



Presented by:



PRESTAMOS CDFI
a division of **CHICANOS POR LA CAUSA**

Preparing for the 2022 Holidays

As an SBA Microlender and mission driven lender, Prestamos provides small business loans and quality bilingual business education to empower the small business community and create opportunities for economic growth and advancement

For Today's Discussion

Inventory Management

Anticipating supply-chain issues and storage requirements

Seasonal Staffing

Anticipating workforce shortages, payroll needs, and staffing plans

Capital Requirements

Working capital takes time and approval

Holiday Promotions

What promotions will you run, and how will you market

Inventory Management

1

- 1 Longer Shipping Times

2

- 2 Higher Shipping Costs

3

- 3 Port Congestions

Seasonal Staffing

1

- 1 Always Be Recruiting

2

- 2 Sourcing vs Recruiting

3

- 3 Creative Recruiting Strategies

Capital Requirements

1

- 1 Accessing Capital Takes Time

2

- 2 Financial Climate Ahead

3

- 3 Plan for it before you need it

The 5 C's of Credit



Character

Determined by your credit history (*aka credit score*)

Capacity

Your ability to repay the loan (*aka debt:income ratio*)

Collateral

Assets being used to secure the loan

Capital

A borrower's personal investment in the project

Conditions

Includes factors like purpose of the loan and interest rate

5 Cs of Credit

Factors lenders will consider when reviewing loan eligibility.

Holiday Promotions

1

- 1 Power of Community

2

- 2 Power of Partnerships

3

- 3 Give back to your customers

Additional Free Resources from CPLC Prestamos

Prestamos PRIME Program

- No-Cost Assistance for eligible micro-businesses
 - Accounting, Marketing, Social Media, Coaching, Website. Etc
- <https://www.prestamosloans.org/sba-prime-program/>

Prestamos Events Page

- Webinars with PPP updates, business planning, financials, etc
- <https://www.prestamosloans.org/events/>

CPLC Prestamos Women's Business Center

- In-person and Virtual Coaching & Business Assistance Coming Soon (*Buckeye Commerce Center – 11th Street & Buckeye*)
- www.Phoenixwbc.org

Additional Funding Resources



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MINI MICROLOAN

\$1,500-\$5,000

LOAN TERMS

- 12-36 Months Term
- Application Fee Waived
- Interest Rate as low as 7%
- Minimum 600+ FICO
- Minimum 1+ Year in Business
- No-Cost Business Coaching

MID MICROLOAN

\$5,001-\$15,000

LOAN TERMS

- Up to 48 Month Term
- 3 Months Interest Only
- Interest Rates as low as 6.75%
- Minimum 600+ FICO
- Minimum 3+ Years in Business
- No-Cost Business Coaching

MEGA MICROLOAN

\$15,001-\$50,000+

LOAN TERMS

- Up to 5 Years
- 3 Months Interest Only
- Interest Rates as low as 6.50%
- Minimum 600+ FICO
- Minimum 3+ Years in Business
- No-Cost Business Coaching

Additional funding opportunities through Prestamos include:

- Mini Microloan
- Mid Microloan
- Mega Microloan
- Small Business Loans up to \$1MM
- Community Advantage
- Social Enterprise

Visit us at www.prestamosloans.org for more information or to apply

Thank you for watching!

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