

ASC Small Business Guides

7 Reasons Why...

You should use a Commercial Mortgage Broker

This is a not a definitive “how to” bible for all your business finance needs. Its a quick guide to some of the most common areas of running a business, which can help you plan for financial investment using our expertise and prior experience.

1

A broker is on your side

When you approach a bank for finance, they are looking to sell you a loan. Once you have instructed a broker to help you get finance, they are then working for you. The importance of having someone you can trust cannot be understated.

2

They are experienced

While you may be an expert at your business, obtaining finance can be quite a complicated matter. It can be rather confusing to understand the difference between all the different options, interest rates and repayment choices which are available. That's where a broker can help - they have the experience to help advise about the different options which are available to you.



3

They know the industry

Each lender provides funds based on different criteria – some will be more willing to lend to certain businesses than others. Brokers will know where the best places to get the right finance are. As we at ASC tell our clients: “You know the banks that don’t lend, we know the banks that do!”

4

They have existing relationships

If you apply to a bank, they are most likely to make you jump through a series of hoops. If you fail on any of their tests, you will likely be refused the loan, even if you're overall application has merit – a case of “computer says no!” Since brokers are on good terms with the banks – and we at ASC have been arranging business finance for over 40 years - they can help you get past these obstacles and achieve the right funding.



And these relationships aren't just with one lender. Going through a broker means that they can browse the market for you, and come out with a list of different options from different lenders. They can then help you decide what the best deal for you is.

5

Your one stop shop

Getting finance can be tricky. Along the way you may need to speak to lenders, valuation specialists, solicitors and others. And getting them to meet timescales and deadlines is even trickier. A broker can help with this process, keeping track of your application and chasing any parties which aren't keeping to deadlines.

6

They provide more flexibility



We've had clients who, due to whatever reason, have wanted to change the loan term or the loan amount mid-way through the process. With a bank, this becomes difficult – and sometimes you may have to go through the whole process again. However with a broker, they can help manage the change to cause as little disruption as possible

7

Brokers are a real time- saver

If you run a small business, then the odds are that you already work flat out as it is. Using a broker can help manage the whole process for you, from application to completion. With the time you save by not having to do everything yourself, you can focus on the running of your business.



ASC Finance for Business helps businesses and entrepreneurs, throughout the UK obtain finance. With a network of over 20 regional offices nationwide, each office is run by an ASC Director who is dedicated to helping you achieve your goals, to obtain commercial finance or business loans which work for you. Our result oriented approach ensures we align our aims with yours and obtain the right finance for your business.

Having been established for over 40 years our track record speaks for itself, with thousands of business owners and entrepreneurs having benefitted from our service.

You can find out more about what we do on our website www.asc.co.uk