

Small businesses represent a vital part of the economy, and as they grow so does their need for financing. Regardless of size, every business faces the reality that from time to time additional working capital is required. As small business owners ourselves we understand the pressure of meeting current obligations for payroll, rent and materials while waiting for payment of invoices by clients. Some businesses have sufficient cash flow from operations to finance this or have adequate credit lines from their banks. However, many do not and choose to borrow from friends and family, run up large credit card balances – or simply be forced to turn down an opportunity.

Liquid Capital of Northeast Ohio provides creative working capital solutions for growing companies. Businesses can benefit from faster access to the cash generated by their sales which can be tied up in receivables. We enable our clients to leverage this future revenue to provide immediate cash for operations or expansion. We do this by purchasing invoices for products or services provided to their credit-worthy customers. This process is known as factoring. The decision to offer financing is based on the financial strength of our client's customers, not on the client's own financial position or length of time in business. We provide immediate access to payment for completed work once an invoice has been issued.

Here's how it works:

- Client delivers a product or service to their customer.
- Client prepares an invoice to bill the customer for that activity and sends the invoice to Liquid Capital for processing.
- Liquid Capital verifies the validity of the invoice and, if necessary, performs credit checks on new customers before purchasing the invoice.
- After verification Liquid Capital immediately advances the client 75%-85% of the invoice's face value, holding a percentage in reserve for contingencies.
- Liquid Capital takes ownership of the invoice – mailing it, collecting it and processing payment. We also provide an on-line system for our clients to monitor the status of this process at no additional charge.
- Once the invoice is paid our client receives the reserve balance less any applicable fees or adjustments made by the customer.

Bottom line – instead of waiting 45-60 days (or more) for payment a business can get a substantial portion of its invoices paid the **next business day** and with less administrative overhead.

If you are concerned about your company's ability to finance new opportunities or to pay for operating expenses please contact us for a free, confidential assessment of your cash flow requirements. This initial consultation generally takes less than 30 minutes, after which time you will know if there is a fit between your business needs and Liquid Capital's range of funding solutions.

For more information about this program or to submit an application please contact Liquid Capital of Northeast Ohio by phone at (440) 734-3321 or by email at info@lcneo.com.