



Which Business Financing Option Best Aligns with Your Needs?

ebook

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> Introduction

Securing financing for your business is crucial to stabilizing operations, seizing a new opportunity or preparing for major upgrades to operations. However, an understanding that funding will help your company move forward is just the first step. Determining which type of business financing to use and finding a trustworthy partner to provide it are what turn this goal into a reality.

Let's look at how your business can determine the best financing option for its unique needs, as well as three helpful funding choices provided by TAB Bank.

➤ Assessing Your Business Objectives, Resources and Challenges

Taking stock of the issue or opportunity that has spurred your business to seek out funding helps you make an informed choice. Assessing the situation in terms of your business objectives, resources and challenges provides you with the context needed to select the best funding option available.

OBJECTIVES: What is the ultimate goal of the funds your business wants to secure? Is it a defined project with a clear start and end date, or a broader, long-term desire to smooth over peaks and valleys in a seasonal business model? Develop an understanding of how long you plan to use the funding and your specific goals for it.


RESOURCES: Collateral is an important consideration for many types of business funding. Does your company have lots of accounts receivable invoices it can leverage? What about business assets and equipment? Recognizing what you have on hand makes it easier to work through the lending process with a partner.





➤ **Assessing Your Business Objectives, Resources and Challenges (continued)**

CHALLENGES: With your objectives for the project or effort defined, consider the challenges you may face along the way. Are potential problems or delays simply not likely? Or, could outside factors make the project stretch on and increase costs? With a grasp of the challenges you could face, you can select a funding option that aligns with your needs.



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The preparation that goes into defining your company's position in these three contexts pays off when it's time to select a business financing option. Sharing this information with a trusted provider can help them guide you toward the best possible choice and gives you more confidence when making this important decision.

➤ A/R Financing/Factoring

Accounts receivable financing and factoring are options for securing business funds that share a unique mechanism of action.

These financing methods utilize unpaid accounts receivable invoices as the collateral for your funding. How does that help your business? There are two major reasons to keep in mind:

- 1. A/R financing and factoring shorten the timeline of providing goods and services and receiving payment in return.** If your industry has long repayment timelines, these types of financing make accessing money you're already owed faster and more dependable.
- 2. Your company controls the number of A/R invoices used for A/R financing and factoring.** Use a few to smooth out working capital concerns or dedicate a larger number for a larger project – it's your choice.



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➤ Asset-Based Lending

Asset-based lending allows your company a higher degree of flexibility compared to more standard and limited business loan workflows. At TAB Bank, we take a variety of different business assets into account, which helps your enterprise secure the level of funding it needs to complete a project or keep the wheels of day-to-day operation running smoothly.

This financing choice can leverage a number of existing assets as collateral, including:

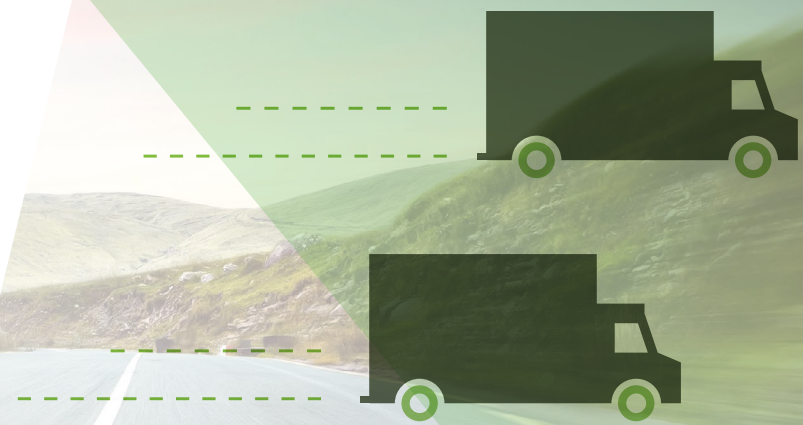
- ▶ Accounts receivable.
- ▶ Inventory.
- ▶ Equipment.

With real collateral on hand to secure the loan, your company can enjoy lower interest rates than are possible with unsecured loans. That helps keep your costs low and makes the most of the financing you receive.

> Equipment Financing

Businesses in the trucking and transportation industry have access to a specialized funding option when they choose equipment financing from TAB Bank. Whether you're an owner-operator, dealer, or broker, you can benefit from a financing agreement that takes the unique nature of your industry into account.

We work hard to customize the financing we provide, taking your business's needs and goals into account to craft an effective solution for everyone involved. And with more than 20 years of experience in this specific financing field, we have a long track record of helping companies just like yours secure the funds they need to grow.



Whether you're an owner-operator, dealer, or broker, you can benefit from a financing agreement that takes the unique nature of your industry into account.



To learn more about the financing choices TAB Bank can offer your business, get in touch with us today.

> Conclusion

Finding the right type of business financing gives your company an effective and relevant path toward achieving its goals. When you partner with a dependable provider like TAB Bank, you can rest assured that you have a team of supportive, knowledgeable and experienced professionals helping you along the way.

To learn more about the financing choices TAB Bank can offer your business, get in touch with us today.



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