Underwriting Guidelines

FOLLOW THESE GUIDELINES FOR HIGHER APPROVAL AND FUNDING RATES

PRELIMINARY UNDERWRITING GUIDELINES

Industries We Fund:

- ✓ Healthcare / Medical (Dr Office, Lab, Pharmacy, Vet, Home Healthcare)
- ✓ Restaurant
- ✓ Retail (Physical & Online)
- ✓ Grocery, Liquor, Convenience Store
- ✓ Specialty Construction (Electrician, HVAC, Roofing, Flooring, Plumbing, Concrete, Excavation, Masonry, etc.)
- ✓ Hardware Store
- ✓ Auto Repair
- ✓ Garbage Collection
- ✓ Landscaping
- ✓ Warehousing, Storage & Distribution
- ✓ Food Processing
- ✓ Property Management
- ✓ Funeral Home
- ✓ Religious Organization
- ✓ Non-Profit
- ✓ Cannabis
- ✓ Law Firm

  - 520+ FICO (600+ for Construction)
  - TIB: 6 months+ (2yrs+ for Construction)
  - Min 2 Deposits per month
  - Max 5-7 Negative Days per month
  - $25K+ monthly deposits

Industries We DO NOT Fund:

- ✓ Auto Sales, Trucking, Investment Company, Gas Station, Farm, Pawn Shop, Jewelry, Gun Shop, Cell Phone Store
- ✓ Businesses in CA, UT or South Florida

It's easy to get your merchants funded!

Complete Application | Hear from us | Receive Funds

Please submit the following documents:

- ➢ Signed Application
- ➢ 3 Months Bank Statements
- ➢ Outstanding Balances of Other Loans / Cash Advances
- ➢ Payback Months (If seasonal)

FINAL UNDERWRITING GUIDELINES

DocuSign or Hard Copy Contracts w/ Minimal Stips to Close:

- ☐ DL & VC
- ☐ DecisionLogic or Manual Bank Login
- ☐ AR for Construction
- ☐ Merchant processing statement for Restaurant / Retail Store
- ☐ Tax Return & Financials for $150K+

*We offer True White-Label (White-Labeled Contracts & White-Labeled Daily/Weekly Bank Pulls)

Term:

1st position: 4 – 13 months with Daily or Weekly ACH (Bi-weekly on renewals)
2nd position: 4 - 12 months with Daily or Weekly ACH (Bi-weekly on renewals)
3rd position: 4 - 10 months with Daily or Weekly ACH (Bi-weekly on renewals)

Funding amount: $15K – $250K

- **Positions**: 1st – 3rd
- **Type of deals**: ACH
- **Payments**: Daily & Weekly (Bi-weekly available on weekly renewals)
- **Consolidations**: Will payoff 1 - 3 advances
- **Early pay-off discount**: 1 - 90 days
- **Renewals**: 50 - 60% paid down
- **ISO's Syndication**: Up to 50%

We offer the most Aggressive Early Payoff Discount in the industry:

(Day 1 - 30): Factor = **as low as 1.09 Buy Rate**

(Day 31 - 60): Factor = **as low as 1.15 Buy Rate**

(Day 61 - 90): Factor = **as low as 1.21 Buy Rate**

REQUIREMENTS FOR ALL DEALS

- **Bank Accounts:**
  - Must be a business account (not personal)
  - Deposits over $25,000/month
  - Average daily balance over $1,000
  - No current restructuring of payments to other funders unless balances remained large enough to cover full payment throughout
- **Bankruptcies & Judgments:**
  - Chapter 7 - Must be discharged (We can fund day after)
  - Chapter 13 – Must be discharged (If dismissed, min 1 yr)
  - No judgments from funding companies unless corrected IN FULL within 60 days
- **Open State or Federal Tax Liens:**
  - Personal: up to $200K is fine
  - Business: above 60% of the funding amount = must be on payment plan
- **Contract Ownership: Min 51%**

CONTACT INFORMATION

SEND NEW DEALS TO: submissions@efinancialtree.com and cc your ISO rep craig@efinancialtree.com

PLEASE CC craig@efinancialtree.com ON ALL COMMUNICATION FOR FASTEST RESPONSES

Don't hesitate to contact Craig at **631-767-0122** or via email at **craig@efinancialtree.com**, day or night, if there's ANYTHING we can do to help get a deal funded.

Looking forward to making money together!