Happy Friday and thank you everyone for the opportunity to speak to the group on Wednesday and for your on going trust in Benetrends.  No long email here, just wanted to provide some of the items discussed on the speed dates and during Wednesday’s presentation.

* SBA timeline guide: this is attached and we have removed all mention of Benetrends.  We have added the FranNet logo as well.  If you need this edited or changed, just let me know.
	+ Reminder: Step 2 being complete is the goal before a discovery day IF obtaining the SBA loan is the only way the client can purchase the business
	+ Benetrends provides all items needed for step 2 prior to charging the client any fees for our SBA services
* The RAP…
	+ I have attached a 1-sheet that bullet points some of the highlights
	+ If you need more info, want to schedule a call to learn more or find ways for us to help you spread the RAP word with your network, just let me know
* Other education…
	+ [Post-Closing Liquidity:](https://www.benetrends.com/what-is-post-closing-liquidity) What is it? How does it impact SBA lending? What are the banks looking for? After a recent Social Geek Radio podcast, some listeners had those questions. I thought it might be helpful to share [our follow-up Q and A call with you here](https://www.benetrends.com/what-is-post-closing-liquidity).
	+ Here is a [quick 8 minute educational video](https://www.benetrends.com/how-multi-unit-franchise-fees-impacts-loan-eligibility) walking you through a client scenario that comes up quite often…the use of funds on multi-unit licenses and how that can impact a candidates ability to get an SBA loan on location #1.  Multi-unit candidates are great to work with, but none of us want to see anyone that acquires multiple licenses and can’t get funding for location #1.  This short educational video will better prepare you for working with your candidates and help you avoid negative outcomes.
	+ Do you REALLY know how ROBS funding works?  Could you tell someone else how it works?  We are often surprised when we ask our partners and the responses we get.  In a [recent episode of Social Geek radio](https://www.benetrends.com/what-is-robs-funding), Chief Development Officer, Eric Schechterman breaks down the process that makes it so easy, even a caveman can do it

[RAP Overview Attachment](http://webinars.frannetsecure.com/RAP%20Overview.pdf) [SBA Timeline Guide - FranNet](http://webinars.frannetsecure.com/SBA%20Loan%20Process%20Guide.pdf)