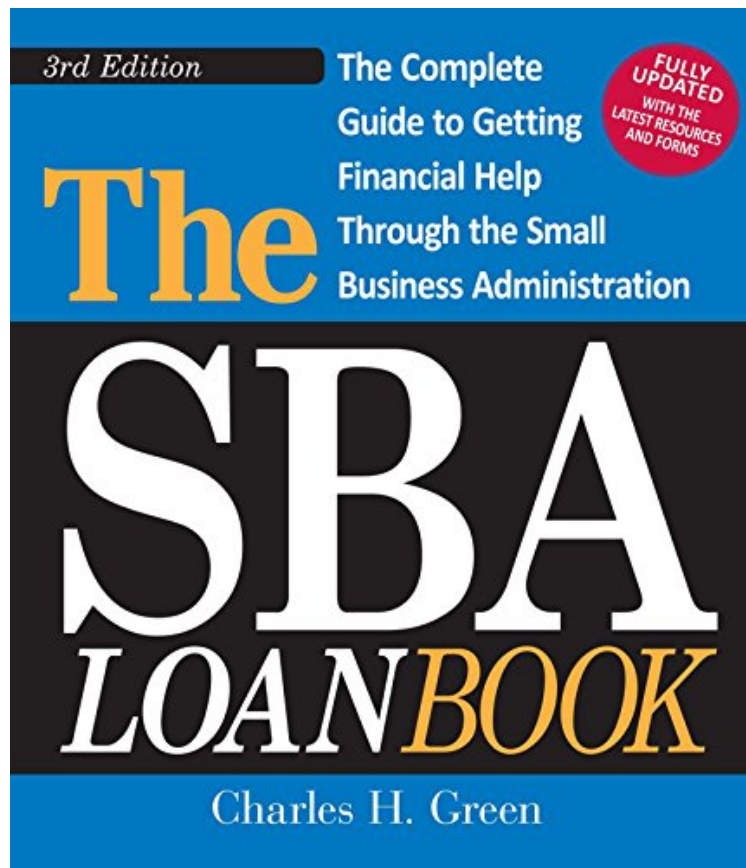


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the following review helpful. Very detailed and useful. By Marzipan Frye I found a lot of detail in this book more easily than I was able to find on the SBA website, and came away much more knowledgeable about how to position my S chapter corporation for a SBA loan. Discussed a lot of things I had no idea about, from a lender's perspective. Worth every penny.

Spurred by President Obama's stimulus efforts, the U.S. Small Business Administration is working to deliver more capital financing to entrepreneurs and small companies around the nation. But like any financing, business owners must navigate a complex course of procedures, qualifications, documentation, and approvals. Loan approval is much easier with help from the latest edition of banker Charles Green's invaluable book, which breaks the application process down into easy steps. Green wastes no time in showing the many options available under SBA financing programs and how to determine one that is best for your business. How to produce and position your application information, including the banker's views on your financial statements. How to present the application to the bank in their language. How business owners should deal with prior problems, and respond to lender objections. In today's turbulent economic environment, solid financial capacity is the key to small business survival. And this fully updated guide to SBA loans will help you land exactly as much as you need.

"A Very comprehensive, detailed guide to SBA lending. A must read for any small business owner with capital needs." Frank Dinsmore, President Resource Capital Citrus Heights, CA --SBA 504 Industry leader "The 3rd edition of this book is a winner! The guidance provided for maneuvering through an SBA 7(a) or 504 guaranteed business loan is invaluable" Timothy Mescon, PhD., MBA President, Columbus State Univ. --Leading entrepreneurial economist "The SBA Loan Book is an excellent guide that breaks down the SBA application process. Small business loan applicants will draw on practical advice." Bob Coleman, Editor Coleman SBA Lender Daily --Leading media covering SBA "An excellent resource for bankers and borrowers. Charles' background as lender and entrepreneur provide him with resources to communicate uniqueness of SBA lending." Critt Murphy Versailles KY -- Stonier Graduate School of Banking professor "The most informative and user-friendly book on SBA that I have ever read. A must read for any entrepreneur considering financing for their organization." Crystal Williams babeofbusiness.com --Leading women's entrepreneurial blogger About the Author Charles H. Green is a 30 year financing veteran with experience in managing more than \$200 million in SBA loans. He is a former bank president, venture capitalist and small business investor. Green currently consults small businesses on financing opportunities and financing problem situations through Charles Green Company. His blog is AdviceOnLoan.com and website is CharlesGreenCo.com.