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Officer
Champions
Business
Plan
Worksheet
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Champions
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Thank you for
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Maybe you have
knowledge
that, people
have look
numerous times
for their
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Rather than
enjoying a
good book with
a cup of
coffee in the
afternoon,
instead they

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malicious bugs
inside their
laptop.

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Loan Officer

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**1: KNOW YOUR
NUMBERS** During
this exercise
we will walk
you through
the process of
quantifying
your plan, all
the way from
the number of

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leads you will
need to the
number of
loans you will
need in order
to reach your
annual income
goal. 1. What
is my desired
income level?
2. Average
commission per

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loan for the
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- Building
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- Devise
personal
marketing
system and
begin writing

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annual

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business plan.

Building

• Schedule

Champions

quality time

with top

producing

COMPANY Loan

Officers to

review their

business

strategies and

unique selling

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propositions,
and to join
them for sales
calls and
closings
whenever
possible. •
Introduce
yourself to
the Team at
the Closing
Center (if not

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(DOC ...

**Loan officers
are part of
the Loan
Brokers**

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industry and
this industry
is composed of
establishments
that arrange
loans,
especially
mortgages, by
bringing
borrowers and
lenders
together on a

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commission or
fee basis. The
industry has
loads of small
business
operators
servicing a
wide range of
clients.

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Another loan

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officer -

Building

we'll call her

Champions

"Gerry" - was

a bit of a

seminar junkie

who loved to

collect

marketing

ideas from

seminars,

webinars, chat

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rooms, forums,
Worksheet
websites, etc.
Building
Nothing wrong
Champions
with that -
it's people
like her who
keep people
like me in
business! But
as her coach,
it was my
responsibility

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to encourage
Worksheet
this very
Building
bright and
Champions

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Building
connect
Champions
accounting
homework
answers
chapter 1,
what is the
difference
between an
essay and
research

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sumner

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Ten Ways to

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Ruin Your
Worksheet
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. These errors
in business
plan
preparation
and
presentation
will undermine
the
credibility of
the plan and

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hurt your
chances to
receive
funding: 1.

Submitting a
“rough copy,”
(with coffee
stains and
typos) tells
the reader
that
management

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Champions
doesn't take
the planning
process
seriously. 2.

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complete

summary of

your business

plan and

should be

referred to on

occasion by

you and your

assigned

Business

Opportunity

Specialist to

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get a quick
Worksheet
overview of
Building
your plan. You
Champions
should prepare
the summary
after you have
completed all
othermajor
components,
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follow.SBA
Form 1010C

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Externally,
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the business
plan will be
used to show
lenders the
business is
viable for a
business loan.
Financial data
such as sales
and costs are
important
factors that

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will be
Worksheet
considered for
Building
the ...
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What Banks
Look for When
Reviewing a
Loan
Application

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worksheet

building

champions

collections

that we have.

This is why

you remain in

the best

website to

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Worksheet
unbelievable
Building
book to have.
Champions

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