



Factoring or Account Receivable Financing programs give your small business much quicker access to the money tied up in your receivables. Why wait 30/60/90 days for payment??

- Get access to 75% to 85% of your total invoice within 48 hours, with the balance paid (net of fees) once the funding source receives payment in full on the invoice from your customer!
- Your credit score is not needed for approval. The funding source focuses on the financial strength your invoiced customer.
- The application to funding process is simple;
- Funding decisions are typically made within 72 hours from doc submission.
- Quicker access to cash from your firms receivables may allow your business to grow at a faster pace. Paying your companies bills promptly improves your business credit scores.

Need help with your business loan?
Ralph Russell is a click or call away!

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Example of an account receivable financing transaction.

For Illustration purposes only, let's lay out a scenario where a commercial HVAC company (ABC Air) has a \$300,000 invoice outstanding to Smith Contracting and terms for payment are 45 days.

We introduce ABC Air to one of our top receivable financing companies, XYZ Funding. A brief introductory call between ABC and XYZ is held, where detail of the invoice is shared, and XYZ learns more about ABC Air's business. An application is completed by ABC Air and sent in for review along with a copy of their invoice with Smith Contracting and their latest Aging receivables and payables report.

Within 48 hours, after XYZ reviews all docs and verifies their comfort with the financial position of Smith Contracting, XYZ funding agrees to assist ABC Air and moves to begin setting up the account for ABC Air. Once the account is established, XYZ Funding wires 75% of the \$300,000 invoice into the bank account of ABC Air, or \$225,000.

Having access to this \$225,000 within a few days of the initial call helps ABC Air greatly, as they are able to meet cash flow needs which would have grown greater had they had to wait the typical 45 days for payment.

What happens to the remaining 25% of the invoice ABC Air has not been paid on yet? Once XYZ Funding collects 100% of the invoice from Smith Contracting, XYZ, 45 days from date of invoice in our example XYZ Funding will deposit the remaining 25% of the invoice, \$75,000 minus the fee due XYZ Funding.

BUSINESS CASH FLOW TIGHT? TURN YOUR INVOICES INTO INSTANT CASH!



ALL B TO B INDUSTRIES ARE ELIGIBLE FOR RECEIVABLE FINANCING!

Even progress billing receivables may be eligible for account receivable financing!

In project billing, construction related companies provide invoices prepared at different stages of a major project for work which has been completed. Waiting for the work to be completed for payment, can have a negative impact on the construction related companies cash flow. This can really delay receiving the funds needed to efficiently operate the company.

Most traditional lenders, i.e. banks, will not offer receivable funding for progress billing customers. Fortunately, a few specialty lenders I work with do.

Among the many industries served by account receivable financing; staffing, industrial, manufacturing, transportation and logistics, oil and gas, and construction.

Please reach out directly to me with your account receivable/materials purchase financing inquiries.

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