

# IOU FINANCIAL LOAN PROGRAM BASICS

## QUICK REFERENCE

PRODUCTS	TERMS	LOAN AMOUNTS
CORE	6, 9, 12, 15	\$15k - \$150k
MID MARKET	6, 9, 12, 15, 18	\$150k - \$300k
PREMIER	6, 9, 12, 15, 18, 24	\$300k - \$850k
PREMIER PLUS	18, 24, 36	\$500k - \$1.5m

- ✓ 1ST & 2ND POSITIONS
- ✓ DAILY, WEEKLY, BI-WEEKLY, MONTHLY (PREMIER PLUS ONLY)
- ✓ NO UCCs (*EXCEPT PREMIER PLUS*)
- ✓ SOFT PULL ON CREDIT
- ✓ NO PREPAYMENT PENALTIES

## BUY RATES

TERM	BUY RATE STARTING AT	SELL RATE	MAX COMMISSION
6 m	1.15	1.25	10%
9 m	1.18	1.28	10%
12 m	1.21	1.31	10%
15 m	1.29	1.39	10%
18 m	1.38	1.48	10%
24 m	1.42	1.52	10%
36 m	1.45	1.53	8%

All buy rates listed above are for comparison purposes only. Actual approvals may vary slightly due to Interest Expense calculations and rounding. For 2nd position add +1 to the buy rate.

## TOP INDUSTRIES



MEDICAL



VETERINARY



DENTISTS



HVAC/PLUMBING



E-COMMERCE



ELECTRICAL CONTRACTORS



RETAIL



IT/TECH

## PARTNER LOYALTY INCENTIVE

### RENEWALS

Partners have primacy over their funded borrowers for the duration of the loan. Renewals are eligible at 40% paid down. The IOU Renewals Specialist is dedicated to borrower retention and will reach out to the borrower on behalf of the broker for renewals. **Max commission is paid on FULL loan amount, not on net proceeds.**

## STATE RESTRICTIONS

### NOT DOING BUSINESS IN THE FOLLOWING STATES

MONTANA  
NEVADA  
SOUTH DAKOTA  
VERMONT  
HAWAII

MUST BE LICENSED IN CALIFORNIA  
OTHER STATE MINIMUMS & APR CRITERIA APPLY

# IOU FINANCIAL LOAN PRODUCTS

CORE	MID-MARKET	PREMIER
<p><b>\$15,000 - \$150,000</b>  <b>6, 9, 12 &amp; 15 MONTHS</b>  <b>DAILY OR WEEKLY PAYMENTS</b></p> <p>All Industries Except Prohibited List</p>	<p><b>\$150,001 - \$300,000</b>  <b>6, 9, 12, 15 &amp; 18 MONTHS</b>  <b>DAILY OR WEEKLY PAYMENTS</b></p> <p>All Industries Except Prohibited List</p>	<p><b>\$300,001 - \$850,000</b>  <b>6, 9, 12, 15, 18 &amp; 24 MONTHS</b>  <b>DAILY, WEEKLY, BIWEEKLY</b></p> <p>All Industries Except Prohibited List</p>
<p><b>BASIC GUIDELINES:</b></p> <ul style="list-style-type: none"> <li>• 1st or 2nd position</li> <li>• 1 year in business (must meet credit requirements)</li> <li>• 2 years since bankruptcies and/or foreclosures</li> <li>• 630+ FICO Score (\$50k and above)</li> <li>• No late mortgage or auto loan payments in past 6 months</li> <li>• Minimum \$3,000 ADB</li> <li>• Average 8 deposits/month for 3 months</li> <li>• Minimum \$35,000 loan for 6 months</li> </ul>	<p><b>BASIC GUIDELINES:</b></p> <ul style="list-style-type: none"> <li>• 1st position</li> <li>• 2nd position case-by-case</li> <li>• 3 years in business</li> <li>• 3 years since bankruptcies and/or foreclosures</li> <li>• Established business credit</li> <li>• Operational website</li> <li>• 50% Net Rule</li> <li>• 630+ FICO Score</li> <li>• No late mortgage or auto loan payments in past 6 months</li> <li>• Minimum \$20,000 ADB</li> <li>• Average 8 deposits/month for 3 months</li> </ul>	<p><b>BASIC GUIDELINES:</b></p> <ul style="list-style-type: none"> <li>• 1st position</li> <li>• 2nd position case-by-case</li> <li>• 5 year in business</li> <li>• No cash-flow exceptions</li> <li>• No prior bankruptcies</li> <li>• Established business credit</li> <li>• Operational website</li> <li>• 50% Net Rule</li> <li>• 700+ FICO Score</li> <li>• No late mortgage or auto loan payments in past 6 months</li> <li>• Minimum \$50,000 ADB</li> <li>• Average 8 deposits/month for 3 months</li> </ul>
<p><b>DOCUMENTATION REQUIREMENTS:</b></p> <ul style="list-style-type: none"> <li>• 3 months bank statements (needed for approval)</li> <li>• Driver's license</li> <li>• Voided check</li> <li>• 80% owners must sign PG</li> </ul>	<p><b>15- and 18-Month Term Special Requirements :</b></p> <ul style="list-style-type: none"> <li>◦ 1st position only</li> <li>◦ 3 years in business</li> <li>◦ Operational website</li> <li>◦ No bankruptcies</li> <li>◦ 15-month terms start at \$60k (Minimum 3 years in business)</li> <li>◦ Tax returns</li> </ul> <p><b>DOCUMENTATION REQUIREMENTS:</b></p> <ul style="list-style-type: none"> <li>• 3 months bank statements (needed for approval)</li> <li>• 6 months bank statements and taxes <b>up front</b> (18-month)</li> <li>• Most recent year FULL tax return, including ALL schedules</li> <li>• Driver's license</li> <li>• Voided check</li> <li>• 80% owners must sign PG (100% for 15- and 18-month)</li> <li>• Signed 8821</li> <li>• Copy of lease with 2 months proof paid checks (15 and 18-month)</li> </ul>	<p><b>DOCUMENTATION REQUIREMENTS:</b></p> <ul style="list-style-type: none"> <li>• 3 months bank statements (needed for approval)</li> <li>• Most recent year FULL tax return, including ALL schedules (needed for approval)</li> <li>• Business lease</li> <li>• Driver's license</li> <li>• Voided check</li> <li>• 100% owners must sign PG</li> <li>• Signed 8821</li> </ul>

