1. Building Capital Reserves During a Recession | Bench & Funding Circle Webinar - YouTube

<https://www.youtube.com/watch?v=FdjT4wDKh0M>

Transcript:

welcome everyone good morning and good afternoon uh thank you for joining us today uh for our presentation on building capital reserves during a recession we're going to give everyone uh who's planning to join us today uh just a bit of time to filter in over the next couple of minutes or so so before we get started we would love to hear in the chat where are you tuning in from today let us know uh drop your state drop your time zone let us know where you are joining us from i myself am on the west coast got

my speakers joining me from mountain time zone in denver all right awesome we got los angeles little rock georgia north carolina fantastic welcome everyone great seattle oh wow fantastic oh hawaii amazing is anyone joining us from out of country maybe we've got some international uh viewers we'll see another colorado welcome wonderful san jose illinois oh another one from la super great oh it's very exciting to see we've got quite a uh a great wide representation across the whole country that's fantastic

george connecticut fantastic oh we've got someone from india amazing wow welcome uh it's a long ways away super wow great okay um thank you very much everyone and um now that we've given uh everyone just a few minutes to jump in and join us today uh we'll go ahead and get started uh so again welcome everyone thank you so much for joining us today as we talk about building up your capital reserves during a down economy or a time when your business may be facing a cash shortage we've gathered some of the industry's

top experts from our great partners at funding circle to share ways that you can plan ahead and keep your business protected so uh with that let's go ahead and get into some introductions of our speakers so i am your host my name is allison i work at bench which is a full service bookkeeping and tax filing solution for small businesses and i work on creating helpful resources to educate small businesses on how to manage their finances and taxes you can find all those helpful guides we've got over 700 blogs and resources

and tools that are available on the bench blog and that's at bench.co forward slash blog so you haven't been to the bench blog i do highly recommend you check it out uh and joining me today from funding circle we've got libby and jen so i'll let them both introduce themselves and uh libby you can go first hi everyone thank you for joining my name is libby and i had a u.

s operations here at funding circle i've been here a little over five years and i'm excited to speak with you all hi everyone i'm jen brubaker also very excited to be here today i'm i am the head of u.s sales for funding circle so that means i'm uh responsible for hiring trading and leading our dedicated account management team that works with our small business borrowers um i've been with funding circle for about three and a half years now um in our denver office excited to be here today wonderful thank you both we're excited

to have you here uh and so now that we've done some speaker intros uh let's just go over um uh both bench and funding circle just in case anyone in the audience is not familiar with either so what is bench if you haven't heard of us we are america's largest professional bookkeeping service for small businesses we pair you with our in-house expert bookkeepers to get your books up to date and compliant with irs standards we provide interactive and easy to read monthly financial reports and those reports can be used for applying for a

business loan for instance we can also file your income taxes for you and this is a service that also includes unlimited support from our in-house tax advisory team and so this is a group of tax professionals who can help you to optimize your business for one of its largest expenses that being income taxes and lastly bench also specializes in completing historical bookkeeping and tax filing so if you're if you've fallen behind on organizing your finances and doing your bookkeeping and tax filing bench can actually help you get caught

up in a really short amount of time we're actually the fastest solution for small businesses to get their finances caught up and in accordance with irs standards for tax filing uh and uh for anyone uh not familiar with funding circle i'll pass it over to libby to walk you through who funding circle is thanks alison um we are funding circle is the largest online small business lender providing loans in the world um over the past 10 years we've built machine learning and technology platform and it's changing the way small

businesses access financing they need to grow business owners can complete a loan application receive a decision in a matter of minutes enabling them to get funding quickly and affordably we believe that when a small business like all of you succeeds we all succeed you create jobs support local communities and drive our economy forward and that's why we really are focused on helping all of you win today as leading global provider for small business loans we've helped more than 122 000 small businesses access

over 18.4 billion dollars in financing super thank you libby all right uh so i'm just gonna go over a couple quick housekeeping notes um before we dive in so we will be sharing the recording with everyone later today so uh keep an eye out uh in your inbox for that recording link and that's if you need to uh jump out early today if you're not able to stay with us through the whole presentation that's okay you can watch um or rewatch the session later or if you'd like to share it with a fellow business owner certainly you're

