

BUSINESS PORTFOLIO

CLIENT NAME _____ PORTFOLIO # _____ LOAN # _____

1. Discuss the nature of the Business/Entity:

Talking points:

- What does the Business/Entity do?

- Where are they located? Is there more than one location?

- Business Address (location where statements are mailed)

- What markets do they serve?

- Do they have a web presence? If so, what is the URL?

- What are the goals for this banking relationship? _____

- Do they have expansion or acquisition plans? _____

2. What is the Business/Entity Ownership Type?

- Sole Proprietor
- Corporation (See *Beneficial Ownership Certification Form*)
- Limited Liability Corporation (See *Beneficial Ownership Certification Form*)
- Partnership (See *Beneficial Ownership Certification Form*)
- Other

3. Discuss the Business/Entity's formation and registration:

- Is the business a subsidiary or DBA? _____ - If yes - see follow up questions.

- How many people do they employ? _____

- When were they formed? _____

- If not started by the current owner, when did the current owner purchase?

- Where is the company registered? If US, which State? If Foreign Country, which?
