

NAVIGATING OUR LENDING PLATFORM

Step by step process on what to click, where to go, and how to close a loan

January 14, 2021



TABLE OF CONTENTS

How to Submit an Application

How to Manage Your IOU Pipeline

How to Navigate an Offer

Our Closing Process

HOW TO SUBMIT AN APPLICATION

Here's how to get started:

Once you login, click "Enter New Application" as you see below

The screenshot shows a dashboard titled "YOUR SALES Dashboard". On the left is a sidebar menu with "Overview" at the top, followed by "Reseller Management" which includes links for "Saved Leads ()", "Applications (1)", "Closed Loans", "Conflicting Applications", "Sales Team (1)", "Sales Team - Unassigned (1)", and "Commissions". Below this menu is a yellow button labeled "ENTER NEW APPLICATION", which is highlighted with a red hand-drawn box. The main content area has a date range selector set to "From: Dec 20" and "To: Dec 20", a calendar view for "12/2020", and a "FILTER" button. At the bottom, there are sections for "YOUR STATISTICS" and "YOUR CURRENT PIPELINE".

It will then take you to this screen below where you'll fill out four sections of information.

The screenshot shows a multi-step application form. The top navigation bar has four steps: "1. Basic Information" (active), "2. Business Information", "3. Guarantor Information", and "4. Business Documents". The "BASIC INFORMATION" section includes fields for "Business Name" (with a sub-field "Legal Business Name"), "Business Tax ID (EIN)" (with a sub-field "Company Tax ID"), "Business DBA Name", "Email Address", "Loan Amount" (with a hint "Enter between 10,000 to 500,000"), "Reason for Loan" (a dropdown menu showing "Cash Flow Loan"), "Payment Frequency" (a dropdown menu showing "Daily"), "Loan Term" (a dropdown menu showing "-Select One-"), and "Loan Purpose" (a text area with a "Description" label). Below this is the "OTHER LOAN BALANCES" section, which has a table with columns for "Lender", "Balance", "Frequency", and "Payoff". There is a small "x" icon next to the "Payoff" column header.

Our Process:

- Your team submits the application with the upfront documents
- 3 months of bank statements (6 months for larger deals)
 - 1 year tax returns for \$101k plus deals.
- We will run cashflows and do our upfront due diligence.
- We get back to you with an offer
 - loan amount, total repayment, repayment frequency, closing fees and other documentation that would be needed to finalize the approval.
 - Typical turnaround is 2-8 business hours. Some deals close the same day. We have online check out for the merchant that is facilitated by our closing team over the phone.

HOW TO MANAGE YOUR IOU PIPELINE

To the right, you will find the first step of the process on how to use our lending platform and find information regarding your application.