welcome to do that so uh yeah keep an eye on your inbox later today and that will be sent to the email address that you use to register for today's session the q a is a button at the bottom of your zoom panel and that's what you can use to submit any questions you have so feel free to submit questions at any time throughout the presentation don't feel that you need to wait until the end in order to submit your questions we will be answering them uh after our formal presentation and we'll answer

them on a first come first serve basis so if something pops up in your head please feel free to go ahead and submit those questions um as they arise uh and next to that uh you should see the chat feature which many of you have uh already been using thank you so much for letting us know where you're tuning in from today uh and just uh for anyone who hasn't used the chat yet you just uh remember to change your chat settings to panelists and attendees so everyone can see your um uh your entry and um yeah uh just when using the chat

a reminder just to not share any um personal information that you wouldn't want publicly available um and so uh yeah do keep an eye on the chat as we'll be sharing some helpful resources and links in there so with that we can jump into what we'll be going over today so we're going to start by sharing ways that you can help your business manage a slow period what you can do to prepare some considerations you can make to mitigate the impacts of a recession on your business uh then our funding our pardon me our

speakers from funding circle are going to talk about financing options for small businesses including how online lenders differ from traditional lenders then they're going to walk you through the process of getting an online loan what does it look like how long does it take and what sort of information and documents do you need to have ready uh before applying and then lastly we'll end with that q a where we can answer your questions on today's topics all right so uh diving right in the first thing i

want to kind of just talk through is uh you know this uh r word recession uh it's been in the news a lot lately um but uh you know what exactly is a recession so a recession is really a normal part of a business cycle and a business cycle is just um really a cycle of contraction and expansion in a country's economy there's actually been four recessions in the united states over the last 30 years and they've had an average of about 11 months the national bureau of economic research is technically the group or body

responsible for declaring a recession however it only declares a recession after they have ended and this is because they have to go back and review all the data to determine whether a recession happened or not so this results in situations where we could be in a recession and not even technically know it and so as a business owner you need to be keen on picking up on the signs that were either in or entering a recession and what you should start to look for in order to prepare your business uh and so bench has actually put

together a helpful guide that further explains uh what a recession is if you want to read a little bit more detail and uh this guide also includes some key indicators uh that you can keep an eye on uh in your business so i'll just paste that link here in the chat for everyone if you want to check out that more in-depth guide on you know what a recession is as well as those key indicators that you can use to monitor in your business all right and now we want to talk about preparing for a recession so one of the most common effects of a

recession for all businesses is reduced cash flow and this really is a result of a decline in sales as customers pull back spending to essentials i know it's something we're probably all doing right now as uh you know inflation has been creeping up in apple for the last many months but customers may also put off making payments longer than usual due to those cash constraints and then this creates a domino effect where you have less cash for your marketing or employee budgets and this slows down your sales slows

down your operations and then this cycle repeats so what are some actions that you can take to help keep your business afloat and really slow down the speed of this domino effect if it starts to happen so uh the first is to build a cash reserve and you can really think of this like an emergency fund so you want to start small set cash aside in small amounts on a regular basis you want to keep your operating and savings accounts separate so that you or an employee if you have any don't accidentally spend this emergency fund

another good idea is to prepare a set of ground rules for this fund so write out a plan define what you would constitute as an emergency maybe how much money you want to have or maintain in that fund and when you're thinking about that you can really think about how many months of operating expenses do you want to be able to cover and if you're really not sure about that the average suggested amount really ranges between 6 and 12 months this again is a decision that ultimately is up to you because the money that's

sitting in your emergency fund um it's not working for your business so that's um factors that you need to weigh out in that decision uh and i i'll point out if if you're um wanting to jot down some notes we've actually covered uh all of this here in um another bench guide so i'll paste that link here in the chat and this covers all of the points that i'm going over right now um all right so uh the next tip we have is to maintain marketing as a priority and this is uh marketing is typically one of

the first expenses to be eliminated completely or maybe scale back quite significantly but when a company is having budgeting challenges you want to actually avoid um having your leads or clients dry up because that then just accelerates your cash flow problems so you want to maintain a flow of new customers to offset those clients that you might lose over the coming months and when evaluating your marketing spends really look at um you want to look at and see which channels or spends are generating the most returns for you and if you're

