

## Up front fees?

You may initially say why do I need to pay a fee up front ? This is a reasonable thought however as you are no doubt aware the current economic climate is not the easiest one in which to raise funds and involves a great deal of background work and detail to submit an acceptable proposal to lenders. Each type of loan requires tailoring to the requirements of each individual lender depending on the type of application and this costs us a lot of money and time to try all avenues once a reasonably sound proposition is properly presented. Our initial fee will cover up to 10 hours work on preparing with your help an application and then presenting and pursuing the application through a selection of lenders.

However before we request the fee, information that is included on the application forms will provide us with an indication as to whether we can find a way of getting a proposal that would be acceptable to the lenders. Once this is established work starts and payment is required, if we feel that we are unable to get your proposal to a market acceptable standard in the given time we will advise you of this. Our later fees on successful completion are industry standard.

We trust that this explains the reasons why the fee is taken.