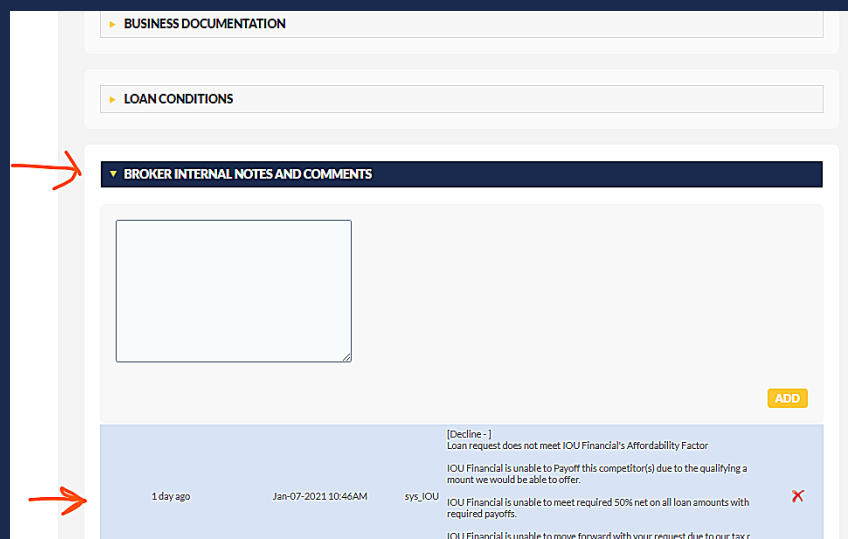
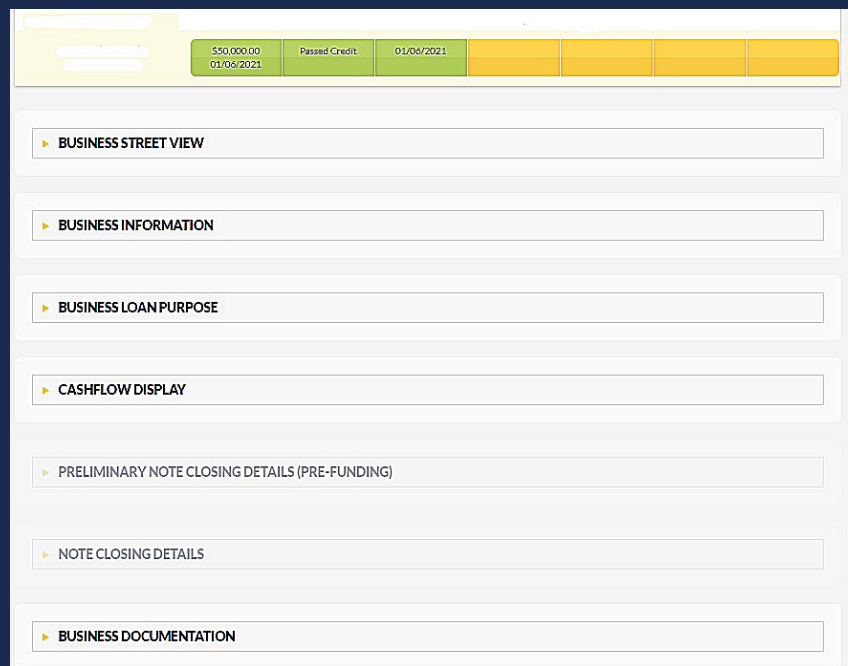
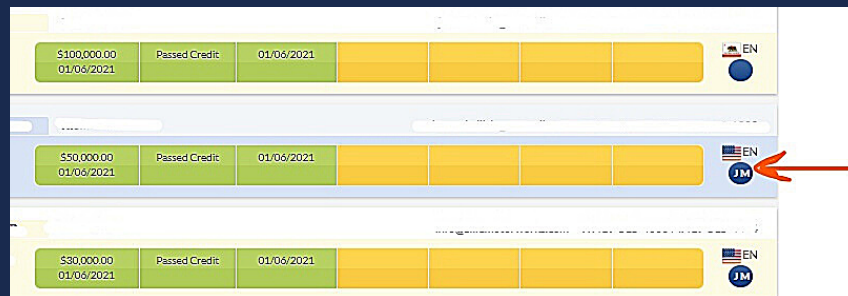
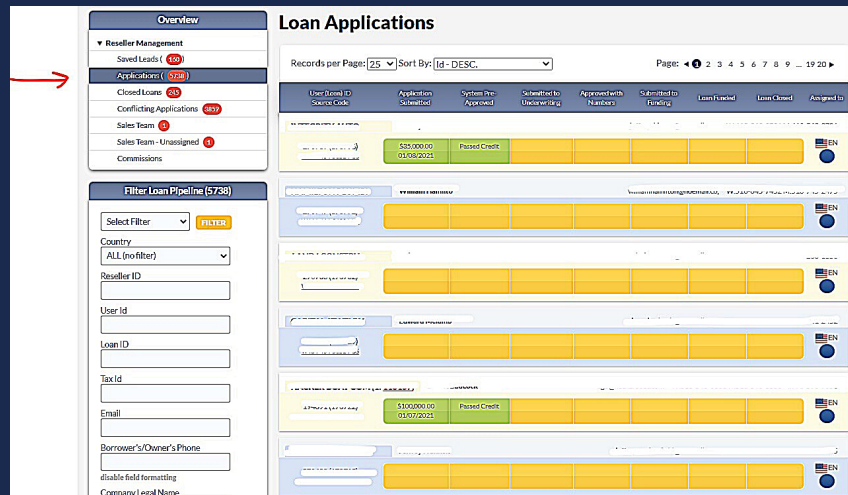
Under Reseller Management, click on Applications to load all your Loan Applications with IOU.

Click on the blue circle to expand that specific application to see more information regarding your loan.

Loans with a California flag indicate a California based merchant. To close loans with California merchants, the broker MUST be licensed in California.

Here you will find your merchant's documentation that you submitted under "Business Documentation".

Lastly, this is where you will communicate with your Account Executive on any status updates regarding your loan.



HOW TO NAVIGATE AN OFFER

Once you receive an offer email, you'll need to submit some important documents. Below, you will see bullet points with a red bracket around them. These are the stipulations we need from you. The second red bracket is a link you can click to see your offer.

We have exciting news about your loan application with IOU Financial, the loan has been preliminarily approved! We are missing the following documents that we will need in order to complete the loan approval process and issue funding.

The required documents are as follows:

- (Required Conditions) - All borrower(s) must provide: Current State issued driver's license or state ID; Confirm email address ; MTD and Decision Logic; Voided Check; Detailed loan purpose or use of funds; Confirm final offer for closing.
- (Approval Covid19) - Due to the COVID-19 situation that continues to be fluid all approvals are subject to change
- (Premier) - 6 mos bank statements - Business lease with most recent 2 mos cancelled checks - 100% owners PG - Signed 8821

Please log into IOU Central (<http://app.ioufinancial.com/>) to upload the required documents directly to the loan. Once we have reviewed the documentation we will notify you should we need additional information or when we render a final decision.

