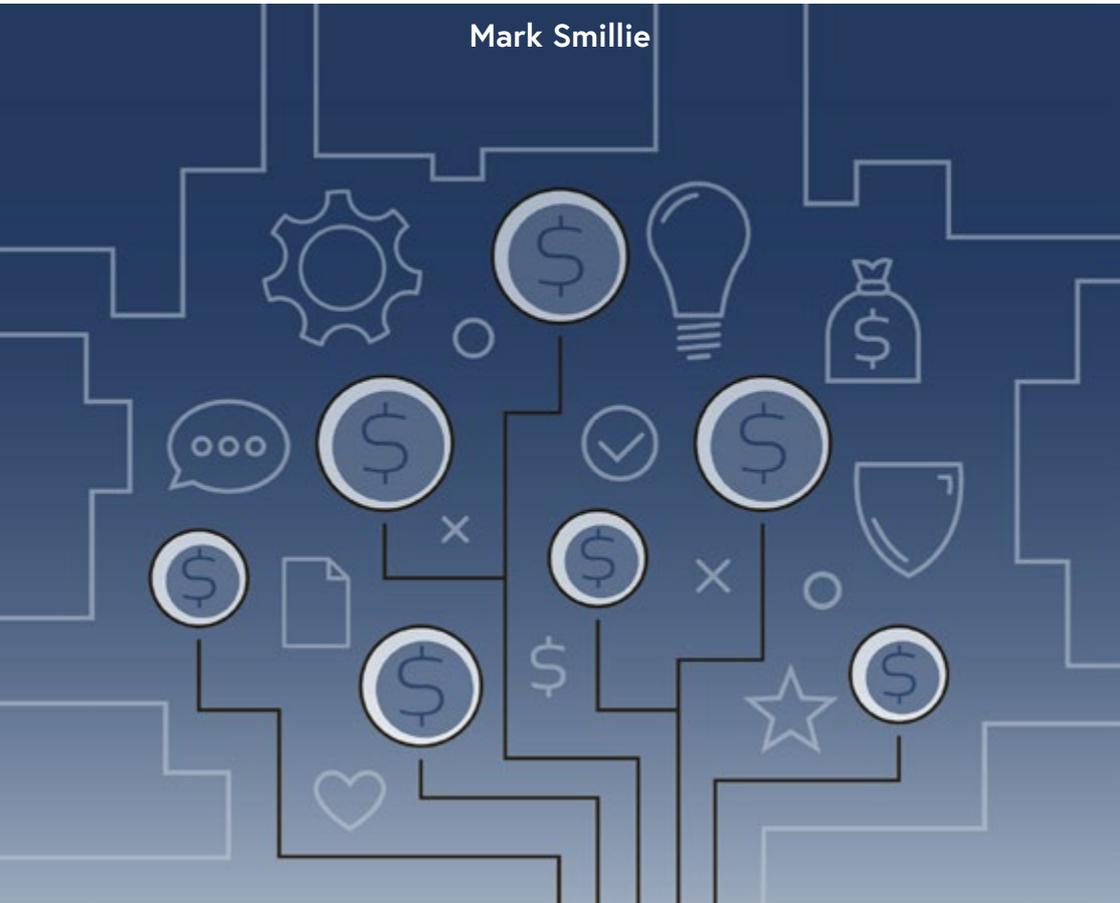


## Different ways of Raising Finance From Your Book Debts

Mark Smillie



Raising money from your invoices  
has changed as much as the mobile phone  
in the last 10 years.



## INVOICE FINANCING; FAST, SIMPLE, SMART.

### Here's what you need to know.

With the major banks reducing their support to businesses, Finance Companies have stepped up in a big way, and they're lending like never before. You just need to know where to look.

Take a look at your humble mobile phone. It most likely has a nice touchscreen with fantastic resolution. It'll have comprehensive Internet capabilities, and apps that do everything under the sun. If you're like me, you won't be able to believe the changes made over the past ten years.

Well, the same is absolutely true with raising finance and using your book debts as security.

There are various ways to implement this kind of finance within your business. We'll take a look at the three most effective ways.



### MARK SMILLIE

"70% of businesses that apply direct for finance are turned down."  
Compare that to: "70% that are put forward by brokers are accepted"

Finance Companies pay brokers to introduce them to suitable businesses. Brokers like me save them time and a considerable amount of money on manpower to process unsuitable applications.

The average broker acceptance rate is 70%, but a good broker's will be even higher. Mine is 84% - let me leverage my experience into success for your business.

A finance broker should be able to take you to a finance company that is a good fit for you and your turnover, credit rating, industry sector and purpose of loan.

They will also be able to help you present your case and explain any relevant issues that could cause the proposal to be turned down in the underwriting stage.

If you are looking for any type of business finance (either now or in the future) then you are very welcome to call me on the office number or on my mobile: **07710 466166**.