really not sure um one thing you could do is send out a simple survey to your existing client base or any leads or prospects that are coming in to your business ask them how they heard about you how they discovered you and that might give you some indicators as to which marketing spends or channels are working best for you you can renegotiate some advertising contracts if you have any also incentivize word-of-mouth referrals or word-of-mouth marketing and really you know push this towards your clients but also your employees if

you have some really like leverage your entire network the next point is to reduce your overhead costs and so overhead costs are the expenses of running your business things like rent office supplies insurance subscriptions maybe vehicle or travel expenses you can also look at renegotiating any of those rates maybe consider working from home if you have an office rental space that you're able to let go of um and consider investing in technology that would actually improve productivity and therefore reduce your overhead costs

sometimes these tools are free and benches put together another helpful guide on seven affordable technology tools for small businesses so take a peek in that link there and see if any of those tools would be helpful for you and lastly unlike bigger corporations as a small business you might have less access to cash resources and this makes managing cash flow extremely important during an economic downturn so it's worthwhile to consider a financing option before you desperately need it and the reason for this is

that getting financing is usually more costly and difficult to uh obtain if your business is already getting into financial trouble so our uh our speakers from funding circle are going to walk us through how funding options that are fast and affordable can help keep your business agile through a downturn or a slow period but before we get into that we want to run a poll here we're interested to know if you've ever taken a business loan so i've launched that poll let us know if you have maybe with your bank or with

another provider or maybe you haven't ever taken a business loan um yeah so the poll should uh have popped up there um great okay so it's looking like most of our audience has not actually taken a business loan before about 46 of you uh and about 26 percent uh have already with their uh current bank uh and about 30 or so the numbers are changing a little bit here but yeah about roughly 30 have taken a business loan uh with their current provider okay great so uh with that i'm going to pass it over to uh to libby

thank you very much alison um those poll results make a lot of sense what we find is for many of our clients the first place they think to go is that their bank and then they kind of come to us second maybe their bank doesn't offer a loan in the cost in the range that they're looking for or they um don't have the services that they need um so a little bit about funding circle and the reason that people come to us uh oftentimes it's to pay down existing debt i know to neil had asked a question about debt refinance or consolidation

and that's something that we often see as a purpose for coming to us to get a loan um or even just something like make a purchase um a piece of equipment or something like that for their business or working capital loans which would be kind of what alison talked about ahead which is this idea of getting financing before you needing it and just helping you build a cash reserve for those times where it might be necessary so again we have met people come to us for many reasons but those are some of the most common ones

another great reason that people come to funding circle if we can move to the next slide is because while you fill out one application we're able to connect you with kind of a myriad of different products so we have our own business term loan product where you think of it very similar to a traditional loan where you get all the money at once and then you have a certain period of time in which you repay the loan but there's a lot of other products out there that we can connect you with as well the examples would be a business

line of credit or even an sba loan all of those tools we can help our gen's team when you speak to them on the phone can talk you through the different options and help you understand what's the best fit for where your business is at this time um and then what we wanted to do is spend a little time telling you why you might choose us over your bank if you've never gotten a loan so i'm going to kick it over to jen to tell you a bit about that awesome thanks libby um and i know we're comparing uh funding circle to

traditional banks in this slide but i also think it's important to kind of take a step back uh and recognize where we typically see funding circle loans sitting uh in the overall uh lending landscape and the way we typically explain it to our borrowers is that funding circle you know sits somewhere in between a traditional bank and other online lenders um what i mean by that is that you know we have uh some products that do compete with bank loans when it comes to rate uh but we tend to be a lot faster with less documentation

requirement et cetera so uh to go over a few of those uh benefits you know the first point uh here is that you know the structure of our loan we like to pride ourselves on being very transparent when it comes to our fees uh we also have fixed rates and fixed monthly payments with much longer term or terms than other online lenders out there so we go up to five or seven years um in a rising rate environment that we're in right now a lot of our borrowers are choosing to come to funding circle over getting a

traditional sba loan for that environment or and for that reason meaning uh the your monthly payment and rate will stay the same throughout the term of your loan um you also have one-on-one support from a dedicated account manager and they're there to really understand your business and its goals and to walk you through our documentation requirements and our process as well as well as answering any questions that you may have along the way uh you will have access to their direct phone line throughout that process

