

IOU FINANCIAL LOAN PROGRAM BASICS

QUICK REFERENCE

PRODUCTS	TERMS	LOAN AMOUNTS
CORE	6, 9, 12, 15	\$15k - \$150k
MID MARKET	6, 9, 12, 15, 18	\$150k - \$300k
PREMIER	6, 9, 12, 15, 18	\$300k - \$850k
PREMIER PLUS	6, 9, 12, 15, 18	\$500k - \$1.5m

- ✓ 1ST & 2ND POSITIONS
- ✓ DAILY, WEEKLY, BI-WEEKLY, MONTHLY (PREMIER PLUS ONLY)
- ✓ NO UCCs (*EXCEPT* PREMIER PLUS)
- ✓ SOFT PULL ON CREDIT
- ✓ NO PREPAYMENT PENALTIES

BUY RATES

TERM	BUY RATE STARTING AT	SELL RATE	MAX COMMISSION
6 m	1.14	1.24	10%
9 m	1.16	1.26	10%
12 m	1.17	1.27	10%
15 m	1.22	1.32	10%
18 m	1.25	1.35	10%

All buy rates listed above are for comparison purposes only and are based on current best possible pricing, including Preferred Industries*, and/or Enhanced Credit eligibility**. Actual approvals may vary slightly due to Interest Expense calculations and rounding. For 2nd position add +1 to the buy rate.

*Preferred Industries: Construction, Retail, Healthcare

**Enhanced Credit Eligibility for 15- and 18-month deals: 685+ FICO, mortgage on file, business established for 6+ years

PARTNER LOYALTY INCENTIVE

RENEWALS

Partners have primacy over their funded borrowers for the duration of the loan. Renewals are eligible at 40% paid down. The IOU Renewals Specialist is dedicated to borrower retention and will reach out to the borrower on behalf of the broker for renewals. **Max commission is paid on FULL loan amount, not on net proceeds.**

STATE RESTRICTIONS

NOT DOING BUSINESS IN THE FOLLOWING STATES

MONTANA	MUST BE LICENSED IN CALIFORNIA
NEVADA	OTHER STATE MINIMUMS & APR CRITERIA APPLY
SOUTH DAKOTA	
VERMONT	
HAWAII	
NORTH DAKOTA	

TOP INDUSTRIES



MEDICAL



VETERINARY



DENTISTS



HVAC/PLUMBING



BEER & LIQUOR STORES



ELECTRICAL CONTRACTORS



SPA & WELLNESS



HOTELS & MOTELS

IOU FINANCIAL LOAN PRODUCTS

CORE

\$15,000 - \$150,000
6, 9, 12 & 15 MONTHS
DAILY OR WEEKLY PAYMENTS

All Industries Except Prohibited List

BASIC GUIDELINES:

- 1st or 2nd position
- 1 year in business (must meet credit requirements)
- 2 years since bankruptcies and/or foreclosures
- 650+ FICO Score (\$50k and above)
- No late mortgage or auto loan payments in past 6 months
- Minimum \$3,000 ADB
- Average 8 deposits/month for 3 months
- Minimum \$35,000 loan for 6 months
- 40% Net Rule
- Operational Website

DOCUMENTATION REQUIREMENTS:

- 3 months bank statements (needed for approval)
- Driver's license
- Voided check
- 80% owners must sign PG

MID-MARKET

\$150,001 - \$300,000
6, 9, 12, 15 & 18 MONTHS
DAILY OR WEEKLY PAYMENTS

All Industries Except Prohibited List

BASIC GUIDELINES:

- 1st position
- 2nd position case-by-case
- 2 years in business
- 2 years since bankruptcies and/or foreclosures
- Established BCR credit depth
- Operational website
- 50% Net Rule
- 650+ FICO Score
- No late mortgage or auto loan payments in past 6 months
- Minimum \$15,000 ADB
- Average 8 deposits/month for 3 months

18-Month Term Special Requirements:

- 1st position only
- 3 years in business
- Operational website
- No bankruptcies
- Tax returns
- Established BCR of 3 years

DOCUMENTATION REQUIREMENTS:

- 3 months bank statements (needed for approval)
- 6 months bank statements and taxes **up front** (18-month)
- Most recent year FULL tax return, including ALL schedules
- Driver's license
- Voided check
- 80% owners must sign PG (100% for 18-month)
- Signed 8821
- Copy of lease with 2 months proof paid checks (18-month)

PREMIER

\$300,001 - \$850,000
6, 9, 12, 15 & 18 MONTHS
DAILY, WEEKLY, BIWEEKLY

All Industries Except Prohibited List

BASIC GUIDELINES:

- 1st position
- 2nd position case-by-case
- 5 year in business
- No cash-flow exceptions
- No prior bankruptcies
- Established BCR credit depth
- Operational website
- 50% Net Rule
- 700+ FICO Score
- No late mortgage or auto loan payments in past 6 months
- Minimum \$50,000 ADB
- Average 8 deposits/month for 3 months

24-Month Term Special Requirements:

- Minimum 7 years in business; must have 12 months mortgage history; must be located in a brick and mortar location; no home-based businesses, unless it is an IT services business.

