

New Client Checklist

Please be sure that you have included the following for faster processing:

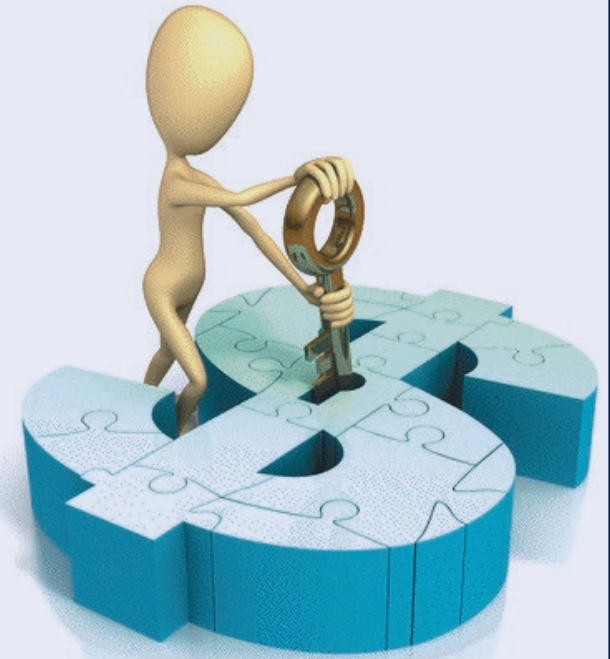
- Application
- Account receivable aging report
- Copies of invoices to be sold
- Copies of contracts/purchase orders
- Articles of incorporation or partnership agreement
- All documentation relating to Chapter 11 filings, federal tax liens, installment agreements, and/or certificates of subordination
- Any supporting documentation beneficial to establish A/R financing

Please send all documentation to:

Durham Commercial Capital

101 Sully's Trail, Bldg. 20
Pittsford, NY 14534
Office: 585 218-8610
Fax: 585-218-9033

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Durham Commercial Capital will help your business grow by providing you with immediate cash through the purchase of your accounts receivable.

Our program offers you a flexible and increasing line of credit. As you fill orders, we will purchase your receivables for up to 97 percent of the face amount. There is no need to wait for 30, 60, or 90 days to get paid on your invoices when **Durham Commercial Capital** can give you immediate cash.

It is that simple

Once you are established with us, we can usually provide funds within a few hours of your request. You can devote your time to increasing your sales and profits with the confidence that Durham Commercial Capital will meet your cash demands.

**DON'T WAIT, CONTACT US
TODAY TO ARRANGE FOR AN
IMMEDIATE APPOINTMENT**

Office 585-218-8610

Fax: 585-218-9033

info@durhamcommercialcapital.com

www.durhamcommercialcapital.com

How Does Factoring Work?

Case #1

ABC Company has Purchase Orders in the amount of \$1,200,000 and a supplier that requires cash on delivery. In addition, there is an IRS tax lien of \$600,000. ABC currently has \$675,000 in outstanding receivables and their client takes 45 to 60 days to pay. After a payment plan has been approved by the IRS, ABC can sell invoices for cash within 24 hours of their creation and achieve the following:

1. A 2% discount has been received for supplies purchased with cash.
2. Purchase order backlog is being satisfied.
3. Sales volume increases.

Case #2

XYZ Company needs to meet payroll twice a month; however, their client takes 30-45 days to pay. By selling each invoice for cash within 24 hours of its creation, XYZ has achieved the following:

1. Payroll is always met on time.
2. Staff has been added to generate more revenue.
3. Sales volume increases.

20 Reasons to Factor with Durham Commercial Capital

1. Factoring Is Easy and Fast
2. Factoring Helps Clients Build Credit
3. Do Not Incur Any Debt
4. Do Not Give Up Equity
5. Meet Increasing Sales Demands
6. Take Advantage of Volume Discounts
7. Take Advantage of Early Payment Discounts
8. Leverage Off Your Customers' Credit
9. Stop Offering Early Payment Discounts
10. Offer Credit Terms to Customers (Net 30)
11. Professional Credit Screening
12. Professional Credit Monitoring
13. Professional Collections
14. Early Detection of Customer Service Problems
15. Invoice Processing
16. Invoices are Paid Faster
17. No Geographical Limitations
18. Detailed Management Reports
19. You Can Concentrate on Growing Your Business
20. Peace of Mind