



## **Business constitution and key persons**

We want to know about the entity type (proprietorship, partnership, private co.); who are the people.

Why: it determines what product we can offer; later on: whose concurrence / approval we need; whose signature may be needed

**The Goal:** to know entity type and key persons involved in the business

### **MyLine**

1. How your business is registered has impact on possible loan value.
2. is your business a partnership or a private company?

*What's your line?:*

1. Your line:
2. Your line:
3. Your line:
4. Your line:

### **Scenario # 1**

**Customer:** why should I tell you anything about my business structure?

#### **Guiding Answer**

Its just a basic question. It might allow us to consider better loan amounts if the business is better organized.

**Customer:** are you saying you will give me more loan amount?

#### **Guiding Answer**

I am just saying that if everything is the exact same, a partnership might get a little more than a proprietorship .



## Scenario # 2

**Customer:** I will answer any question from you only if you can tell me that you will give the loan?

### Guiding Answer

Its one of the building blocks in determining loan eligibility and structure. If you are clear about needing or taking a loan, lets go directly to discussing your requirements.

(if the customer accepts this line, then it is a good position because you can directly discuss all details.)

## Scenario # 3

**Customer:** why are you asking irrelevant questions when I am not even interested in talking to you?

### Guiding Answer

This is a very relevant question. Between two businesses, one which is a private company and the other is a proprietorship, the private company is eligible for more, even if everything is the same.

**Customer:** so if I am a proprietorship you will not do anything for me?

### Guiding Answer

Actually, we will work on going step by step. There is something for everyone. And over time good businessmen like you can become bigger and better.