



FACTORING WITH SKY

A Comprehensive Broker Guide



UNDERSTANDING FACTORING

with Sky Business Credit



Factoring, also known as accounts receivable financing, is a vital service for businesses that need quick access to cash. By selling their outstanding invoices to Sky Business Credit, businesses can immediately free up cash tied in unpaid invoices.

Sky Business Credit is more than just a financial provider; we recognize the human element in business. The decisions we make and the financial support we provide have real impacts on the people behind each business – on their dreams, challenges, and day-to-day realities. Our approach is rooted in this understanding, ensuring transparency, flexibility, and personalized service that goes beyond monetary transactions.

NURTURING GROWTH

One Referral at a Time



Our Dedication to Brokers

We're not just about numbers; we're about people and potential. Our commitment to our brokers is rooted in a deep understanding of the challenges and aspirations of small businesses. As a Sky broker, you're more than a middleman; you're a catalyst for growth, helping businesses navigate their working capital needs with a personal touch.

The Expanding Factoring Landscape

In an era where traditional bank lending is tightening, the trillion-dollar factoring industry is a beacon of hope for many businesses. Your referrals to Sky Business Credit can open doors for companies ranging from startups to established enterprises, empowering them with the financial solutions they need to thrive.

Residual Income Through Meaningful Impact

Earn residual income by connecting us with businesses turned away by banks. Your efforts help not only Sky and the business in need but also maintain the crucial banking relationships. Your role is instrumental in creating success stories.

Stay the Trusted Financial Expert

As a broker, your focus remains on being the trusted financial advisor for your clients. Leave the funding to us, a highly respected factoring company, known for our empathetic approach and quick, reliable funding solutions.

Grow Together

Whether you're a seasoned financial professional or new to the industry, our broker education program is designed to make you a successful part of the Sky family. We value hard-working partners who share our commitment to genuine financial solutions and unparalleled client care.

OUR FINANCIAL OFFERINGS



Advance Rates

We offer competitive advance rates ranging from 80% to 90% of the invoice value. This flexibility allows businesses to access a significant portion of their receivables immediately.

Deal Sizes

Our deals are particularly tailored for small to medium-sized businesses, with credit facilities typically ranging from \$50,000 to \$5,000,000. This range ensures that we can accommodate a wide variety of business needs and growth stages.

WHY REFER SKY BUSINESS CREDIT?



01 Personalized Solutions



We tailor our factoring services to fit each client's unique needs, ensuring our solutions are perfectly aligned with their business goals.

02 Transparent Pricing



We believe in complete transparency, ensuring our clients are fully aware of all costs involved and an understanding of the process upfront. This fosters a foundation of trust and clarity in all our dealings.

03 Strong Client Relations



Our team is committed to maintaining professional, yet personalized interactions with your clients and their customers. We value building strong relationships based on mutual respect and understanding.

04 People Over Profit



We firmly believe that it's not just about the money—it's about the people. Our approach goes beyond mere financial transactions; we invest in understanding the business needs and supporting the individuals behind each business.

05 Speedy Process



Recognizing the urgency of business needs, we provide quick funding solutions, helping businesses to promptly capitalize on growth opportunities.

06 Experience and Reliability



Our broad experience across various industries has equipped us to be a dependable financial partner, understanding and catering to diverse business needs.

IDEAL BUSINESSES FOR FACTORING



Manufacturing Companies

Manufacturers need to pay for raw materials and labor before their products are sold and invoices are paid.



Staffing Agencies

They need to pay their staff regularly, while their clients may take longer to pay invoices.



Service Providers (B2B): Consultants, IT Service Firms

These businesses often have large invoices with extended payment terms, causing cash flow gaps.



Construction Companies

Extended project timelines and staggered payments.



Transportation and Logistics

They face high immediate operational costs and often wait for extended periods for invoice payments.



Wholesale Distributors

To manage inventory and handle large orders, they need a steady cash flow.



Startup Businesses

To assist in overcoming initial financial hurdles and fuel growth.

BUSINESSES NOT SUITABLE FOR FACTORING



Retail Businesses

Direct-to-consumer sales with immediate payments.



Restaurants and Food Services

Quick turnover with no invoicing system.



Companies with Predominantly Consumer Sales (B2C)

Lack of invoice-based transactions.



Businesses with Poor Credit Customers

Clients with poor credit customers can lead to very slow paying invoices.



