



Contact: Joe Terracina
Phone: 512-892-3860 Fax: 512-892-3867
Email: terracinaj@ifgtx.com
Web: www.ifgtx.com

Looking for a loan with your name on it?

When the economy starts to sag, we usually hear stories of financial institutions tightening the reins and asking their marginal customers to make “other arrangements” concerning their credit facility.

How realistic is that? In a financial services market place that is driven by track record, balance sheets, and credit scores, you cannot just cross the street and start again.

If you can't get help from one lender, is there any reason to believe another lender will take up the challenge and open their vault for you? It seems unlikely – so how does a company that is being asked to “re-locate” actually find a new home?

In most cases, it means moving away from the primary financial service area into the secondary financing arena. For many smaller businesses, this can be very frustrating as it is not as well signposted as the primary market place – there isn't a branch on every corner.

One option that is often overlooked in this scenario is that perhaps there are alternatives to a loan. In the secondary arena, there are options available that might have the same result for a company as a line of credit – but they are less burdensome and certainly easier to arrange.

Take for example an invoice discounting facility – no lending involved, and credit scores are not a determining factor, but nonetheless the facility still provides instant working capital to enable small and medium sized businesses to grow and grow rapidly. Many companies today actually avoid the “hassle” of a conventional bank loan in favor of an easy-to-arrange invoice discounting facility.

These arrangements are tailor made to the clients requirements and cross all manufacturing and service industry boundaries, even reaching out to “hard-to-finance” sub-contractors and other construction related entities.

“It's a realistic alternative,” says Joe Terracina, “when you either have to move on from your present lender or can't even get established in the first place.”

Joe Terracina is owner of The Interface Financial Group, Austin, TX, a provider of invoice discounting services. For more information, call 512-892-3860 or email terracinaj@ifgtx.com, or go to our www.ifgtx.com.