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**How To  
Speak To  
A Banker**



**For Your  
Small  
Business  
Funding**

**Fund Da Mentals**

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HI MR BANKER

I AM SO HAPPY TO MEET YOU TODAY

THANK YOU FOR SEEING ME AND  
REVIEWING OUR EXECUTIVE SUMMARY

I APPRECIATE YOU TAKING THE TIME TO  
REVIEW IT AS I HAVE DONE A FOLLOW UP  
WITH YOUR ASSISTANT AND HER  
ASSISTANT

RIGHT NOW OUR COMPANY ARE IN THE  
PROCESS OF INTERVIEWING BANKS

WE CURRENTLY HAVE A DEPOSIT  
RELATIONSHIP WITH BLUEVINE BUSINESS  
BANKING [FundDaMentals.Com](http://FundDaMentals.Com)

RIGHT NOW OUR NEW CHAIRMAN IS NOT  
UPSET THAT WOULD BE A STRONG WORD

BUT DEFFINITLEY FEELS WE CAN AND SHOULD DO BETTER WITH OUR BANKING SO WE ARE IN THE PROCESS OF LOOKING FOR A RELATIONSHIP THAT GOES BEYOND THE SCOPE OF A DEPOSIT RELATIONSHIP AS WE HAVE GROWN TREMENDOUSLY OUTSIDE OF WHAT OUR BANKING CAN CURRENTLY OFFER AND SUPPORT WE NOW DESIRE A FULL SERVICE BANKING RELATIONSHIP THAT INCLUDES BANKING FOR OUR SENIOR EXECUTIVES, OUR BOARD MEMBERS, INCLUDING OUR CARS, MORTGAGES, LOANS, AND THE SUCH. BUT MORE IMPORANTLY THAN THAT A BANK THAT CAN GROW WITH US TO THE NEXT LEVEL AND ACCOMMODATE OUR COMPANIES NEEDS.

WE ARE CURRENTLY DOING 3 MILLION ANNUALLY IN REVENUE.

BOTTOM LINE WE BRING HOME \$300,000

WE ARE NOT A GREAT BIG COMPANY BUT WE WISH TO GROW AND GET TO THE \$10-\$50 MILLION LEVEL AS WE BELIEVE WE CAN AND WE KNOW THAT YOUR BANK BASED ON ITS ASSETS CAN GROW WITH US EASILY AS SOON AS WE DISCOVER THE RIGHT CHEMISTRY

YOU HAVE BEEN IN BANKING LONG ENOUGH TO KNOW THAT ITS ONE ON ONE BANKING RELATIONSHIP YOU AND OUR FINANCE DIRECTOR MORE IMPORTANTLY UNFORTUNATELY OUR FINANCE DIRECTOR IS NOT ABLE TO ATTEND THIS MEETING HE

IS NOT ABLE TO BE HERE SO THEY SENT  
THEIR HUMBLE CHAIRMAN ME  
SO IM HERE TODAY TO SEE IF WE CAN GO  
BEYOND JUST A BANKING RELATIONSHIP  
WHERE WE HAVE 2 MAYBE 3 AQUISIONS  
LINED UP

TOTAL VALUE OF THOSE AQUISIONS ARE  
\$49.5 MILLION

I KNOW THIS IS NOT A BIG DEAL FOR YOU  
BUT RIGHT NOW OUR COMPANY IS IN THE  
GROWING MODE

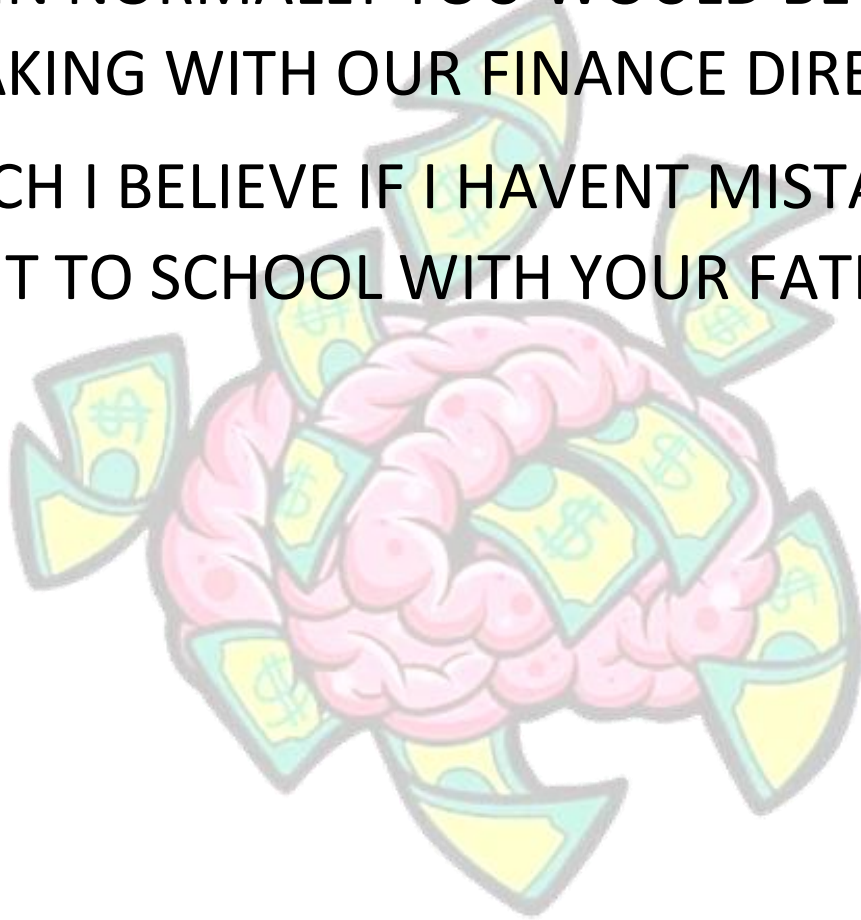
DOES THIS SOUND OF INTEREST TO YOU?

IS THERE ANYTHING IN OUR EXECUTIVE  
SUMMARY THAT GIVES YOU A PAUSE FOR  
THOUGHT?

I WAS HOPING THAT YOU WOULD SAY  
THAT!



WE HAVE A GREAT AND STERLING NON  
EXEXUTIVE BOARD BEHIND US  
AGAIN NORMALLY YOU WOULD BE  
SPEAKING WITH OUR FINANCE DIRECTOR  
WHICH I BELIEVE IF I HAVENT MISTAKEN  
WENT TO SCHOOL WITH YOUR FATHER



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