and they will be your one point of contact throughout uh you know the process up until hopefully we get you an approval and get you funded and that does include connecting you with the other products that we offer that libby explained on the previous slide um the next point here is that you know we are a lot faster and more flexible than you know what you typically would see at a bank uh what that means is that traditional banks can take you know weeks if not months to generate a decision on your application where but

at funding circle you know we can move us as quickly as a few business days to both generate that decision and get money into your bank account we find that you know a lot of our business owners because of the goals that they have associated with the loan they're taking out they want to get started on those goals right maybe you have inventory to buy for the holiday season maybe you have debt to consolidate right now that would save you a lot of money um and because of that reason we want to be able to generate a decision as soon as possible

so that you can get started uh and then of course the last uh bullet here is about no prepayment penalties so what that means is that our term with our term loans you can pay that off early and save on future interests without any additional fees in our process um moving to the next slide this slide explains how to apply with us um so our application process is designed to be quick and easy um and can be completed in minutes uh we do a soft pull on your credit which is where a lot of our borrowers do have questions on

our application what that really means is that we want to understand where your personal fico scores uh is related to some of our eligibility in our different products and that is a soft poll which means it's not damaging to your uh credit score uh you do also have no obligation to move forward our application is non-binding binding so what that means is that at any point in the process if you no longer wish to move forward uh that is up to you of course and there's no fees associated with that uh once

your application is is complete you know we that is when we reach out to you my team and you are assigned a dedicated account manager uh they'll reach out to you to gather details on your business that i explained in the previous slide and we'll also go over your eligibility as it relates to our suite of products they'll collect any outstanding documentation requirements in a secure format and we'll get you off to our underwriting team to make a decision if we are able to generate an approval

on your application our process to move forward uh is also quick and easy we pride ourselves on that uh your account manager will make sure that you're very clear when it comes to the terms of your approval and any related fees we're also uh here to help when it comes to comparing what that looks like to maybe other um approvals that you've generated with other lenders to help you make the best decision for your business um and you know once once you are ready ready and committed to moving forward we

can have money in your account uh in as little as 48 hours just to go over our crime moments really quickly um you know when it comes to what your business should look like before applying with us we do require two years and or more in business with at least 50 000 or more in annual revenue we do have a minimum loan size of 25 000 when you do fill out our application it is really up to you to say what you are looking for in there with but that is our minimum uh and then of course uh strong personal and business credit

scores so on the personal side this starts at a 660 minimum fico score now in order to move forward with our application process once you do talk to your account manager we do require some documentation um and that looks like the last two years of your business tax returns the last two years of your personal tax returns and then your last six months of bank statements now there are probably some clarifying questions around maybe you haven't filed yet for 2021 or other one-off circumstances like that if you're not sure if you meet some

of these requirements again our application process is non-binding so you're welcome to apply and our account management team can help you navigate kind of those one-off scenarios awesome great thank you jen all right so uh now speaking about getting caught up in your taxes if that's something that you need to do and if you need assistance with those last two years let's say have tax returns or maybe just getting your financial records and statements in order bench can help so we as i mentioned at the

beginning of the presentation we have a dedicated team of experts who actually specialize in completing years of bookkeeping really fast we get your records caught up and ready to file your back taxes and then we work with trusted partners to get your taxes filed so that you can uh proceed for instance with your funding application and so what does this look like uh for every month that you need caught up your bench bookkeeper organizes your business transactions and prepares financial statements and these financial

statements are going to help you demonstrate that you have uh really a tidy track record of financials and that's you know whether you need to apply for a loan or maybe a grant or if you're looking um to pitch to investors you want to convince them really that your business is worth investing in and having clean and accurate financials will certainly help with that bench has a really easy to use platform with visual reports like the one you can see there on the slide and that makes it uh just easier to stay on top of your

finances and track the health of your business month over month then for every year of services we provide you with a year-end tax package and this tax package contains everything you need to file your taxes so you can either hand that over to your accountant if they're the one filing your taxes for you accountants love this tax package because it's all neat and tidy and everything that they need is there otherwise if you're the one doing your own filing you can use this tax package to do that but if tax filing is not your

