

PRODUCTS, SERVICES & BUSINESS ACTIVITIES | (Describe your business products/services and what your business does)

Is your business seasonal? **YES** **NO** *If yes, which months are slowest and why? Please attach details.*

SUCCESSION PLAN | (Describe future management plan and business management in absence of current key manager.)

CUSTOMERS | List your key customers & payment terms offered to your customers

SUPPLIERS | List your key suppliers/ vendors & payment terms

SALES & MARKETING ACTIVITIES | Describe your advertising, marketing and promotional activities - current and planned.

COMPETITION | Briefly list and describe your major competitors. What advantages does or will your business have over competing operations?

RISKS | What are the primary business risks in your industry?

General geographic market served?

How will this loan benefit your company?