have any questions at all or would like to set up a free, no-obligation appointment to discuss any questions you might have, please call us now toll-free at: (877) BIZ-MONEY or [click here to apply online](#).

We'll be happy to explain how we work with our clients and ask you if the service we offer is something you can benefit from. If so then one of our Commercial Loan Specialists will then perform an analysis of your business loan needs and develop a strategic plan to help you finance your commercial property as quickly and painlessly as

possible. If you are not prepared to move forward at this time then I at least hope you found this report valuable and that it saves you time & money when you do move forward.

Finally, I wish you well on your way to “Real Estate Wealth” and hope that Biz Money Lending will be a trusted resource to help guide you down your path to success for years to come! I assure you that your business will benefit from the utilizing the Biz Money Advantage!

Best wishes,

Stephen Henley  
*President*  
Biz Money Lending

*P.S. If you would like a free copy of your credit report – with no obligation or strings attached, just give me a call or [click here](#). I look forward to the opportunity to assist you. Also, since you've invested the time to download and read this report, I know that you're serious. I'll even help you evaluate any current property you own for potentially better financing or a new one you' thinking of buying ... no pressure, no obligation!*