



# KNOW YOUR PRIVATE LENDER

These questions need to be answered from your private lender before presenting to a client.

## PLEASE COMPLETE BEFORE PRESENTING THE SOLUTION

- Could You Please Disclose and Explain in Detail ALL Lender Fees?
- Are there any additional set up costs my client should know about?
- What terms can I offer my client (6 months, 1 year, etc)?
- Could you please provide me with the full fee schedule?
- Are you the direct lender or is someone else involved?
- Are there any penalties for early pay out? Is this open or closed?
- Can my client renew if needed or must we follow the exit strategy? What is the cost of renewal?
- If you are not the direct lender, are there any fees or co-brokering fees I need to be aware of for my client?
- How can my client get servicing support after close?
- Are there two or three other brokers that use you that I can call for a reference?