



2023

SBA REFERRAL PARTNER GUIDE



CHRISTOPHER HACKNEY

SVP, Director of SBA Loan Originations

O. [727.399.5662](tel:727.399.5662)

C. [404-786-5485](tel:404.786.5485)

Christopher@CreditBench.com



HANNAH LAYTON

AVP, SBA Associate Lender

O. [727.399.5679](tel:727.399.5679)

C. [813.787.9241](tel:813.787.9241)

Hannah@CreditBench.com

Si tiene alguna pregunta, por favor llame o visite un centro bancario local.

BayFirstFinancial.com/business/partnerprogram

CreditBench is a Division of BayFirst National Bank

TABLE OF CONTENTS

PAGE 3. WELCOME

PAGE 4. **BOLT** LENDING PROGRAM

PAGE 5. COMMERCIAL REAL ESTATE PURCHASE FINANCING

PAGE 6. BUSINESS ACQUISITION AND FRANCHISE LOANS

PAGE 7. CREDITBENCH LOAN PRODUCTS

PAGE 8. CORE INDUSTRIES

PAGE 9. WHAT DOCUMENTS ARE NEEDED?

PAGE 10. SBA SUCCESS ACROSS THE NATION

PAGE 11. WHAT TO EXPECT WHEN SUBMITTING A LOAN FILE

A smiling woman with long dark hair, wearing a white t-shirt and a dark blue apron, stands in a coffee shop. She has her arms crossed. In the background, there are shelves with coffee-making equipment, a coffee grinder, and a counter with various items.

Partner Referral Fees Paid On Funded Loans

Welcome to the CreditBench Partner Program

We appreciate your interest in becoming one of our trusted referral partners. Our SBA 7(a) loans will provide your clients with a highly competitive financing product while also giving you the opportunity to increase your own revenue stream.

CreditBench is a top national SBA lender with over \$1 billion in loans produced. Our team delivers proven success in a competitive market, and is backed by the ongoing support of BayFirst National Bank. Plus, thanks to our bold vision for continued growth, you can take advantage of our deep bench strength, commitment to streamlined processes, and our utilization of advanced technology solutions.

Our loans are perfect for working capital, refinancing debt, purchasing equipment, buying commercial real estate, business acquisitions and partner buyouts, and providing startup funding.

We work hard every day to ensure our customers' success. As our partner, we will offer you the same level of dedication while we work together to build an ever-growing loan pipeline.

PARTNER REFERRAL FEES AVAILABLE!



LIGHTNING-FAST **SBA 7(a) LOANS UP TO \$150,000**

Speed is everything in business. So CreditBench has created its fastest loan program yet - ***BOLT***. With ***BOLT***, your client can get an SBA loan **up to \$150,000 - in just days***! Get them the working capital they need for their business in a flash.

THE ***BOLT*** DIFFERENCE

- 10-year term w/ rates at prime + 3.75%**
- Funding within days, not weeks
- Monthly payments
- Less paperwork
- Streamlined process
- Dedicated in-house team
- \$25,000 minimum to 30% of top-line revenue up to \$150,000

*Funding time may vary. **Rates adjust quarterly.

UP TO 100% FINANCING AVAILABLE

For Commercial Real Estate Purchases up to \$5 Million

WE CAN HELP YOUR CLIENTS BUY THEIR BUILDING

- ☑ Minimum two years in business
- ☑ Loan closing costs can be financed
- ☑ Meet minimum credit score requirement
- ☑ Demonstrate repayment ability from current business cash flow
- ☑ Real estate must be at least 51% owner-occupied by the business



BUSINESS ACQUISITION LOANS

BUSINESS ACQUISITION LOANS AND PARTNER BUYOUT

- For borrowers looking to buy a business
- 10-year repayment, extended if commercial real estate included in acquisition
- SBA requires 10% minimum down payment
- No prepayment penalty if term is less than 15 years

FRANCHISE LOANS

FRANCHISE LOANS

- For borrowers looking to start or buy a franchise
- Must be in the [SBA Franchise Directory](#)
- 10-year repayment
- Minimum requirement 10% for start-up or acquisition of franchise
- Prepayment penalty if term is less than 15 years



CREDITBENCH LOAN PRODUCTS

CreditBench is unique in that we have a variety of loan products and a team of professional SBA lenders specializing in different loan types and sizes to address all your clients' needs.