## INVOICE FINANCING; FAST, SIMPLE, SMART.

### Selective Invoice Finance - Just use it when you want to.

With Selective Invoice Finance, you select some of your invoices (depending on how much you wish to borrow) and receive an advance from the finance company. Once you are registered with the finance company, a payment is normally made within 24 hours. You then repay the amount advanced when you get paid. It's a simple process, and there's no reason to let anyone know you've sought finance.

One finance company even offers free software that can help you collect your book debts more easily. It assigns your clients a credit rating and monitors their credit worthiness. This reduces your chances of a bad debt (we'll touch on this more below, but get in contact if you want more information).



#### Benefits to you;

- No contract or annual commitment, use the facility as much or as little as you wish.
- You can put some Uncertified Applications for Payment through, providing you have dealt with the client before.
- No personal guarantees.
- It's simple and hassle free.

### A Business Loan secured on your book debts.

In the case of a business loan secured on your book debts, the finance company takes a charge on your existing debts. This can provide you with a loan from £200k to £20m+

#### Benefits to you;

- Fixed rate of interest over 12 -24 months.
- Interest only payments, you can make payments at any time to reduce loan, or roll it over at the end of the period.
- No personal guarantee, as the loan is secured on the book debts and assets of the company.





## INVOICE FINANCING; FAST, SIMPLE, SMART.

### A Full Invoice Finance Facility to give you peace of mind.

What could be better than an invoice finance facility tailor-made to suit your company, rather than the other way round?

Yes, it is possible! You will almost certainly have heard of Companies having problems with their Factoring/Invoice Discounting Companies, it is simply that they went to the wrong company.

At the last count there were 92 companies that would lend you money on your book debts. Well, you have the choice between heaven and hell. Go to the wrong company that does not truly understand you and your business **and you will have major problems.**

Most Company Directors are attracted by the finance company's name and the interest rate. After all, that is what the salesman sells.

But what you might not know is that in this type of finance, you're better off if you get some help.

These are some of the common complaints we hear every week.

- There is a raft of hidden charges that we were not aware of (if something sounds too cheap, there are normally some nasty hidden surprises)
- The staff turnover is terribly high, every time I get my account manager to understand my business he is transferred or leaves.
- They are completely inflexible, and my finances are now much worse than they were before.
- I am locked in and can't get out of my contract (this really can be a nightmare).
- I spend more time dealing with the finance company than I do running my business and my stress levels are through the roof.

The benefits of choosing the right finance company:

- You can expand or bid for any job, secure in the knowledge that you have finance in place.
- The finance company does not contact your clients.
- You will have no issues with concentration limits.
- There is a very clear fees structure in place, with no hidden surprises.
- A capped or limited personal guarantee.
- Advances are paid on uncertified applications for payment or contractual work, and on recurring income streams.



## INVOICE FINANCING; FAST, SIMPLE, SMART.

### An answer to businesses' three biggest problems!

*Would you like to get your invoices paid faster?*

*Would you like to reduce the risk of bad debt?*

*Do you want instant finance available when you want it?*

Now, imagine if you could do all of this with no upfront fees, no monthly fees and no annual subscription – and you could implement software into your accounting system (Quickbooks, Xero, Freeagent, Sage and more).

#### This could transform your cashflow

- You'll reduce debtor days, improving your cashflow.
- You'll reduce your chances of accruing bad debt as every debtor is automatically risk assessed.
- The entire debtor book has a simple colour coded bar, which shows the risk of your entire debtor book.
- **An instant finance facility** is offered next to your outstanding invoices that you can use whenever you wish to (you still collect the debt as normal), and **there is no personal guarantee** from the Director. The fee for this is only paid when the invoice is paid, and is amongst the lowest across the industry.

The finance is provided without annual contracts or commitments from one of Europe's biggest hedge funds.

You can credit assess your prospective and existing customers for FREE! This is done automatically.

**Minimum requirements for the on-demand invoice finance facility:** Your Company has been trading for over 12 months and has a turnover of more than £100K per annum.

#### So, what's the catch?

There isn't one. This leading Fintech company offers no hidden fees and no contractual tie ins. That's no contract at all for you as the business owner – and no monthly or annual fees.

You simply pay a small percentage of the invoice you have drawn money down against, if and when you choose to.

CONTACT MARK SMILLIE TODAY:

 [www.ringrosebusinessfinance.co.uk/contact](http://www.ringrosebusinessfinance.co.uk/contact)

 [info@ringroseandco.co.uk](mailto:info@ringroseandco.co.uk)

 0800 612 5364

 07710 466166

FOLLOW MARK SMILLIE ON:

**"I have been doing business finance for 25 years, I love what I do and have an address book full of "Can do" decision makers.  
If you are looking for any type of business finance, then let me make your life easy."**

