

HOW TO SHOW YOUR BANK

YOU'RE A SURE THING



When it comes to lending, 'surety' is about how confident your bank, financier or equity investor can be that you are going to:

- **continue** to operate as you are now, and
- **provide them with a return** on the funds they have invested.

Many factors influence surety, including:

1

Your level of **experience** as a business owner



2

Your **expertise** in your current industry

3

The degree to which you **measure and manage** your business



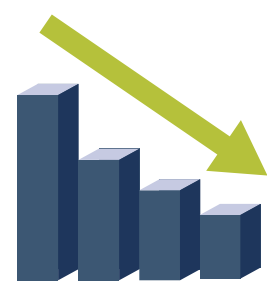
4

The **systems and processes** you have in place to manage business risks, opportunities and operations



5

The risk and potential consequence of an **economic or other shock** in your business



6

Your **succession preparedness** and the depth of expertise within your business



7

The **diversity** of your customer and client base



These factors are not all within your complete control, but they are strongly influenced by your actions as a business owner or manager.

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Advice • Valuations • Transactions

Contact the JPAbusiness team for advice and support to manage your banking relationship.

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