



Is Alternative Financing A Good Option For Your Business?

Key Considerations:

1. If your customers paid 70-90+% immediately when they receive your products or services would this help your business?
2. In what ways would it help your business? What would you do with the money compared to your cash management today?
 - Do you have issues due to cash going out before it comes in?
 - Are there profitable opportunities that you could pursue but don't because of lack of available funds?
 - Are there discounts or other efficiencies that you could have due to early payment?
3. What margins could you achieve with new opportunities?
4. How long do your customers take to pay?
5. What are the results for you and your business if you leave things as they are now?
6. Are your cash flow funding requirements occasional and short term or needed over a period of months?
7. Besides receivables, do you have other sources of business collateral?
8. What other financing options do you have available?