



ARMADA
MERCANTILE

A Preferred Alternative Financer

Growth Solutions for Small and Mid-Sized Businesses

How We Help Bankers

Scenario #1

Bank client: We had a great year! We have great customers begging us to grow with them. We just need a bigger line of credit. Can you help?

Banker: Our underwriters need to see your new tax return before they can consider a review.

Bank client: We cannot wait that long. We will lose customers!

Banker: I am so sorry. I will make sure to push as hard as I can when your tax return is available.

Did your client wait?

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Scenario #2

Bank prospect: We are looking for a loan or line of credit. We need at least \$3MM. Can you help?

Banker: How long have you been in business? How much have you made in profit the last three years?

Bank prospect: We just started about 2 years ago. We just had three very profitable quarters and everything looks great!

Banker: I am so sorry. We need at least 2 full profitable years and two tax returns.

Did your prospect come back?

We put a vendor procurement line of credit with whatever amount of bank financing exists. For a prospect it might be the only financing they can secure. More financing for the bank client with no interference to the bank.

It's a big Win—Win—Win!

Let's work together! Contact us soon!

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