

BANKING



Lory **MILTON**
VP/Commercial Loan Officer

A longtime area resident, Lory has almost two decades of local lending experience. She received her bachelor's degree from the University of Central Florida and her registered paraplanner certificate from the College of Financial Planning.



Jael **ALDUNATE**
Commercial Lender

With more than 20 years of banking experience, Jael is a knowledgeable commercial lender with a passion for exceptional service. She received her bachelor's degree from the University of Florida.



NINE THINGS TO CONSIDER WHEN CHOOSING A BANK FOR YOUR BUSINESS

Although every business has different needs, most share common goals and concerns: growing the business, managing cash flow, reducing time spent on administrative tasks and optimizing time spent developing business.

By finding the right bank, you can grow your business with a commercial loan, manage your cash flow with treasury management services and reduce administrative time through high tech online and mobile banking options.

With so many banks to choose from, how can you determine which is the best choice for your business?

Does the bank understand your business?

If you're a small business owner, you might find a locally based and locally managed bank understands your needs and challenges better than a national or regional bank. Many community banks take an active role in their local chambers and business associations with a genuine interest in helping other local businesses succeed.

Is the bank looking to build a relationship?

Whether you are meeting face-to-face, by phone or by email, is the bank representative asking

questions about your company? What are your goals? How did you get where you are? What keeps you up at night and what excites you? If a bank is interested in a relationship, they will want to know your plan and vision in order to guide you in the right direction and not simply finance a loan or open an account.

Is the bank flexible?

No matter the size, your bank account or loan is a big deal to you. Is the banking representative treating it like a big deal, too? Are they willing to customize the loan to meet your specific needs?

Is the bank responsive?

When a business opportunity presents itself, you have to be able to secure funds and act quickly. Community banks typically make their decisions locally as opposed to larger banks which make their decisions hundreds of miles away from the customer.

Does the bank make informed decisions based on the local market?

According to a Harvard Kennedy School study, community banks provide more than 50% of small business loans. A bank's knowledge of the

community enables it to base decisions on information beyond your company's financial records.

Is the bank willing to grow with you?

Your banking needs may be basic now, but hopefully that's temporary. Has the banking representative shown an interest in playing a role in your ongoing success by mentioning accounts and services that might better serve your business as it grows?

Does the bank offer everything you need for all your banking needs?

Does the bank offer treasury management services to optimize your cash flow? Do they offer convenient online and mobile banking including mobile check deposit? Do they offer a checking account that's loaded with features rather than fees? Do they offer a competitive money market that can put your money to work earning interest while keeping it accessible?

Does the bank have a personal touch?

Does the bank team know you by name and greet you like family when you enter the banking center? Do they ask about your business? Do they share any helpful insights? Do you have access to decision makers and senior officers?

Do they offer the type of commercial loan that is best for you?

- **Commercial Lines of Credit:** A line of credit is an excellent financial tool for managing your working capital, quickly responding to changes and taking advantage of new opportunities.
- **Commercial Real Estate Loans:** Purchase or refinance your own owner-occupied facility or invest in a commercial property with a customized, commercial real estate loan.
- **Constructions Loans:** Build a new facility for your business or construct an investment property with a customized construction loan.
- **SBA Loans:** Ideal for many small businesses, government-backed SBA loans usually require lower down payments and offer more flexible terms and conditions than conventional loans.
- **USDA Loans:** The U.S. Department of Agriculture offers loans with more flexible terms than conventional loans to businesses funding projects that create or preserve quality jobs and/or promote a clean rural environment, often in under-served areas.

Still have questions?

Feel free to contact Marine Bank & Trust at (321) 775-1880 or marinebank.bank. We welcome the opportunity to meet with you, learn about your business, evaluate your needs and help you select the best financing options and accounts for your business.