BOLT

- Best For: Working Capital
- Loan Amount: \$25,000 to \$150,000
- Funding Time: Within Days
- Repayment Terms: 10 years. No Prepayment Penalty
- Interest Rate: Wall Street Journal Prime Rate + 3.75%
- Requirements: 700 Personal Credit Score & 2 Years In Business
- No Down Payment & No Collateral Needed

FLASHCAP

- Best For: Working Capital & Debt Refinance
- Loan Amount: \$25,000 to \$350,000
- Funding Time: 2-3 Weeks
- Repayment Terms: 10 years. No Prepayment Penalty
- Interest Rate: Wall Street Journal Prime Rate + 2.75%
- Requirements: 650 Personal Credit Score & 2 Years In Business
- No Down Payment & No Collateral Needed

CORE SBA LOANS

- Loan Amounts Up To \$5 million
- Unsecured Loan Threshold Up To \$2 million

BEST FOR

- Business Acquisitions & Partner Buyouts Resulting In 100% Ownership By Purchaser
- Commercial Real Estate Purchases*
- Franchise Financing**
- Debt Refinance
- Equipment Purchases
- Ground-up Construction & Renovation Projects - Local Market Preferred (Tampa)
- Startup Businesses (less than 12 months in operation) - Local Market Preferred (Tampa)

*Properties must be owner occupied. **Franchisor must have at least 50 units in operation and be an SBA approved franchise.

WHAT INDUSTRIES DOES CREDITBENCH SERVE?

PREFERRED

Daycares
Assisted Living Facilities
Home Healthcare
Nail Salons
Engineering Services
Certified Public Accountants
Veterinary Services
Physicians
Dentists
Store Retailers
Wholesalers
Furniture/Home Furnishing
HVAC
Plumbing
Manufacturers

NON-PREFERRED

Industries evaluated on a case-by-case basis

Gyms
Business/Financial Consultants
E-Commerce Retailers
New and Used Car Dealers
Custom Builders
Home Improvement/Renovation
Gas Stations/Convenience Stores

INELIGIBLE INDUSTRIES:

CreditBench follows the SBA Standard Operating Procedure which outlines industries that are ineligible for SBA 7(a) financing. Here is a list of SOP ineligible industries as well as some industries CreditBench restricts at this time:

- Non-Profits
- Non-Owner Occupied Real Estate Holding Companies
- Commercial Landlords/Real Estate Developers
- Cannabis/CBD/Hemp
- Life Insurance
- Financial Services (Direct Lending/Investment)

For any questions regarding industries not listed or if you require clarification on any of the industries listed above, please reach out to us for more information.



WHAT DOCUMENTS ARE NEEDED?

Collecting proper documentation is a crucial part of obtaining any SBA loan, and at CreditBench we try to make this process as efficient as possible. Here is a list of the required documents your clients will need to provide throughout the loan process. Your lending representative will reach out if anything additional is needed.