favorite thing to do in renting your business which i'm sure it's not high in the list uh we can actually take that off your plate and uh do your tax filing for you um and these uh tax filing services uh as i've mentioned also include the unlimited tax advisory sessions and so those sessions are available to you throughout the year not just around tax filing season and during that during a session with a tax advisor you jump on a call they're typically around one hour or less in length you're

able to ask questions that you have about your income taxes and our tax advisors are really going to take the time to get to know and understand your business circumstances financials and then provide you with valuable advice that's tailored specifically to your business and to help you optimize your income taxes uh and so we've got an exciting offer for those of you uh watching today's webinar we are offering 30 off of your first three months at bench and that discount applies to either our bookkeeping or our bookkeeping plus tax

support so i'll drop another link on the chat here and you can access that 30 off for uh three months um and uh before you really you know decide if bench is the right uh solution for you we you can actually do a no commitment no credit card required free trial and so during that free trial our team will complete uh one prior month of your bookkeeping in just one business day and after they've done that they'll give you a set of financial statements that are yours to keep and so this uh yeah this will basically

let you just get a sense of whether bench really is the right uh bookkeeping and tax filing solution for you before you make a decision or before you want to take advantage of this discount offer so grab that link in the chat we will also include that link in our follow-up email if you want to take a little bit more time to think about it and for anyone who is watching this session on demand uh after our live presentation the uh promo code link is available just below your viewing screen there on the page so uh with that we have come to the end

of our formal presentation so we can now jump into questions so i'm gonna open up uh our questions here i did try allison to type as many answers as i could yes yeah okay wonderful oh great thank you yeah you've answered quite a few super okay um all right so um okay we've got a question from elliot so um okay let's see uh during our session um i'm actually elliott i'm not 100 sure uh we might need you to clarify your question um maybe we'll jump down to um we've got a question from an anonymous attendee saying does

bench work with our software in our case we use netsuite so um a great question about bench's software so it is a proprietary software so we've built it ourselves um but uh uh that doesn't mean that it's gonna cause a lot of friction or challenges with onboarding or off-boarding with our software basically when you join bench you're able to really easily import all of your maybe historical uh transactions and link up all your financial accounts and then uh if for some reason you decide that uh you know bench is no

longer the right fit for you um it's our software uh you're easily able to basically export all your financials uh and we send you away with uh an excel file for instance and maybe you can take that to your next provider or maybe you've hired a full-time bookkeeper or an account to handle your um your bookkeeping so um yeah no no significant challenges there uh so i i do believe that um uh using netsuite shouldn't be an issue um let's see um okay so another question from tanil i haven't completed this year's p l

i think we should be good to apply will we have access to the account manager by phone and email and then another question will this account manager be lifelong or only for the current loan that's being applied for i guess uh tanil is looking for some guidance to keep her in line when she's applying uh as she has an extensive financial background so she just kind of needs a helper yeah i'm happy to take that one um you know as far as uh how you can reach your account manager so we do i give a dedicated phone line for your account

manager and they also reach out via email and even sometimes sms if that's a way that you like to communicate um you know typically we are you know around uh monday through friday 8 8 am to 5 p.m and that you can reach your account manager anytime during that process as far as you know if you are assigned to the same account manager time over time you know typically not and the reason for that is how often our borrowers come back to us for small business loans right um might be every couple of years and and potentially will get assigned a

new person however you know outside of your application process with funding circle you're absolutely welcome to reach back out to your account manager that you worked with uh in the first for the first process and they can kind of give you guidance on where to go from there um hopefully that answers the question but uh yeah okay great uh another question uh from uh oops here we go uh sorry how much profit in terms of percent would you need to see a business has made in the last two years it might depend on

um yeah definitely i think it depends on what you're applying for other factors are that are going to matter too is your cash flow um and your credit um but i would say that you definitely would want to show uh positive cash flow okay great all right um okay another question here um okay so from elliott so uh part of the question has been answered already uh other than buying planes what would the terms be for a line of credit um he says we are slowly climbing in terms of monthly revenue and are currently showing about 94 000 plus

for the year i'm not sure if um do you need the the first part of that question for context i can help uh answer that i think at least partially you know uh lines of credit are typically done through a partner of ours right so as far as terms you know you would have to apply to actually see what you qualify for and what that uh lender would then give us um is your dedicated account manager who would articulate that approval with you though so we don't necessarily pass you off to a partner we handle that internally which i think

