

COMMERCIAL FUNDING NETWORK, INC.

New Business Information Interview

This interview helps us understand your plans in operating your business. It allows you to demonstrate the parts of your business plan and unique circumstances that will not show up on your credit report or financial statement.

Describe the type of business (B2B) or consumer (B2C) that will be your primary customer? (e.g. "We will sell to regional restaurants." Or, "We will sell to tourist consumers.")

What products or services will that customer buy from you?

Gross Income

Please project the amount of sales volume (gross income) for each of the next 12 months. The trend should be towards a \$20,000 monthly income by the 24th month of operation.

Month	Gross Income
1	
2	
3	

Month	Gross Income
7	
8	
9	

Month	Gross Income
4	
5	
6	

Month	Gross Income
10	
11	
12	

Expense Budget

As you plan your monthly business budget, what will be the top 10 expected monthly business expenses? Together with the above income forecast, this will help us understand your expected P&L (Examples: premises rent, loan / lease payments, payroll, inventory, utilities, insurance, etc.)

	Monthly Amount	Purpose
1	\$	
2	\$	
3	\$	
4	\$	
5	\$	
6	\$	
7	\$	
8	\$	
9	\$	
10	\$	

The planned monthly payment for this funding request

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Investment to Date: Please list the start-up expenses already paid and where the funds came from. (Attach additional page, if necessary):

Description	Amount	Source of Funds

Additional Start Up Expenses: Please list the remaining start-up expenses that still need to be completed or ordered and how each will be paid. (Attach additional page, if necessary):

Description	Amount	Source of Funds
		<i>To be paid from this funding request</i>

This Request and Essential Value Added Equipment

How will the equipment being financed be used to generate the income detailed on page 1?

Please estimate the percentage of your gross monthly income that would be lost if this equipment were to fail or be destroyed and not immediately replaced. _____%

What percentage of the current purchase price would you expect this equipment to be worth in three years: _____%

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Management and Operations

Please describe the education, trained skills or experience that each owner has that will contribute to the success of this new business. (Please attach resume of each principal)

Owner Name	Training, skills or experience that will contribute to this business success

Please describe the alternate source(s) of income that each owner could use to support personal lifestyle / obligations in the event there is a cash flow shortfall with this new business. (Examples would be working spouse, retirement, real estate or other business income)

Owner Name	Alternate source of income

The business should require at least two employees to assist the owner. Please list the projected monthly salaries and responsibilities of the owner and priority staff members:

	Monthly Salary	Duties and Responsibilities
Owner	\$	
Employee 1	\$	
Employee 2	\$	
Employee 3	\$	
Employee 4	\$	

Please include

- CFN application
- Current business financial statement (income statement / balance sheet)
- Last 3 business checking statements, if bank account has been opened

For each owner

- Personal Financial Statement; signed and dated
- Last year's personal tax filing
- Copies of the last six personal checking statements.