

5 QUESTIONS EVERY CONTRACTOR SHOULD ASK THEIR FINANCING PARTNER

1

WHAT WILL YOU FINANCE?

The minimum and maximum amounts homeowners can borrow will vary by lender. Some lenders are also quite specific about what they will finance. For instance, maybe they will finance equipment, but not service. Or they might only finance equipment from particular manufacturers.

FTL will finance projects from \$300 to \$35,000 for any equipment brand. We'll even finance service-only work.

2

DO YOU HAVE FINANCING OPTIONS FOR HOMEOWNERS WITH HIGHER-RISK CREDIT PROFILES?

Some lenders will only lend to homeowners with prime or super prime credit scores (usually 660 and above). In that case, you'll likely wind up needing to partner with another financing company as a second financing source for your rejected applications.

FTL has an 80% approval rate across all of our programs. Plus, we've partnered with other lenders to ensure that homeowners we're unable to approve still have options without submitting another application.

3

DO YOUR PROGRAMS HAVE CONTRACTOR COSTS?

Most lenders will have programs that charge contractors a fee (i.e., a dealer fee), some of which will be fairly high. These are usually deferred or low-interest programs, but make sure you ask your lender if they also have programs at no cost to contractor. (Some won't!)

FTL's programs always include options without contractor fees for a wide range of credit profiles and budgets.

4

WHAT LEVEL OF TRAINING OR SUPPORT DO YOU OFFER YOUR CONTRACTORS?

You don't need to be an expert in financing to offer it to your homeowners. But you should be able to confidently explain to homeowners the programs you're offering and answer any basic questions about them. Ask your financing partner what resources, tools, or support they have to help you successfully implement their programs into your operations.

FTL contractors have access to two dedicated support team members. One provides training on our tools and programs, while another assists with application management and day-to-day troubleshooting.

5

WHAT ARE YOUR ELIGIBILITY REQUIREMENTS FOR CONTRACTORS?

Every lender will want to verify that you're a legitimate business. But what information they use to verify will vary, and some lenders will establish additional requirements for what types or sizes of contractors they are willing to work with. For example, they may only work with contractors who have been in business for a certain number of years or who do a minimum number in sales each year.

FTL doesn't require any minimums for contractors to be eligible to offer our programs. To get started, you'll simply need to fill out a quick online registration form and submit three documents to verify identity.



WE WORK HARD TO MAKE THINGS EASY.

FTL Finance provides the right tools and support to help your contracting business succeed—without all the additional hassle and fees.

Ready to level up? Visit ftlfinance.com/getstarted.