



Fast Track Business Loan Program

CUBG now offers a Fast Track loan program for fast, efficient, and low-cost processing of small loans!

The Fast Track Loan Program

This program provides a quick and cost-effective solution for small, non-real estate secured loans and is designed for credit unions of all sizes. Loan amounts and underwriting parameters are customizable for each credit union and loans come with low or no annual monitoring which keeps costs very low.

Fast Track Services

For credit unions with an MBL program in place, this program offers easy application processing, including underwriting only or underwriting plus loan documents.

For credit unions without an MBL program in place, CUBG also offers a turnkey program which includes policies, applications, checklists, and consulting to assist with program set-up.

Benefits of the Fast Track Program:

- Outsourcing smaller business loans allows the credit union to concentrate internal resources on larger loan requests
- Credit unions of any size can supplement in-house resources with Fast Track quickly and easily
- Fast Track loans can be originated in the branch, extending the credit union's lending capabilities
- Credit unions without an MBL program can easily get started by offering smaller business loans
- Loans \$50,000 or less do not count under the MBL cap

Eligible Loans:

1. Business Vehicles – Autos or trucks up to \$100,000
2. Term Loans – Equipment secured up to \$100,000
3. Lines of Credit – Either secured (non-RE) or unsecured up to \$50,000
4. Business Credit Cards – Credit limits up to \$50,000

CUBG Service Standards:

- Next day loan decisions
- Next day loan documents delivered electronically

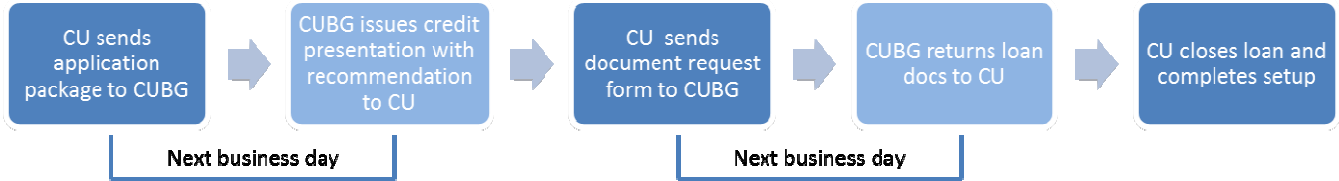
CUBG's program set-up for CUs includes the following:

- Credit union customized Fast Track underwriting matrix
- Fast Track loan policy template
- One-page borrower loan application
- Optional loan documentation package
- Post-closing checklist for quality control
- 2-3 hours of initial program set-up – CUBG will work with you remotely to establish policies, underwriting parameters, pricing, and overall process flow

CUBG also offers customized assistance helping credit unions to build an in-house small business program.



Fast Track Workflow



Fast Track Pricing

CUBG’s Fast Track Membership includes all Fast Track set-up and consulting outlined on page one, plus access to CUBG’s documentation system.

<u>Pricing</u>	<u>CUBG Member</u>	<u>CUBG Affiliate</u>
Fast Track Membership <i>billed annually</i>	\$750	\$950
Underwriting <i>per transaction</i>	\$275	\$325
Loan docs <i>per transaction</i>	\$200	\$250
Fast Track Membership Fee for CUs not Member or Affiliate status with CUBG <i>billed annually</i>	<u>Year 1</u> \$2,500	<u>Years 2+</u> \$1,500
	<i>Transactions priced at Affiliate rates</i>	

General Implementation Considerations for Fast Track Business Loan Program		
Responsibility		
Process Step	Credit Union	CUBG
Program Design/System Readiness		
- Product design (define rates/terms/features)		✓
- Core system set-up (booking/funding, reporting, servicing)	✓	
- Staff product training		✓
- Member marketing/sales	✓	
Loan Policy Update (Customizable policy addendum)		
		✓
Board Approval for Policy (if needed)		
	✓	
Workflow		
- Application (One page streamlined application)		✓
- Underwriting (Easy-to-use, customizable decision scorecard matrix)		✓
- Loan documents (Complete package of loan documents)		✓
- Compliance/regulations (Assistance with compliance/regulatory issues)	✓	✓
- Quality control process (Post-closing quality control template)		✓