DOCUMENTATION REQUIREMENTS:

- 3 months bank statements (needed for approval)
- Most recent year FULL tax return, including ALL schedules (needed for approval)
- Business lease
- Driver's license
- Voided check
- 100% owners must sign PG
- Signed 8821

IOU FINANCIAL LOAN PRODUCT

PREMIER PLUS

\$500,000 - \$1,500,000

6, 9, 12, 15 & 18 MONTHS

WEEKLY, BI-WEEKLY & MONTHLY PAYMENTS

All Industries Except Prohibited List

BASIC GUIDELINES:

- 1st position
- 2nd position case-by-case
- 5 years in business
- No cash-flow exceptions
- No prior bankruptcies
- Established business credit
- Operational website
- 50% net rule
- No late mortgage or auto loan payments in past 12 months
- 12-month mortgage history
- Minimum \$50,000 ADB
- Average 8 deposits/month for 3 months
- Must be located in a brick and mortar location; no home-based businesses, unless it is an IT services business

DOCUMENTATION REQUIREMENTS:

- 6 months bank statements (needed for approval)
- Most recent year FULL tax return, including ALL schedules (needed for approval)
- Business lease
- Driver's license
- Voided check
- 100% of owners must sign PG
- Signed 8821
- Latest quarterly balance sheet
- Blanket UCC-1 against all non real estate assets of the borrower: cash, POs, invoices, retentions, AR, inventory, I.P., leasehold improvements, inclusive of after acquired property
- Enterprises with substantial AR on balance sheets must have an updated AR ledger showing names and HQ addresses of the counter-parties, aggregate amount of current AR, and aggregate amount of AR aged out 91+ days late
- Additional funding condition: all non-terminated UCCs have to be either proven cleared or paid off at funding with a release; UCC on equipment evaluated case by case

IOU FINANCIAL PROHIBITED INDUSTRY LIST

IOU WILL NOT LEND TO:

Adult Entertainment
Addiction Rehab Facilities
Ambulance Services
ATM Businesses
Attorneys
Bankrupt Franchises (Quiznos)
Bail Bonding
Banks, Credit Unions, Mortgage Lenders
Blood/Organ Banks
Call Centers & Answering Services
Collection Agencies
Colleges; Schools
Construction (Ground-up)
Debt & Tax Reduction Services
Energy Generation & Distribution
Factoring; Purchase Order Financing
Farming
Fitness Centers/Gym
Flea Markets
Herbal Supplement Companies
Holistic Doctors
Home-Based Trucking
Home Healthcare***
Hookah Lounges
Horoscope/Fortune Telling
Hospice (For Profit Only)
Investment Opportunities & Advice
Logistics/Freight Forwarding
Lotteries/Raffles/Gaming/Gambling
Magazine Subscriptions
Mail Order Coin Sales
Mailing Companies (Bulk Mailing Agencies)
Marijuana Dispensary
Marketing Companies
Media Publishing & Production
Mining Companies
Mobile Home Manufacturers & Parks
Money Services Businesses
Multi-Level Marketing
Non-Bank Finance Companies
Non-Profit Organizations
Non-Truck Based Freight Transportation
Notaries
Oil & Gas Exploration & Refining
Payroll Companies
Payday Lender; Check Cashing

Personal Trainers
Precious Metal Sales
Printing Services
Pyramid Schemes
Real Estate Companies
Roofing Companies
RV & Trailer Dealer*
Solar Companies
Stock Brokerage
Tax Preparer
Taxi/Limo Companies
Telephone Carriers & Resellers
Title Companies; Escrow Agents
Towing Companies
Transportation (Air/Rail/Bus/Boat)
Travel Agencies
Trucking Companies
Used Car Dealerships
Vape Shops & Vaping Products
Vehicle Manufacturing
Video Rental
Wireless Telecommunication Stores

CASE-BY-CASE INDUSTRIES

IOU WILL LEND ON A CASE-BY-CASE BASIS:

Contract Management Services
Funeral Services
Guns & Ammo Sales & Manufacturing
Hotels/Motels
In-Home Daycare Centers
Insurance Companies
Marinas
Motorcycle, Boat, ATV, Snow Mobile Dealers*
Pawn Shops/Consignment
Property Managers/Lessors of Real Estate*
Real Estate Appraisers
Recycling/Scrap Metal Companies
Staffing Companies
Ticket Brokers