

Cash Flow Improvement Specialists, Inc.

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Cash for Contractors Submission Worksheet. (Factoring) Completely Fill In All Details, Fax or Mail to Our Office for Your Free, No Obligation Valuation.

Client Information

Legal Company Name: _____

dba name (if applicable): _____

Present address: _____

City: _____ County: _____ State: _____ ZIP: _____

Phone: _____ Fax: _____

Contact: _____ Title: _____

Structure: Corporation Partnership Sole Proprietorship LLC Date est. _____

State of Incorporation: _____ Date of Incorporation: _____ Federal Tax ID/SSN: _____

Business description _____

Has Client ever factored receivables? No Yes (with whom?) _____

Does Client or its Principals have any: Judgments Liens Back taxes Lawsuits

(Check all that apply and attach details on separate page).

Does Client have any outstanding loans? No Yes (name of institution): _____

Balance owed \$ _____ Are receivables pledged as collateral?: No Yes

Principals of Company

Name/Title: _____ Home Address: _____ Social Security # _____

_____ - - _____

_____ - - _____

_____ - - _____

_____ - - _____

Bank References

Name of institution: _____ Address: _____

Phone: _____ Contact: _____ Check/loan acct.# : _____

Name of institution: _____ Address: _____

Phone: _____ Contact: _____ Check/loan acct.#: _____

Principal "Active" Customer Information

Please list client's five largest customers that your business may wish to factor. Your customers will not be initially contacted.

Monthly Sales / Average Invoice:	Company Name:	City / State:	Phone:
\$ _____ / _____	_____	_____	_____

\$ _____ / _____	_____	_____	_____
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\$ _____ / _____	_____	_____	_____
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\$ _____ / _____	_____	_____	_____
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\$ _____ / _____	_____	_____	_____
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Attach the following:

- (1) Copy of Articles of Incorporation & By-Laws -or- Copy of Partnership Agreement**
- (2) Copy of Fictitious Name Filing (if applicable) and**
- (3) Accounts Receivable Aging.**

Your Name: _____

Ph: (____) _____ Fax: (____) _____

Address: _____

City, State, ZIP: _____

Your E-mail: _____

Cash for Contractors

We provide money to meet payroll, buy materials or equipment, pay subcontractors, and take on big new jobs.

Whether you are a General Contractor or Subcontractor, you know that receiving payment on time for any project is rare. It may take several weeks after the job is completed or until another contractor that you are working for is paid before you receive your money.

Traditional financial institutions may have tuned out this industry because of lien laws and the possibility of disputes with a contractor's work. Our investors have found ways to fund construction progress billings and decrease their own risk.

If you have creditworthy commercial construction receivables, they have money available right now. **Some ground rules apply:**

1. On your initial funding of existing invoices, the factor may or may not agree to purchase accounts that are already more than 30 days old.
2. If your company is a sub-contractor on a job, qualifying for factoring will be dependent upon the cooperation of your GCs (if you are operating under a contract that contains the usual "pay-when-paid" clause).
3. Your company may only factor invoices for work that has been completed or for progress payments for which you have met the stipulated requirements.
4. Only invoices created as a result of commercial construction can be factored.
5. You cannot factor invoices on jobs for which your company is bonded.
6. Once terms of a factoring agreement are agreed to, the construction factor may search local court records for existing liens, and will also run credit reports on your customers.
7. Even though the factor extends cash based on the credit of your customers, the factor may also run credit on your company. Your company's credit is not nearly as important as your customer's, but it is sometimes a consideration.
8. The construction factor needs to know, up front, if there are any existing liens against your company's receivables. This includes: loans, a line of credit, tax liens, judgments, as well as pending litigation.
9. If your company is a GC or a Prime contractor on a job, the factor will want to see your contract to determine exact amounts to be invoiced, the invoicing schedule, and the submission, approval, and payment process.
10. In most cases, your company needs to be billing at least \$50,000 per month to be considered a likely factoring prospect. Exceptions are often made for companies anticipating significant growth in the next 3-6 months.

Contractors that we can help:

- Subcontractors paid by large general contractors.
- Subcontractors paid by the government.
- General contractors paid by the government.
- General contractors paid a large end-user.
- Any government-contracted project, such as public schools, courthouses, government administration buildings, construction at city, state or national parks.
- Commercial projects, retail, office, industrial projects with major potential tenants.
- Multifamily projects, apartments and townhomes. (no single family projects).

Cash for Contractors (continued)

The benefits of selling your progress billings include:

- Stimulated cash flow.
- Eligibility relies on credit rating of your customers, not yours.
- Selling one or hundreds makes cash flow accessible.
- Once set up, your submission of the invoice gets quick results.
- Month to month with no minimum or maximum amount is flexible.

Selling Your Progress Billings is Unlocking the Cash in Your Company Without a Loan!

Simply put, progress billing funding is the purchase of accounts receivable from a business at a slight discount. We will purchase your progress billings within 48 hours and advance up to 85% of the invoice amount. Then, when the customer pays the invoice, you receive the remaining balance, minus a nominal fee. This is NOT available for contractors building single family homes.

It is designed for businesses that need money immediately, and can't afford to wait 30, 60 or 90 days for cash. Widely accepted as an alternative financing source, accounts receivable funding or factoring is used extensively in almost every industry by companies that need immediate cash, either for growth or for survival, and may or may not qualify for traditional loans or grants.

What are the benefits of factoring an invoice?

1. You may sell ALL of your receivables, or only the ones you choose.
2. **Stop** selling any time you choose without termination penalties.
3. Start again any time you need the service.
4. By receiving cash within 24 to 48 hours after submission, you can stimulate cash flow.
5. All of our note and invoice purchasing options and programs are available to meet your cash needs.

Qualifying for traditional bank loans can take months and has to follow strict credit rules. Factoring gives you the cash flow you need now. Remember, borrowing money creates debt, factoring does not create debt. Getting a loan to meet cash flow needs increases your expenses by the amount of interest and reduces the bottom line value of your business. Loans require collateral. Factoring is not a loan, so there is no debt to repay. Your balance sheet is more attractive.

More and more companies in every industry are discovering the fast, convenient solution to their cash flow needs is factoring.

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Call or contact Cash Flow Improvement Specialists, Inc. today to discuss your cash needs! To obtain a free, no obligation valuation on your situation, please fax or mail copies of the documents listed along with our worksheet. Call toll free (877) 529-7871 if you have questions.