isn't is a nice part of working with funny circle um as far as you know why someone might want a line of credit over a term loan is because those are revolving right so as you draw on that line of credit you have the ability to pay it back and it essentially replenishes itself so it's a great way to have cash on hand um you know in the ability to take out and only pay back what you need at that moment um you know gives you that level of flexibility okay great uh there's a question from tina about

the interest rate uh what is the interest rate that might uh differ i guess depending on the type of loan is that right it does that's correct um as far as funding circle our our uh you know rates start at 599 and go up from there um you know as far as where your business lands it is dependent on you know your business's financial health and our underwriter's assessment of of what your business can afford when it comes to monthly cash flow um so you know from that perspective we aren't able to tell

you exactly where you will land until you go through that uh application process but again because it's non-binding um you know if we are to generate an approval that isn't you know what you were hoping to see you know you don't have to move forward with that okay great all right uh there's another question from herb if you find prototypes for technology yeah we could um i think again there's gonna we're gonna look for you to have been in business two years we're also gonna again look at your credit and cash

flow those are gonna be the um primary margin or items that we're gonna take into account when deciding if your business is credit worthy thank you all right um okay uh ardevan thank you for yeah submitting your question through the q a button so we are low margin business we do about 14 and a half million per year but net one percent after the owner's salary and every i guess everything all the other expenses uh how much does our net affect the line of credit that's a good question i think that one you know i would

encourage someone to apply and see kind of what the underwriters come back come back with you know because our line of credit is at a partner of ours you know i wouldn't necessarily have the details of how that would affect um you know the approval that we would be able to to generate uh libya i don't know if you have more details on that one but um i would just encourage someone to see where they land yeah i agree i think it's gonna depend on um a few factors there how you're reporting and things like that

but it's possible yes okay great all right uh another question uh can we apply from valets can we apply for loans solely in the business name using the ein yeah i think that there's actually a couple questions related to this and so um just in general we do require a personal guarantee on our loans this isn't going to be reported on your consumer credit but as the business owner you um will kind of say like i'm taking responsibility for this debt the other piece there is um that i think sometimes people are asking

is can a sole prop can you be a sole proprietorship yes we do lend to sole proprietors um and sometimes business lenders don't because the line between personal and business seems too close but we've developed a really great process to be able to lend a sole proprietorship if that's the way your business is structured okay great uh let's see and a follow-up question to that one does your loans report to the business credit reporting agencies yes they do okay right all right a question from an anonymous attendee are fixed

interest term loans funded and serviced by funding circle yes our core product is a fixed interest rate so the monthly payment will stay the same for the life of the loan and we do service it ourselves so it stays with us okay great um all right and um question from uh destiny is there any way around having a two-year business history um their particular business is 14 months old so can they do personal and business together or if personal credit would work uh we only do small business lending here at funding circle and that two

years is a pretty hard line for us so um we would encourage you to do you know great for the next couple months and come on by when you get to that that uh 24-month time frame um but if you're looking you know i i've seen personally in my years in this industry that sometimes when you're under that two years you can find lenders you can work with or um people will do exactly what you said which is use personal credit at first and then kind of repay themselves down the line okay great uh so earlier question i apologize i

missed it uh from steve asking if that cash reserve that i spoke about or this emergency fund is taxable um and so um i am not you know authorized to give uh tax advice but uh what i do know is that uh you know if um the money that you've put into that emergency fund is income that you earned during that tax year then yes that income will be taxed and then if that if your emergency fund or or your cash reserve is generating any interest in a whatever type of savings account or or yeah if it's generating any interest

that will also be taxable um but that's a very great question uh and something that our tax advisors would be able to help you um navigate you know which um yeah basically like with you know your various income sources and all your expenses and all your tax deductions of available credits if there's any available to you um they'll be able to help you kind of navigate what is the most optimal uh way to have uh your money managed for taxes for tax purposes okay there's a question from benjamin so i have a 736 personal fico

score and have never obtained a business loan how can i receive funds or capital for my recent startup or maybe a business line of credit um without it he's not able to hire a marketing team or feel very secure with emergency funds i think the only thing i would say is that uh two years in business piece that libby just went over so if your startup hasn't been around for two years you know and we do have to wait until you hit that milestone to apply through funding circle um however if you are interested in doing so and you have been

around for two years you know the best way to do so is through our online application um so that's just at funnycircle.com uh there's a big apply now button on there and you can get started that way once that application is complete you'll be assigned to an account manager who can kind of walk you through your eligibility and options from there okay great all right uh and i see there's one question here in the chat what is your website uh so as sharedfundingcircle.