If you need assistance please contact your Account Executive, our contact us Contact Us (<http://app.ioufinancial.com/contact>) page or call us (866)217-8564.

Preliminary figures are being given however these figures may change - As well as underwriting decision to move forward: upon review of remaining stipulations

app.ioufinancial.com/broker_pre_note/OIPozEsu1wChdJnQSKDsTYTI6gBOMXDip4I0fiA3upd1xBkWPu5sPO02IQeR6ajb4ck5l4sh3SC3VgPpLu5s0j4cf_qXHXAPQBB_qw (https://app.ioufinancial.com/broker_pre_note/OIPozEsu1wChdJnQSKDsTYTI6gBOMXDip4I0fiA3upd1xBkWPu5sPO02IQeR6ajb4ck5l4sh3SC3VgPpLu5s0j4cf_qXHXAPQBB_qw)

Preliminary Figures MERCHANT LINK

app.ioufinancial.com/borrower_pre_note/pLu5sMdCGBDdD6KHvpXUq7c4XEvGwak07MWxtaQ7pLu5s3j2q9CpLu5sNfeFY14fApIS9w0b4ck5l4shQVunKzNQmonfOpAHnoZLVuBjWA (https://app.ioufinancial.com/borrower_pre_note/pLu5sMdCGBDdD6KHvpXUq7c4XEvGwak07MWxtaQ7pLu5s3j2q9CpLu5sNfeFY14fApIS9w0b4ck5l4shQVunKzNQmonfOpAHnoZLVuBjWA)

Please note, due to Colorado usury laws reduced commissions may apply.

Thank you for giving us the opportunity to be your business lender of choice.

Amount

Term 15 Months

10000 27000 44000 61000 78000 95000 112000 129000 146000 163000 180000

12 Months	12 Months	15 Months
Loan Amount \$220,000.00	Loan Amount \$220,000.00	Loan Amount \$180,000.00
Total Repayment \$290,987.45	Total Repayment \$290,769.58	Total Repayment \$247,759.52
Net Proceeds \$220,000.00	Net Proceeds \$220,000.00	Net Proceeds \$180,000.00
Loan Amount (A) \$220,000.00	Loan Amount (A) \$220,000.00	Loan Amount (A) \$180,000.00
Payoff Previous Note \$0.00	Payoff Previous Note \$0.00	Payoff Previous Note \$0.00
Payoff Other Lender(s) \$0.00	Payoff Other Lender(s) \$0.00	Payoff Other Lender(s) \$0.00
Other Fees NSF Fee \$25.00 (up to 3 NSF's) Admin Fee \$595.00 Payment Frequency Weekly Regular Payment \$5,596.20 Last Payment \$5,581.25 # Payments 52	Other Fees NSF Fee \$25.00 (up to 3 NSF's) Admin Fee \$595.00 Payment Frequency Daily Regular Payment \$1,171.21 Last Payment \$309.50 # Payments 249	Other Fees NSF Fee \$25.00 (up to 3 NSF's) Admin Fee \$595.00 Payment Frequency Weekly Regular Payment \$3,814.84 Last Payment \$3,609.76 # Payments 65

