



Questionnaire For Consideration Of A Business Loan

The following are mandatory details for consideration of a business loan for a new business or start up.

SECTION A

1. What is the type of business? Nature of business and scope of operations? (please list 2-3 points)
2. What is the structure? Corporation, Sole proprietorship or partnership?
3. Is this new or existing? *(if new, continue to 4, if existing, advance to section B)*
4. What are they looking to finance?
 - \$\$ = Leasehold Improvements (How Much)
 - \$\$ = Equipment(How Much?)
 - \$\$ = Working Capital (How Much?)
5. What are the following numbers/amounts?
 - \$\$ = Prepaid Rent- How Much Do They Have To Give Landlord As Deposit?
 - \$\$ = Rent – How Much Is The Monthly Rent Including Taxes, Maintenance, And Insurance For The New Lease?
6. Who are the owners and what percentage of ownership?
7. How much money do the owners have combined available in unencumbered cash? (e.g. business/personal chequing, secured line of credit, gifted funds, the sale of recent property)
8. Have they had the funds for 90 days?
9. What is the owners personal net worth? Assets- Liabilities
10. Do either of the owners own personal property? (example: condo, house, etc.)
11. Do the owners have a good personal credit rating? Please provide credit score if they have it and list any collections, consumer proposals or bankruptcy if applicable.

SECTION B - FINANCING EXISTING BUSINESS OR PURCHASE OF AN EXISTING BUSINESS:

1. Do you have financials to provide?
2. Is this a Franchise? Yes or No?
3. What is the break-up of the purchase price? (this is very important) example: I am buying a restaurant for \$250,000 - \$160,000 is the renovations, \$40,000 is the equipment, and \$50,000 is the goodwill

Leasehold =

Equipment =

Goodwill =
4. How old is the business? When did they incorporate?
5. What is the type of business? Nature of business and scope of operations?
6. What is the structure? Corporation, Sole proprietorship or partnership?
7. What was the last two years sales?
8. What was the last two years net income or recent years net income?
9. What was the last two years amortization expense
10. Provide financials to review- preferably accountant prepared or QuickBooks
11. What does the business want to finance?
12. Who are the owners and what percentage of ownership?
13. How much money do the owners have combined available in unencumbered cash? (e.g. business/personal chequing, secured line of credit, gifted funds, the sale of recent property)
14. Have they had the funds for 90 days?
15. What is each owners personal networth? Assets - Liabilities
16. Do either of the owners own personal property? (e.g. condo, house, etc.)
17. Do the owners have a good personal credit rating? Please provide credit score if they have it and list any collections, consumer proposals or bankruptcy if applicable.