com is where you can find a funding circle and bench.co is where you can find uh bench oh and another question just popped up there uh how can i apply for the sba loan and what are the qualifications same process so you would just hit that apply button now button on our website and you know again once that application is complete you will be assigned to an account manager so what they actually do just to explain that a little bit more is they after you know answering some uh after you're able to answer some questions about your business um you

know we will collect that documentation that i spoke about earlier that documentation then will dictate you know along with the information you gave your account manager your your eligibility at all of the products that we uh sell you know or or offer if you will on our team so from there you know they will be able to walk you through if you're uh eligible for our term loan a line of credit the sba etc right on that call and help you understand kind of um some of the benefits or reasons why someone wouldn't want to go with a certain

product um that tends to be pretty specific to your business at that point in our process which is why we just encourage people to fill out that application so that we can get to that point of being able to direct you a little bit better okay great uh and there's a question in the chat uh from matt so does uh bench use zero great question so no we don't use zero so as i mentioned a little earlier bench actually has our own proprietary software but if you are currently using xero to manage your accounting

and do your own bookkeeping we can actually export all of your historical files from xero and easily import them into your bench account and so yeah the process of transitioning from zero is uh not a difficult one uh we certainly have a lot of clients who will join us uh from zero um and i'll just point out uh one of the you know we get asked uh quite often how we differ from zero and really the main difference is that in xero you're doing your own accounting you're doing your own bookkeeping but when you join bench we take that all off

your hands and we take care of it all for you so you don't have to do your own bookkeeping anymore okay uh another question and just a reminder to everyone if you're able to submit your questions through the q a button we can make sure that we don't miss them but there is uh one here i am a home daycare moving to a building in the next couple of months would i have to wait long before i apply with a higher revenue and they've been in business since 2001 so the two-year no congratulations first of all on a new

location that's great um i'm sure having it out of your home will be nice as a person with small children um actually they're large children now but they were once small um but um no you certainly don't need to wait we encourage you to apply if you need the funds now obviously your revenue will be probably grow exponentially when you have a facility and at that time if you need additional funds we'll take that new revenue into account but if you need funds now we would be happy to help you

okay great all right um so that looks like right now we've covered most of the questions i'm just going to scroll one more in the chat about the sba website and i just i'll clarify the question was i went to the sba website and it says they don't accept applications that's right so the sba itself doesn't um process the applications they work with partners who they've approved across the u.

s so when you apply on our website we work through partners to get you to the sba they're kind of like the money bags in the back not the loan operations and processor people and that's probably better for you and them so we encourage you to apply and we'll help you walk through that process wonderful thank you yeah we um we had that question a lot during the pandemic with the ppp loans um okay uh priscilla submit a question here do you change do you charge a fee uh once the funding is approved so we do so um we have a one-time origination fee uh that is

basically financed throughout the lifetime of your loan um and that is something that you know we do like to be very transparent about when we go over the terms of any approval that we have at funding circle so it's something that you know your account manager would call out um to you and make sure that you understand how that works all right wonderful all right and another question uh from my uh late attendee that's okay will there be a replay of this webinar i arrived late uh and have missed some important

information um no problem at all yes you will we will be sending out a recording of today's session it'll arrive in your inbox towards the end of the day today uh so yeah if you joined us late and are wondering what you missed at the beginning of the presentation don't sweat you'll be able to access that email and the recording link using the uh it'll be sent to the email that you used to register for the session so keep an eye out for that and you can rewatch any parts or catch up on what you may have missed

great question okay um see there's another one here when the line of credit is approved you need to make payments regardless of whether you have used the money or not it's a good question from robin yeah so um no basically you don't make payments until you make a draw which means you actually take money out of the line of credit there are minimum draw requirements um but as far as how much money you take out um is really up to you at a time so long as it's under the approved line amount if you will um once

you do take that draw that's when you start making those payments back to it right okay and um yeah elijah just has a follow-up comment about the sba so um yeah you apply for the sba loan through funding circle which is correct and they've asked for the website so fundingcircle.