Companies with Tax Liens

Unless they are in formal payment plans and we can obtain subordination.



BUSINESSES OVERCOMING Traditional Financing Hurdles

Small to medium-sized businesses often grapple with traditional banking challenges, including being declined or encouraged to seek alternatives due to financial constraints. Common hurdles are strict credit criteria, inadequate collateral, or limited business history. These businesses, facing initial rejection or seeking other options post-decline, find a fitting solution in factoring.

This is where Sky Business Credit steps in, focusing on customer creditworthiness rather than the business's credit. Factoring serves as a vital support for these companies, offering the cash flow needed to maintain operations, enable growth, and pave the way for future success.

TO START REFERRING, VISIT [SKYBUSINESSCREDIT.COM/BROKERS](https://skybusinesscredit.com/brokers)
OR CALL US TODAY.



WHO WE SERVE

- ▶ Startups, Unique, and Growing Businesses: those not typically served by traditional banks
- ▶ Companies with Changing Bank Support: reliable alternative financing for businesses losing traditional bank financing
- ▶ Creative Businesses: innovative solutions, outside-the-box thinking, and transparent operations
- ▶ Business-Focused Credit: we focus on the creditworthiness of the businesses' customers, not the owner's personal credit

HOW WE SUPPORT YOU

- Competitive factoring fees and high advance rates
- Quick client approval and funding (typically 3-7 days from receipt of application & documents)
- ▶ • Empathetic, "Soft Touch" approach with your clients
- Comprehensive broker training and best practices guidance
- Transparent, straightforward process with minimal paperwork
- Dedicated support from our team to help you maximize your success

EARN COMMISSION FOR THE LIFE OF THE DEAL

Our Broker Referral Program offers residual monthly commission for the life of the deal.

Sky is a direct source of capital and our creative programs are tailored to meet your client's specific situation and funding needs. Most deals are funded within 2-4 days from receipt of a package and a document signing by your client.

We have the same goal: to fund your clients quickly and painlessly so their businesses can grow.

SKY HAS PAID OVER \$2,000,000 IN LIFETIME REFERRAL FEES!



HOW TO REFER A BUSINESS



When you have a client or prospect who needs immediate access to cash flow, Sky Business Credit has a proven track record of making a decision and closing the deal as quickly as possible.

1

Evaluate Their Needs

1) Identify businesses struggling with cash flow due to funds tied up in standard or slow payment cycles. 2) Identify businesses that could take advantage of growth opportunities if they had immediate access to the cash flow they normally wait 30-60 days to receive.

2

Complete the Referral Agreement

Review and sign the document at skybusinesscredit.com/agreement.

3

Initiate the Connection

Facilitate a meeting or call between the business and Sky Business Credit for a detailed consultation.

4

Follow Up

Maintain communication to assist with any queries or concerns and let Sky Business Credit do the rest to get your client the funding they need.

skybusinesscredit.com

READY TO WORK TOGETHER?

As a broker, your insights and referrals are crucial in bridging businesses with the financial solutions they need. In partnering with Sky Business Credit, you're offering much more than a financial solution; you're supporting the growth journey of these businesses with a partner that's not only trusted and transparent but also deeply committed to the people behind these enterprises. Our people-focused approach ensures that while we provide financial assistance, we also prioritize understanding and supporting the unique challenges and aspirations of each business owner and their team.

To join as a Sky factoring broker, we need our simple application, your prospect's A/R aging, and their recent bank statements. Let's transform the future of businesses together.



GAIL REINTS-PRATL, PRESIDENT

The president and founder of Sky Business Credit, Gail has more than 25 years of factoring experience in senior roles and leadership positions. She actively reviews each client's needs and ensures they receive the right funding for their company goals.

Prior to founding Sky Business Credit, Gail oversaw the Midwest region for an international account receivables financing company. She is an active member of the Secured Finance Network (SFNet) and a longtime member and prior board member of the International Factoring Association.

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DONNA HINRICHS, SR BUSINESS DEVELOPMENT OFFICER

Donna oversees new business origination at Sky Business Credit and has over 25 years of experience in the factoring and asset-based lending industry. She's a longtime member of the Secured Finance Network and was the former president of the Chicago chapter of SFNet. Donna is also an active member of the Turnaround Management Association and the International Factoring Association.

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