

Please Note: All boxes must be filled in and documents requested must be attached with submission. Incomplete submissions will not be reviewed.

Executive Summary Input Form

| | | |
|---|---|--------------|
| Submitted By: | | Date: |
| Phone Number: | | |
| Email Address: | | |
| Loan Source? | Where did you find us? Internet, E-mail Advertising, Newspaper, TV, Radio, Referral, Or, . . | |
| | | |
| Brief Overview of Loan Request? | | |
| Property Type? | | |
| Date Built? | | |
| How many Units? | | |
| Borrower's Loan Request Priorities? | | |
| What will this loan accomplish for the borrower? | | |
| Borrower(s) Name and Location, city and state? | | |
| Property(s) Name and Location. city and state? | | |

| | | |
|--|---|-------------------------|
| <p>Brief Description of the Property Type?</p> <p>Attach Pictures.</p> | | |
| <p>Property Value?</p> | | <p>Comments:</p> |
| <p>Loan Amount?</p> | | <p>Comments:</p> |
| <p>Use of Funds?</p> <p>Include Source and Use of Funds Schedule for Construction Projects</p> | | |
| <p>Borrower's Amount & Source of Equity in Property?</p> | | |
| <p>Loan Type?</p> <p><u>Check All That Apply.</u> →</p> | <p>Purchase</p> <p>Refinance (Rate & Terms) (Cash Out)</p> <p>Bridge Construction Mezzanine Forward Commit Hard Money Development</p> | |

| | |
|---|--|
| <p>Key Principal(s) and Percentage of Ownership?</p> | |
| <p>Background and Overview of Key Principal(s)?</p> | |
| <p>Who will personally Guarantee the Loan?</p> | |
| <p>Net Worth, Liquidity & Credit Scores of the Guarantor(s)?</p> <p>Attach Personal Financial Statements</p> <p>Are any borrowers in bankruptcy?</p> | |
| <p>Who will Manage the Property?</p> <p>What is their Management Experience and Track Record?</p> <p>Attach Resume(s)</p> | |

| | |
|---|--|
| <p>NOI of the Property?</p> <p>% of Tennant Occupancy?</p> <p>% of Owner Occupancy?</p> | |
| | |
| <p>Primary Source of Loan Repayment?</p> | |
| <p>Secondary Source of Loan Repayment?</p> | |
| | |
| <p>Final Comments:</p> <p>Why will this project be a good loan for the Lender?</p> | |
| <p>Attach Operating Statements for 2008, 2009, 2010</p> <p>Attach 2011 Operating Statement</p> <p>Attach Current Rent Roll</p> | |



COMMERCIAL
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CORPORATION™
www.sbaclc.com

Borrower Contact Policy

Brokers are always protected and have been since 1997.

Our Business Development Officer's (BDO's) are required to speak with the Borrower prior to moving forward with a file. Brokers please arrange a conference call after initial review of the executive summary. This early contact by our BDO is to gauge the seriousness of the borrower to move forward and answer any questions they may have.

Your BDO will need the attached executive summary filled out along with requested documents. Please do not send in a partial package as it will only delay the analysis. Contact your BDO with any questions.

Our Business Development Officers are located here: [Contact Us](#)

Thank you and we look forward to doing business with you.