

STRATEGICALLY ALIGNED PROCESS

STEP 1 - Introduction to DCV Account Manager

- Discuss goals and objectives
- Describe DCV process

STEP 2 - DCV Document Request

- Personal financial and personal history statement
- Personal income and expense analysis
- Last year's tax return
- Credit report

UNIQUE STEP 3 - DCV FINANCING GUARANTEE

- Assessment Call and Pre-qualification within **24-Hours**
- Review of underwriting criteria, project updates and timing
- Discuss multi-unit strategy
 - Qualified – DCV guarantees financing
 - Not qualified – create strategy to qualify

UNIQUE STEP 4 - FRANCHISE AND DCV ENGAGEMENT

- Client signs Franchise Agreement and engages DCV
- Welcome packet and onboarding call
- Scheduling of weekly status calls

UNIQUE STEP 5 - BUSINESS PLAN AND PACKAGING

- Executive Level Business Plan development begins
- Review plan outline with client
- Packaging of lender required documents

STEP 6 - Franchise Coordination and Lender Presentations

- Confirm project timing with franchise real estate department
- Obtain lender's letter of intent to lend - Interest rate of 5% - 7.75%
- Secure lender's approval - 7 year term loan

STEP 7 - Closing and Funding

A Full-Service Financing Approach Aligned Seamlessly with the Professional Franchise Industry Sales Process

Our franchise experts provide extensive industry experience, strategic insight, and practical solutions all designed to – **encourage quick closings not delay them.**



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