\*\*FOR INDUSTRY PROFESSIONALS ONLY\*\*

NMLS ID#: 37051, STATE LICENSING: AK 929586, CA 603E394, FL CF9900706, MD 2026, ND MB102402, SD MYL2919, VT 6820

11/02/2023

# IOU FINANCIAL LOAN PRODUCT

## PREMIER PLUS

**\$500,000 - \$1,500,000**  
**18, 24 & 36 MONTHS**  
**WEEKLY, BI-WEEKLY & MONTHLY PAYMENTS**

*All Industries Except Prohibited List*

### BASIC GUIDELINES:

- 1st position
- 2nd position case-by-case
- 5 years in business
- No cash-flow exceptions
- No prior bankruptcies
- Established business credit
- Operational website
- 50% net rule
- No late mortgage or auto loan payments in past 12 months
- 12 month mortgage history
- Minimum \$50,000 ADB
- Average 8 deposits/month for 3 months
- Must be located in a brick and mortar location; no home-based businesses, unless it is an IT services business

### DOCUMENTATION REQUIREMENTS:

- 6 months bank statements (needed for approval)
- Most recent year FULL tax return, including ALL schedules (needed for approval)
- Business lease
- Driver's license
- Voided check
- 100% of owners must sign PG
- Signed 8821
- Latest quarterly balance sheet
- Blanket UCC-1 against all non real estate assets of the borrower: cash, POs, invoices, retentions, AR, inventory, I.P., leasehold improvements, inclusive of after acquired property
- Enterprises with substantial AR on balance sheets must have an updated AR ledger showing names and HQ addresses of the counter-parties, aggregate amount of current AR, and aggregate amount of AR aged out 91+ days late
- Additional funding condition: all non-terminated UCCs have to be either proven cleared or paid off at funding with a release; UCC on equipment evaluated case by case

# IOU FINANCIAL PROHIBITED INDUSTRY LIST

## PROHIBITED INDUSTRIES

### IOU WILL NOT LEND TO:

Adult Entertainment  
Addiction Rehab Facilities  
Ambulance Services  
ATM Businesses  
Attorneys  
**Bankrupt Franchises (Quiznos)**  
Bail Bonding  
Banks, Credit Unions, Mortgage Lenders  
Blood/Organ Banks  
**Call Centers & Answering Services**  
Collection Agencies  
Colleges; Schools  
**Construction (Ground-up)**  
**Debt & Tax Reduction Services**  
**Energy Generation & Distribution**  
**Factoring; Purchase Order Financing**  
Farming  
Fitness Centers/Gym  
Flea Markets  
**Herbal Supplement Companies**  
Holistic Doctors  
Home-Based Trucking  
Hookah Lounges\*\*\*  
Horoscope/Fortune Telling  
**Investment Opportunities & Advice**  
**Logistics/Freight Forwarding**  
Lotteries/Raffles/Gaming/Gambling  
**Magazine Subscriptions**  
Mail Order Coin Sales  
Mailing Companies (Bulk Mailing Agencies)  
Marijuana Dispensary  
**Marketing Companies**  
Media Publishing & Production  
Mining Companies  
Mobile Home Manufacturers & Parks  
Money Services Businesses  
Multi-Level Marketing  
**Non-Bank Finance Companies**  
Non-Profit Organizations  
Non-Truck Based Freight Transportation  
Notaries  
**Oil & Gas Exploration & Refining**  
**Payroll Companies**  
Payday Lender; Check Cashing

Personal Trainers  
Precious Metal Sales  
**Printing Services**  
Pyramid Schemes  
**Real Estate Companies**  
Roofing Companies\*\*\*  
RV & Trailer Dealer\*  
**Solar Companies**  
Stock Brokerage  
**Tax Preparer**  
Taxi/Limo Companies  
Telephone Carriers & Resellers  
Title Companies; Escrow Agents  
Towing Companies\*\*\*  
Transportation (Air/Rail/Bus/Boat)  
Travel Agencies  
Trucking Companies\*\*\*  
**Used Car Dealerships\*\*\***  
**Vape Shops & Vaping Products**  
Vehicle Manufacturing  
Video Rental  
**Wireless Telecommunication Stores**

## CASE-BY-CASE INDUSTRIES

### IOU WILL LEND ON A CASE-BY-CASE BASIS:

Contract Management Services  
Funeral Services  
Guns & Ammo Sales & Manufacturing  
Home Healthcare  
Hospice  
Hotels/Motels  
In-Home Daycare Centers  
Insurance Companies  
Marinas  
Motorcycle, Boat, ATV, Snow Mobile Dealers\*  
Pawn Shops/Consignments  
Property Managers/Lessors of Real Estate\*  
Real Estate Appraisers  
Recycling/Scrap Metal Companies  
Staffing Companies  
Ticket Brokers

**IOU retains the right to decline acceptable industries due to impact of COVID and/or COVID impacted geographies.**

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