

# Business Questionnaire

Please fill out the Business Questionnaire completely to assist Prudent Lenders in the Underwriting and Closing of your loan request. Your signature at the bottom confirms the information provided to be accurate.

## Business Locations - List Any and All Locations the Business Utilizes

Business Address	Leased or Owned?

## Business Ownership – Confirm Business Ownership

Business Address	Percentage Owned
I certify the List of Business Locations and Ownership Percentages detailed above to be accurate.	
Print Name	Authorized Owner Signature
	Date

## General Questions

Please describe your business location(s), including square footage, property layout, and property characteristics.

Please provide a general background on the business. How does the company generate revenues? Is there any seasonality?

Who are your primary customers? What payment terms do you offer you customers? What payment collection policies are in place? Please describe any special relationships between the company and its customers.

How many customers or sales does the company average per day/year? What is the average purchase price per customer?

Who are your primary vendors? What payment terms are extended by these vendors? Please describe any special relationships between the company and its vendors.

Who are your primary competitors? What is the company's competitive advantage over the competition?

Please describe any key changes in the business revenues and profits over the past three years. What is the cause of any significant increases or decreases?

How many employees does the business presently have? What is their average salary? How many employees will be hired as a result of this loan request? Please describe the positions to be created.

Does the company have a formal management succession plan in place? Please describe.

Does the business operate under any Franchise, License, Distribution, Dealer, or Management agreements? If so, please describe below and attach a copy of the agreement.

Please provide any additional information regarding the business that will assist in underwriting the loan request.