

Business Lending

✓ What we do:

We get our customers money when they need it.

✓ Why we're good:

- * Terms from 5 - 20 years
- * Longer maturity than conventional bank loans
- * Nation's largest non-bank government guaranteed lender
- * \$50,000 to \$10 million available

✓ Identification Questions:

- * Do you have a financial need we could help with?
- * Are you looking to refinance any of your business loans?
- * Does your business need to improve its cash flow?
- * Does your firm have receivables?

Payroll

✓ What we do:

* We make payroll simple for our customers by providing them an online payroll system.

✓ Why we're good:

- * Dedicated representative for your account 24/7/365
- * Guaranteed savings of 20% compared to ADP or PayChex
- * Accurate tax filings guaranteed

✓ Identification Questions:

- * Do you want to simplify your payroll?
- * Do you want to save money on payroll?
- * Do you want to take the guesswork out of your worker's compensation insurance payments?

Merchant Processing (EPP)

✓ What we do:

* We make it easy for businesses to accept credit cards online, on-the-go, and at their retail location.

✓ Why we're good:

- * We process more than \$4 billion annually
- * 4th fastest growing merchant processor in the U.S.

✓ Identification Questions:

- * Are you happy with your current merchant processing provider?
- * Are you looking for better merchant processing rates?
- * Would you like a free analysis of your merchant processing fees to see if you're getting the best rate?

Insurance

✓ What we do:

* We work with our customers to ensure they have the right coverage at the right price.

✓ Why we're good:

- * We work for our customers, not the insurance company
- * We shop more than 40 highly-rated carriers to find the best deal
- * We provide personal and commercial insurance
- * We provide consulting for the Patient Protection and Affordable Care Act (PPACA)

✓ Identification Questions:

- * Are you confident that you have all the coverage your business needs at the right price?
- * Do you need help understanding your insurance?
- * Would you like a free insurance analysis to make sure you're receiving the best prices and the right coverage?

Website Design

✓ What we do:

* Our design team builds beautiful and effective websites which are ecommerce and mobile ready.

✓ Why we're good:

- * See our work: www.thesba.com/portfolio-2/
- * State of the art ecommerce cloud infrastructure

✓ Identification Questions:

- * Are you happy with your website?
- * Are you happy with how many website visitors you have?
- * Do you need help with your website?
- * Do you need to update your website?
- * Would you like help setting up your site for ecommerce?

Conversation Starters

- ☐ How's business going?
- ☐ What does your business do?
- ☐ I like your website, what does your organization actually do?
- ☐ How does your business compare to your competitors?
- ☐ What do you think about the new insurance laws?
- ☐ Do you get a lot of traffic to your website?

