

LSP SERVICES:

Structure and Eligibility Consulting

Each loan request starts with planning the business' SBA structure and eligibility requirements. This allows us to ensure any loan applications from your institution align with the required credit goals and overall strategic plan.

SBA Credit Process

We understand what it takes to get your prospective SBA borrowers approved in a timely fashion. Our lenders benefit from our SBA credit support that works in concert with your internal credit requirements to ensure your clients receive the most thorough lending service possible.

SBA Loan Processing (Packaging)

We're experts at packaging loan applications for submission to the SBA. From completing the appropriate forms, to obtaining the necessary information required to meet specific program criteria, our team is happy to help make the process as seamless as possible. We are experts in navigating the latest government software, and ensuring your loans are properly packaged and your guaranty sales are safe.

Loan Closing

The SBA closing process requires expertise most lenders do not have in-house. Our team prepares all loan documents needed on SBA forms and prepares a detailed set of instructions for the lender's closing staff. We work with the lender's backroom to review due diligence and ensure equity requirements are in place prior to the closing of the SBA 7(a) loan.

Loan Guaranty Sale

The SBA guaranty portion of the loans are available for sale in the secondary market for a nice premium depending on how the loan's interest rate structure was negotiated. The MCDC team will assist with the upfront loan structure and help prepare the proper documentation for sale in the market place. We also help you examine each SBA loan to ensure it is placed in the secondary market appropriately, managed through the sale, and the unguaranteed portion is continually serviced with the proper documentation needed.

Post-Closing Review

After the loan is closed and proceeds are fully funded, our team will review the full closing documents, disbursement detail and due diligence package to ensure all adheres to the rules and regulations that have been established by the SBA Authorization. We will identify any deficiencies and recommend solutions. Upon completion of the review, we will provide a complete analysis report, which is a useful training tool for both the lenders and management.

Portfolio Servicing

Our team works with you throughout the life of the SBA loan to make certain any servicing actions are done correctly within the requirements of SBA's SOP. We will work directly with SBA on behalf of the lender to get final sign off as needed. Servicing the loan properly is all part of making sure the guaranty stays in place after the loan is closed.

Loan Liquidation

In the unfortunate event that the borrower defaults, our team will provide consulting on best practices for liquidation, assist with making a demand on the SBA guaranty and assisting with preparing the guaranty request package (10 TAB) to finalize the guaranty request.

SBA 7(a) Training

From reviewing and consulting on new SBA loan requests, to coming onsite and providing in-person training to staff, we are available to keep you up to date. With over 20 years of experience processing, closing, selling, servicing and liquidating SBA loans, we can provide the training needed to keep the process running at peak levels.

Loan Sourcing

Through our contacts with the USDA and 504 Loan Programs we periodically receive referrals for loans that may fit the 7(a) program. We carefully evaluate a request for 7(a) eligibility and initial creditworthiness before determining if this is a loan that can be referred to one of our lending partners. This is a process we see as a win/win for the customer and our clients.