



## Preparing a property loan proposal to get your loan approved

Components of loan proposal

What happens in the initial proposal?

Tips to prepare real estate business loan proposal

Overselling

Contact the potential borrower

The underwriting process

A moving target

Formatting the written proposal

The Front Page

Memorandum of Credit

Repetition in proposal

What can you copy?

The performance of relationships

Pressure during proposal

Loan Records

The Official file

The Unauthorized File