com is where you can go to get started on your application all right and we'll give it a few more minutes if anyone else wants to submit a question go ahead it looks like we've covered most of them i'll just um uh oh great here's another one from stan how many months are loc payments for draws so uh term lengths i suppose for a line of credits can be a year to two years um it depends of course what you know approval that we generate um and then how you pay that back is typically daily or weekly payments um we would go over what those

options look like after you go through the application process okay great all right and just making sure that i haven't missed any final questions before we wrap up uh looks like elliot has another question for us um let's see uh elliot i'm not sure if we've gotten your full question there um okay great thanks so assuming i'm approved for a line of credit can the amount uh later be increased um gender libido is that a possibility with funding circle to

after you've been approved to have your line of credit increased later on you know i believe that is something that our uh partner does with lines of credit again this is a a loan that we would connect you to outside of funding circle you know your account manager will be the one that goes over the initial terms um and what that line looks like and then if you are to come back and want to you know get approved for more on that line um it is something that you would then work with um that lender at the time but i do believe that's something

that they look at assuming your you know payment history is on time hey great good to know okay lots of questions about lines of credit how long can you have the line of credit without using it uh it may depend yeah there is a minimum draw amount if you want to open the line of credit so i believe you know for any new approval you have i believe it's 10 to 12 days to take that first draw on it um as far as how it's how it um how long it's open it after you take that initial draw quite honestly i'd have to look into

okay all right phillip we see i see your question looks like you're in the process of applying now and you have a question for your account manager so off um if you don't if you don't mind just personally messaging me your email on the chat we'll get you in connection with someone and see what's going on okay great um and uh okay i um uh just going back up to chat here it's difficult to uh to see if we missed some questions there but i think i i found one here that we may have missed um from ardavan

what if we have an in-house bookkeeper full-time are the bench prices less um great question so um if you already have an in-house bookkeeper uh bench may not be the solution for you because um uh we are primarily a full service bookkeeping solution so if you are interested in having our team help you with your tax filing you're also going to be having our team help you with your bookkeeping however uh it might be worth um evaluating uh you know whether that is still cost effective for your business um to have us help you with your tax

filing if that's what your needs are but yeah if you um if you have an in-house bookkeeper then uh we we want to avoid you know duplicating their work in other words so um typically small businesses will come to us if they don't have an in-house bookkeeper or if they're maybe having their accountant do their bookkeeping or doing their own bookkeeping through a another platform like quickbooks or or zero let's say i hope that answers your question okay um and uh elijah has one more comment here about the sba loan

yeah i'm looking at it for the sba loan we file personal tax with my business tax return well i still qualify and what if my business income and personal income um the i would encourage you to apply and see what your options are the sba is very particular and specific and it's a much more time-consuming process just for context the average application time in the industry just to get from applied to approved is over three months so it might be that if your uh income is low if your business and personal income is

lower and you're looking for a smaller amount this isn't the right product that you're applying for obviously sba has like a certain brand or panache that makes people think this is the loan for me but i'd encourage you to apply and let us kind of give you some additional options and see what's a good fit it may be that it's the sba but i find often that people especially when they're not needing large dollar amounts to start out maybe sba isn't always the perfect fit okay great yeah lots of questions about the

sva loan wonderful okay and with that i think we've answered everyone's questions uh so we'll just see here in the next few seconds if any final questions come in that we can answer and we'll just do one more check here through the chat just to make sure we haven't missed any um okay looks like we've covered all of the questions so with that i just would like to um thank you everyone for joining us today we've really appreciated your attendance and your engagement in the chat and all

of these great questions um we hope you enjoyed today's session as much as we did so keep an eye out again on your inbox for the recording and you can re-watch uh today's presentation or if you want to forward it on to a fellow business owner uh go ahead and with that uh we've got our contact info here on the slide i'll leave this up for uh just another minute or two if you want to jot it down check out our websites and we hope to see you again at a future webinar thank you everyone again for joining us

you