

# *Financing Assistance*

*Often, the largest obstacle in making an opportunity become reality is identifying and securing the financial commitment needed to make the dream come alive.*

Understanding the complexities of the world of banking and financial institutions can be a time consuming and frustrating process for business owners and entrepreneurs. Our job is to take the frustration out of the process and ensure that it runs smoothly and that you achieve your financing goals.

While certainly not limited to these areas, we provide financing assistance in **three primary situations:**

- **Start-ups and new business entities.**
- **Acquisitions and mergers.**
- **Refinancing for existing businesses.**

In assisting in these types of financial situations, we are adept at securing and identifying financing sources for a number of reasons:

- ▶ **Strong Relationships.** We have strong working relationships with banks of all sizes and localities. We have a network of high net worth individuals who are actively looking for investment opportunities. We are also sponsors of the River Valley Investors, an angel investment group in Springfield, Massachusetts.
- ▶ **Understanding Requirements.** Because of our experience and our relationships with financial institutions and investors alike, we have a unique ability to develop a financing package that provides a true picture of the opportunity or the company and answers all the questions of a financing institution.
- ▶ **Facilitation.** We serve as the gatekeeper for managing the transaction. We are adept at managing the relationship and the process between all the parties and their teams of advisors, which makes the process easier and removes the stress that can result in meeting lender and investor requirements.