

5 Simple Steps to get your Lender to say “Yes”!

FIVE simple steps to get a lender to say YES! To your proposals and get the cash you need now.

Bank Managers are only human although it could be argued some are more human than others!

1. Make sure you have sound financial information accompanied with a commentary prepared by **you**.
2. Try and hold the meeting at **your premises** if you can; this will immediately give your Manager the opportunity to see your business at work and psychologically your Bank Manager will focus more on your business.
3. Offer a cup of coffee/ tea and make him/her welcome.
4. Ensure that in any request for cash your business has put in a reasonable stake. Banks don't like to take risks and certainly don't want to do unsecured lending. The greater the stake the higher the chances of success.
5. Make sure the Financial Role in your business is clearly defined be it you or a dedicated Financial Controller/ Director- this area is crucial for your success.

I hope this article provides you with a glimpse into the way a Bank Manager or Lender will be thinking when you ask them to borrow. Should you like to discuss any matter then please do not hesitate to contact;