DOCUMENTS NEEDED TO GET PRE-QUALIFIED

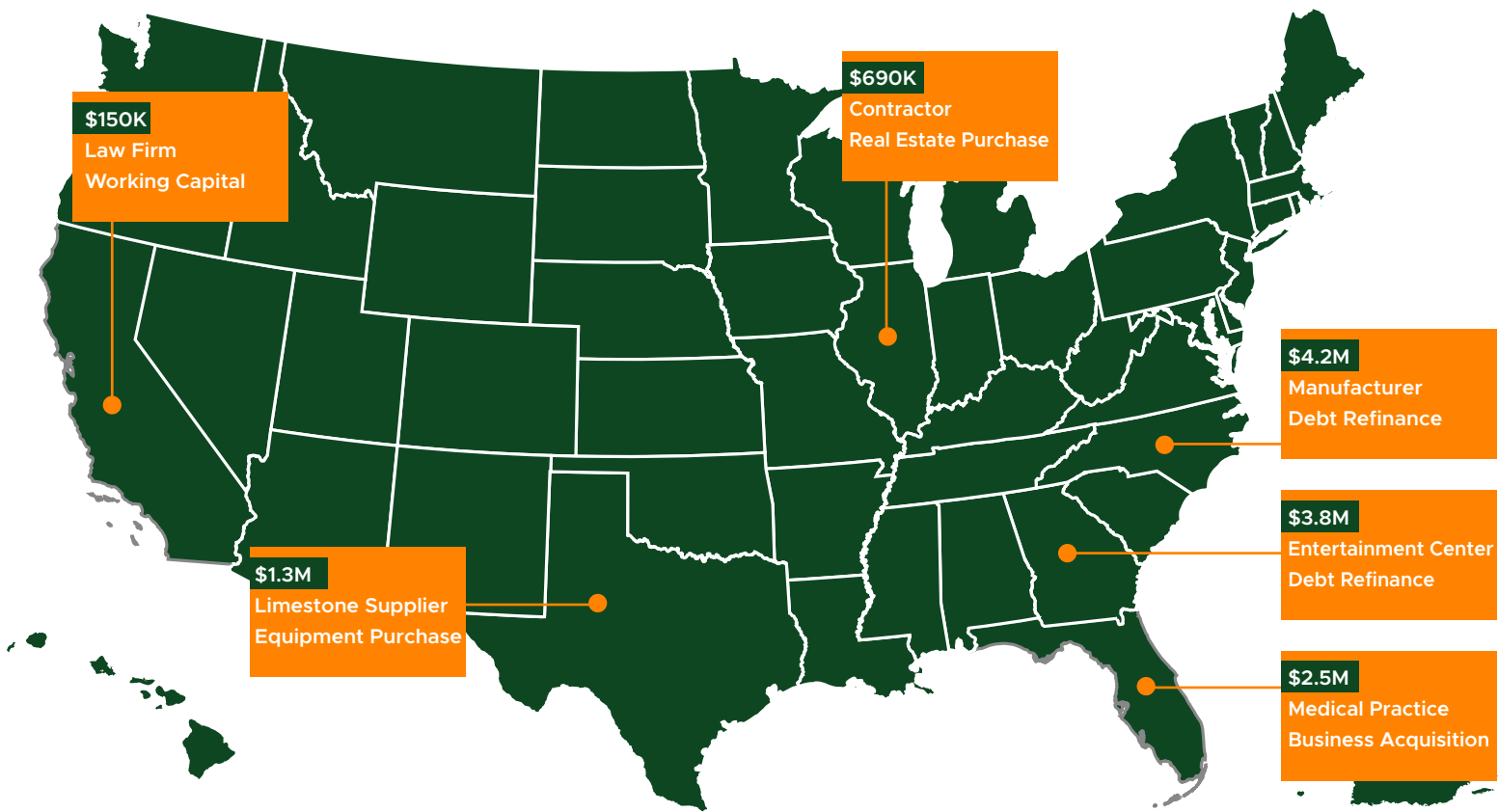
BUSINESS

- CreditBench Application
- Last Three Years Of Business Tax Returns
- YTD P&L Statement & Balance Sheet, Dated Within The Last 30 Days
- Current Business Debt Schedule

PERSONAL

- Last Three Years Of Personal Tax Returns For All Owners With 20+% Ownership
- Personal Financial Statement - SBA Form 413

SBA SUCCESS ACROSS THE NATION



As our partner, you not only earn commission, you also connect your clients to a growing network of satisfied customers all over the United States. CreditBench has funded loans in every state in the country.

Lisa & David
Douglas
Crosstown Couriers



"I wouldn't consider going any other route than first calling up on BayFirst. For the level of service, I can't really think of one complaint that I have!"

Dr. Raul Buso
Haines Road Animal
Hospital



"We put our best foot forward, they put their best foot forward and we got the deal closed with 24 hours to spare!"



WHAT TO EXPECT WHEN SUBMITTING A LOAN?

INITIAL CONTACT

The application documentation is the responsibility of the partner. Once submitted, a CreditBench sales representative will work to determine eligibility and will work towards a solution for the customer. As the SBA 7(a) experts, CreditBench will communicate the expected loan structure based on eligibility to the partner, along with the expected journey to funding.

NEXT STEPS

Once eligibility is determined, a CreditBench representative will work with the valued partner to collect remaining documentation required for pre-approval/approval. As partners, we work to coordinate customer contact to provide transparency regarding the journey to funding.

COMPLETING THE EXPERIENCE: COMMISSION

Customer experience is a priority for CreditBench, with closing and funding at the top of the list. Our valued partners are paid a referral fee after the deal closes and funds.

CONTACT US TODAY TO SIGN UP:

CHRISTOPHER HACKNEY

SVP, Director of SBA Loan Originations

O. [727.399.5662](tel:727.399.5662)

C. [404-786-5485](tel:404-786-5485)

Christopher@CreditBench.com

HANNAH LAYTON

AVP, SBA Associate Lender

O. [727.399.5679](tel:727.399.5679)

C. [813.787.9241](tel:813.787.9241)

Hannah@CreditBench.com