



BORROWER INFORMATION

BORROWER NAME	PHONE	MOBILE PHONE
----------------------	--------------	---------------------

QUESTION CHECKLIST:

ABOUT THE PROPERTY:

- Is the property residential or commercial?
- What type of commercial property is it?
- Where is the property located?
- What do you think the property is worth now? And how did you arrive at that number?
- What does the borrower intend on using the property for?
- Is there a purchase and sale agreement in place?

ABOUT THE BORROWER:

- What are the borrower's credit scores?
- How much cash does the borrower have to put down?
- Does the borrower have the ability to verify their income with tax returns? For how many years?
- Does the borrower own other properties that have equity?
- Is the borrower going to occupy the property? Lease it?
- Is the seller willing to carry any of the purchase price?

ABOUT THE LOAN:

- Is this a purchase or refinance?
- What is the purpose of the loan?
- What has been done so far to obtain financing?
- How much is the borrower looking to borrow?
- What does the borrower want to accomplish with this loan?
 - Purchase a new property?
 - Pay off the current loan?
 - Get cash out of a property?
 - Reduce the current payments or rate?
 - Other _____
- What is the time frame on this loan?
- What kind of rates and terms are you looking for?
- How long do they want to keep the property or the loan?

ADDITIONAL INFORMATION

--