



# MISSION: POSSIBLE

GROWING YOUR BUSINESS  
IN ANY ENVIRONMENT

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# Securing Financing: Be Prepared!



**Moderator: Peter Shelbo, BUSBooks**



**Tracy Fickett  
BUSBooks**



**Dave Johnson  
MCI**



**David Scoular  
Prevost**



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# About the Panel

- Moderator: Peter Shelbo
  - BUSBooks Consultant [peter@busbooks.co](mailto:peter@busbooks.co)
  - Spader Business Management Facilitator and Consultant [pshelbo@spader.com](mailto:pshelbo@spader.com)
- Lender Panelist: Dave Johnson
  - MCI, Regional Sales Manager, Financial Services [dave.johnson@mcicoach.com](mailto:dave.johnson@mcicoach.com)
- Lender Panelist: David Scoular
  - Prevost, Director of Financial Services [david.scoular@volvo.com](mailto:david.scoular@volvo.com)
- CPA Panelist: Tracy Fickett
  - BUSBooks, Founder and CPA [tracy@busbooks.co](mailto:tracy@busbooks.co)



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# A standard credit package consists of the following:

- Completed and signed **Credit Application**
- Most current year **Interim Balance Sheet & Comparative Income Statement** of the business
- 2-3 years of **Corporate Tax Returns** (federal)
- Current **Personal Financial Statements** of the principal(s)
- Most current year of **Personal Tax Returns** on the principal(s)
- Current **Fleet List** showing make, model, year, finance source and contact, payment, lease or loan. Suggest adding purchase price, loan balance, payoff date, balloon
- The last 3 months of business **Bank Statements** (summary page only). This is not required by all finance sources.



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# Other best practices include:

- **Company History**, including important milestones, ownership changes, mergers and acquisitions. Keep this current year to year
- Include a well thought explanation of **why** you need the financing: replacement, addition, trades, organic growth, new business
- **Important:** how do you plan to pay the additional debt?
- Include a **proforma income statement** showing what changes will take place in your financial picture with the new assets
- Ask your **accountant** to **review** the information you are providing
- Keep the **fleet list current**, updating all information before you submit a request
- Develop solid relationships with your finance partners
- Be respectful while negotiating
- Thank all for considering your request, regardless of outcome. Do not close doors



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# Q&A

Thank you for attending.  
We wish you continued success!



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