

# 7 STEP FRANCHISE FINANCING PROCESS

## STEP 1: Introduction to DCV Team Member

- Discuss goals and objectives
- Describe DCV process

## STEP 2: DCV Document Request

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

## 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

## STEP 4: FRANCHISE AND DCV ENGAGEMENT

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

## 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 interest
- Secure lender's approval

## STEP 7: Closing/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.

### CONTACT INFORMATION



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