



Here's a friendly reminder of Newport Business Capital's underwriting guidelines.

Please send all new originations directly to submissions@newportbc.com and CC myself so I can keep my fingers on the pulse for you kborth@newportbc.com

Always communicate questions, contract requests, concerns, "asks" and competitor intel through the original approval email thread you receive. **Your transparency and real time communication are vital to our success as partners!**

The following are the top 4 industries we prefer:

1. Healthcare
2. Restaurants
3. Brick and Mortar Retail
4. Manufacturing

Newport Business Capital funding guidelines & parameters.

Product: Merchant Cash Advances: 1st position only (*have made exceptions & offered 2nd position on strong files behind reputable funders), 7-12 month terms, funding up to \$250,000, Pricing based on risk of the deal. We charge a 3.5% origination fee and pay up to 10% commission, which is built into the offers.

- Soft pulls on your client's credit
- Minimum time in business is **9 months**
- Minimum monthly gross volume of **\$20,000**
- Average daily balances a minimum of **\$2,000**
- Minimum # of monthly deposits is **5**
- No more than 3 negative bank days per month if they have overdraft protection. If no overdraft protection, no more than 1 negative day per month.
- **No Sole Proprietorships**
- No open bankruptcies. Must be satisfied for minimally 6 months.
- No negative history with competitors
- All offers will be emailed with 3 pre-payment discount options should your client want to take advantage
- In most cases you will receive 3 different funding options. Requests or questions need to be sent through the original approval email thread
- Your commission is listed in the approval email
- Weekly ACH repayment option in most cases
- Contract requests and supporting stipulations need to be sent through the original approval email thread
- Your Team will receive an "official" funded email as soon as our accounting department releases the wire transfer
- Commission is sent to you via ACH the same day your client gets funded which is via wire transfer

Clients with existing MCA balances

- 1 is the maximum # of competitors that can be consolidated. STACKED deals or those w/ a history of stacking are auto declined
- If they have been funded in the past 60 days it will be auto declined
- Client must net at least 65% of advance after paying off competitor
- 2nds or Payoffs are not offered on construction/contracting/landscaping/plumbing or similar industries

Unacceptable States:

- VA
- UT

Unacceptable Industries

- Sole Proprietors
 - Personal or business consulting
 - Farms
 - Gas Stations
 - Adult Entertainment
 - Cannabis
 - Financial Services (investing, taxes, consulting)
 - Marketing Services
 - Real Estate (property management, investing)
 - Nail Salons
 - Law Firms
 - Collection Agencies
 - Auto Sales
 - Event Planners/Venues
 - Funeral Homes/Cemeteries
 - **Any Home-Based Businesses or Operating Out of a House**
- Construction is currently capped at **\$85,000** and **9 months**

We @ Newport Business Capital, look forward to earning your business by offering more competitive offers, efficiently processing your submissions and best in class relationship management!!

Kevin Borth

Vice President Business Development

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