→ SELECT SELECT SELECT

15 Months

Loan Amount
\$180,000.00

Total Repayment
\$245,886.48

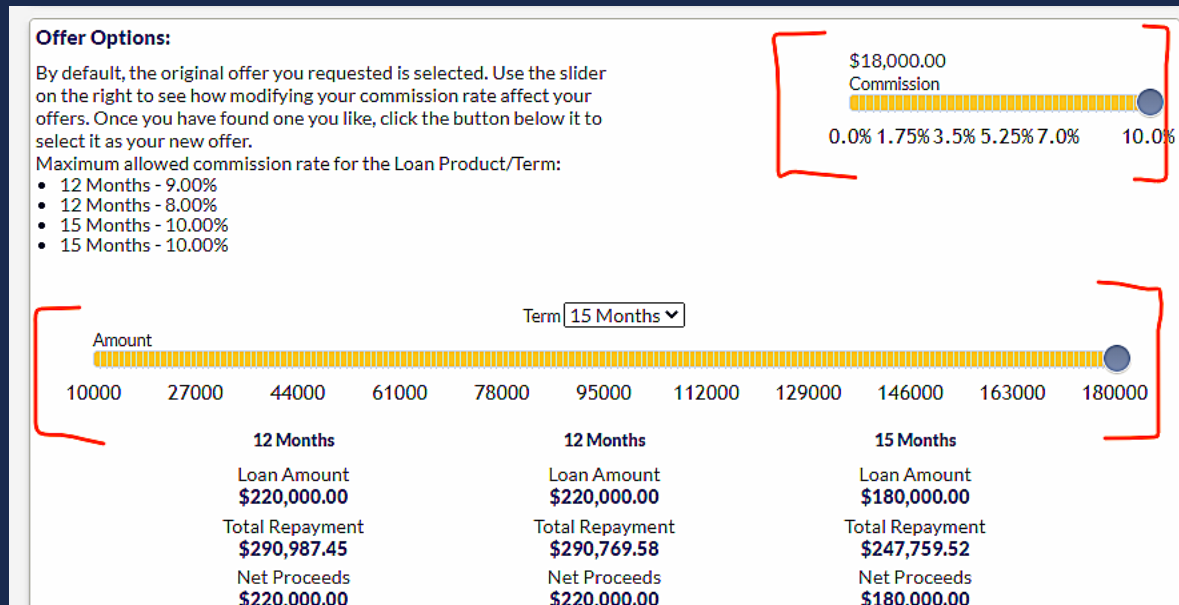
Net Proceeds
\$180,000.00

Loan Amount (A)
\$180,000.00

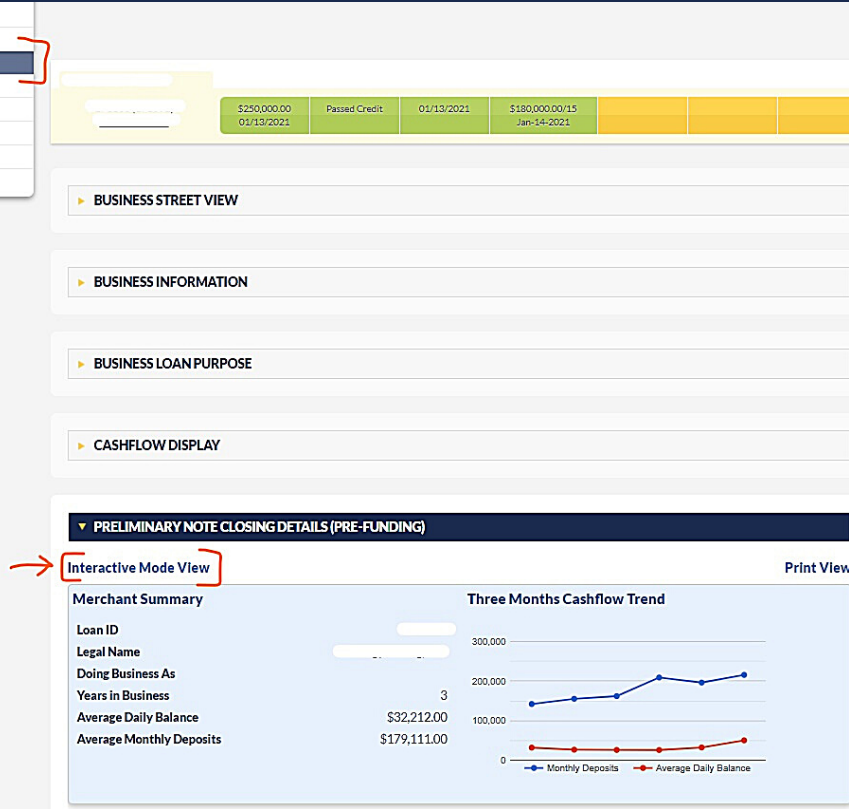
Pick the select button on the deal you want to adjust

HOW TO NAVIGATE AN OFFER

Finally, move the grey circle sliders accordingly, and the selected offer will adjust. Once those numbers work for you, choose the select button again.



- Reseller Management
 - Saved Leads (6)
 - Applications (12)
 - Closed Loans
 - Conflicting Applications (8)
 - Sales Team (8)
 - Sales Team - Unassigned (8)
 - Commissions



If you ever need to get back into the offer outside of your email, you can log in to our platform and go to Reseller Management > Applications > Preliminary Note Closing Details (Pre-Funding).

THE CLOSING PROCESS

First, your Account Executive will send the merchant a link to Decision Logic, where he or she will login with his or her bank account information if the bank is compatible.

This verifies that the bank account is legitimate and not a fraudulent account.



After bank verification, you will need to verify the client's phone number.

Someone from our closing team will be sending a text to the merchant, requesting a picture of him or herself holding their license. This verifies the identity and prevents any type of fraud.



Finally, a 10-15 minute online checkout call will be administered between someone from our closing team and the merchant. This online checkout must be from a computer or iphone. No androids.

Everything from weekly payments to legal agreements will be broken down for the merchant. Here is where we will be able to go over the loan offer and agreements before the merchant is ready to sign.



That's our online checkout closing process!

After this quick online checkout with our closing team, your merchant will see funds in his or her account within 24 hours.