Questions to Ask Financial Lenders

When working with lenders for financial assistance, be sure to ask the following questions:

- Do I need to be an existing customer to get a loan from your bank?
- I have an existing loan. Can I defer payments or revert to interest-only for a specified period?
- What loan programs can you offer?
- How long will the loan application process take?
- How long will the underwriting process take?
- How long until I receive the funds?
- What financial documents do you require?
- What other documentation is required?
- What are the interest rates and the total cost of initiating a new loan?
- Is a personal guarantee required?
- How much can I borrow based on my collateral?
- Do I have adequate cash flow to repay the loan?
- How long until I pay this loan off?
- Is there a prepayment penalty?
- What will the payment schedule be?
- When would the first payment be due?
- How do I make periodic payments?
- May I speak to a few of your current and past customers?

This list may not be all-inclusive.

How much money might you need? Use TMA’s Net Cash Flow Calculator to find out. Whether you intend to dip into reserve funds or secure a grant or loan, getting an idea of the big picture will help you home in on your overall needs to make payroll, pay rent, and plan for operating expenses.

Visit TMA’s COVID-19 Practice Viability Toolkit for additional information, tools, and resources to help you make informed decisions for your practice.