

Better Business Finance

- Mentor Finance Master Class

- Introduction
- Availability of Finance
- Objectives
- Why does a business need finance?
- What sources of finance are there?
- Applying for finance
- Why do Banks decline lending applications?
- How are prices determined?
- Business planning
- Managing cashflow
- Risk management
- And finally – The Appeals Process
- Questions and Answers
- Close

What is the Business Finance Task Force and “Better Business Finance” about?

Here are some useful sites:

- www.betterbusinessfinance.co.uk
- www.betterbusinessfinance.co.uk/help-support/factsheets/the-banking-industrys-17-commitments-to-businesses

How does the Mentoring initiative fit in with this?

- Recruitment of Bank mentors
- Establishing a mentoring portal www.mentorsme.co.uk
- Mentor master classes

What is your perception of Banks providing mentors to help businesses?

What are the issues around availability of finance at the moment?

There are comments around:

- On the one hand
 - Banks not lending enough
 - Lending rates being too high
 - Banks turning down loan requests for viable businesses
- On the other hand
 - A decline in the demand for loans
 - A steep increase in the cost of funding which impacts on their lending.

At the end of this session you will be better able to support mentees to:

- Understand what information banks need to assess a lending application
- Decide what sources of finance are right for them
- Know where to go to find out about that finance
- Know how best to present their case to the lender

What else do you want to get out of this session?