



How to Get a Loan

A Few Basic Suggestions:

1. Make an Appointment

Loan Officers are busy people and to make sure they have time to properly consider your loan request, schedule an appointment well in advance.

2. Collect Personal and Financial Information

See the reverse side of this sheet for details on the various documents you will need.

3. Review Your Finances

Spend a few minutes learning basic financial ratios and indicators, and realistically evaluate what shape your finances are in.

4. Outline Your Plan

Lay out exactly what you want to do, in detail. Gather any supporting documents or materials that would be helpful to share. Lenders want to know that you have a feasible plan in place that will be successful; and that you have the skills, management ability, knowledge and discipline to follow through with it.

5. Research Current Rates and Potential Sources of Collateral

You want to avoid surprises during your loan meeting. Do some research online to find the current market interest rates. Also, know the approximate market value of your major assets that you may use as collateral against the loan.

6. Consider Your Appearance

Look Good, Feel Good, Do Good. You do not need to be fancy, but it does help to put your best foot forward.

7. SHOW UP ON TIME!

Punctuality is important when trying to get a loan; it conveys responsibility, trustworthiness, and, most importantly, dedication to keeping one's obligations.

8. Follow up

Did the lender request additional information, or specific follow up on your part? If so, do it promptly. The loan request can't be processed until you do what has been requested of you.

What to Bring

- **Personal Information**

- Name
- Address
- DOB
- Phone Number
- Email
- SSN
- Driver's License

- **Purpose of Loan – Your Plan**

- What kind? Real Estate, Operating, Equipment, etc.?
- What is going to be bought/built? Do you have bids or a cost estimate?
- How does this purchase tie into your operation? How will you manage it?

- **Balance Sheet with verifications (i.e. Bank Statements, IRA Verification, Loan Statement, County Assessor Records)**

- **Historical/Estimated Future Financial Records**

- Last 3-5 years of Income Tax Returns
- Future Cash Flow showing how loan will be repaid
- If significant non-farm income exists, last 2 months of pay stubs may be required
- Operating loans – Last three balance sheets may be required

- **Potential Collateral**

- Bring Proof of Ownership, if possible
- Typical collateral ranges you may encounter: 30% for operating loans, 20-30% for equipment loans, 20% for housing loan, 30-35% for farm/ranch real estate loans