



# Objectives

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- Know Your Business
  - Terms & Negotiating
  - Alternative Solutions
  - Moving Forward
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# Know Your Business

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- Prepare for the meeting beforehand
  - Have you reviewed the Facility Letter & have you adhered to the terms of it?
  - Have you reviewed your latest set of Financial Accounts? Are they up to date?
  - Do you produce aged debtor/creditor lists?
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# Know Your Business

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- Realistic Cash Flow Forecasts are important
  - Can you answer (if asked) how much, exactly is needed, why & when will it be repaid?
  - Is your plan based upon a sustainable growth/constriction plan or is it a case of reacting to the immediate circumstance?
  - Be prepared to answer more questions/produce more information than previously asked
  - e.g. Completion of a Personal Statement of Assets & Liabilities
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# Terms & Negotiating

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- Be confident but realistic – the world has changed.
- What is an ideal solution at the end of the meeting?
- What are you willing to negotiate on?
- Fees, interest rate, security, regular production of financial info?

# Alternative Solutions


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- Consider re-structuring to Loan
- Is Invoice Finance appropriate ?
- Have you considered looking at an alternative Banking arrangements ?



# Pros & Cons of moving

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- Cons – Your existing Bank knows you (less room for negotiation)
  - When original facilities were granted the rates agreed were probably lower
  - No history with new Banking should problems arise
  - Pro – More room for negotiation
  - New Bank more “willing to assist”
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# Questions

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