# WELCOME TO The #1 CPA Partnership Program In The Country

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# The Best Business Partnership You'll Make This Year ... And Every Year After

You have clients that you and and your banking relationships aren't able to fund. Instead of letting them fall through the cracks, CPAs and bankers alike utilize our financing programs to provide for any client in need, from perfect credit files, to the most challenged.

#### In this guide, you will learn how hundreds of CPAs are utilizing our referral program to:

- Solve your clients' needs, and strengthen relationships
- Receive backup financing and support when banks are unable to fund clients
- Collect referral fees, if desired

Join The Nation's #1 CPA Partnership Program Learn why CPAs of all kinds choose to partner with us, and how to take advantage of our exclusive financing programs to meet all of your clients' needs for business growth, while protecting your relationships and opening new income streams.





A partnership with National Business Capital makes helping my clients so easy. Mark and Anthony are great guys to work with and I look forward to continuing a strong relationship! This team leaves no stone unturned in their efforts to get the client funded!

# How We Fund Clients Others Simply Can't

With thousands of CPA deals funded, we know what it takes to find the perfect solution for every challenge or opportunity, no matter the client.

• All Industries Welcome: We work with virtually every industry—even the toughest types of companies to fund including construction and restaurant businesses.

• All Credit Profiles Accepted: We can help fund customers with excellent to challenged credit—anywhere from 450 to 750+.

• **Bankruptcies:** We are one of the few business financing companies able to provide funding one day after bankruptcy.

• **Tax Liens & Judgments:** Client with a tax lien or judgement holding up your deal? We can help you fund clients with liens, or help remove it to get them financeable.

### **Access Exclusive Industry Leading Products**



You and your clients will gain access to over a dozen innovative financing products, each designed to address the specific needs of any client from virtually any industry.

#### **Requirements:**

- Has been in business for at least 6 months
- And does a minimum of \$120K in annual gross sales

Over 90% of all applicants are approved through our expert underwriting.

Through technology, our team will match your client's application with the optimal lenders.

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National: The only team that rolls up its sleeves to fund your clients. The entire team at National is absolutely amazing. My new friend Eric is brilliant at picking up the phone—it never takes more than one ring! It's always a blast talking to the National staff. Eric always goes above and beyond to fund your clients any way he can, and keeps you in the loop until the business is funded. The National Team deserves 5 stars, each and every time. You need to experience their service to believe it. "You're richer than you think" is the message this team is projecting to the entire business community in North America.

## Why Partner With National? We are Much More than Just a Financing Company

We are a business growth company, providing not only capital, but a variety of business services that help companies grow in virtually every way.

Partnering with National gives you the ability to support your clients in ways you wouldn't be able to otherwise—while opening new lucrative streams of referral income, if allowed.

## Partner With The Most Prestigious Name In The Industry

Recognized by leading financial services institutions and business publications including Forbes, Business Insider, and Entrepreneur, National is known for truly living their mission of "innovating the way entrepreneurs grow." That begins with a team of Business Growth Advisors who truly understand every business owner's journey, and know what it takes to make the dreams of every entrepreneur come true.

## It's Nice to Be Recognized for Leading an Industry

Our culture is built on accountability, honesty and transparency values that lay the very foundation of our company, and the driving forces behind every action we take with our clients.

National is honored to chair the Small Business Financing Association (SBFA) Broker Council to set higher ethical standards for alternative financing companies nationwide.





**Faster Process = Faster Funding:** You need lightening-fast results to win over customers, and defeat the competition. National's highly-responsive staff funds clients in as little as 24 hours, making you a hero to your clients, and ensuring you're always one step ahead.

**Less Paperwork = Less Time & Frustration:** You're too busy to wait for customers who take forever completing paperwork. Let us prepare the majority of documents for them through innovative technology to save you and your clients' time, and get back to taking on more customers!

**Greater Variety = Greater Opportunity:** With access to our extensive line of funding products, your clients receive a greater variety of offers, and you close more deals with greater speed and convenience.

**More Lenders = More Offers, Lower Rates, & Better Terms:** Compare over 75+ specialized lenders in our exclusive global marketplace, who will compete to offer financing with terms that perfectly match your customer's business needs.

**24/7 Access to a Business Financing Advisor=24/7 Personalized Support:** As soon as your client is referred to us, you will both be connected to a Business Financing Advisor to receive 24/7 personalized support throughout the funding process, as well as National's supporting staff of 100+ employees who will work as your personal sales and servicing team to make your job easier.





I've had multiple experiences working with National for my clients, and all of them were wonderful. I work with Joseph, and he is awesome! He was on top of my client's file at all times, and his professionalism, persistence and knowledge has made each and every transaction go smoother and quicker than I ever expected.

# How Our Process Works For You and Your Customers

Our referral portal gives you complete control and transparency from start to finish. NBC's team of Business Financing Advisors, lead by your personal dedicated advisor, helps you and your clients by supporting the entire funding process. We streamline the process while reducing your workload - all while solving your client's needs.

## **CPA Partner Client Registration Process**

STEP 1:

Name, Number & Need

All we need is your client's

name, number and funding

goals.

#### STEP 2:

#### Kick Back and Relax!

There's nothing more you have to do! We'll take care of your customer.

STEP 3:

#### If Desired, Collect Commission

If not, we can send your client a special gift in your name!

## HOW YOU GET PAID

Receive payments via direct deposit after client receives financing.



Having been in the financial sales space for over 17 years, I have to commend National's Anthony and Paul on their commitment to excellence. Every time I work with them, they exude a high level of expertise and care for my clients' concerns. The strong communication and genuine interest in our needs was evident from day one. I look forward to a strong continued partnership.

## Our CPA Referral Package: Keeping You and Your Customers Satisfied & Informed

We put together an assortment of resources that help you strengthen relationships with your clients, streamline your operations, and open additional income opportunities.

## **Referral Portal**

All of our partners gain access to a secure digital hub where you can track, monitor and view live updates of your referred customers' progress online.



You can create a co-branded landing page for potential customers, view a	
referred clients' status, or register a new one!	

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Track your customer's progress throughout the funding process, from when their application is under review, to underwriting, to when their deal funds!

#### Refer Customers Directly or Through Your Personal Customized Link (Self Service)

- Update Client Information
- Immediately Relay Important Messages To Us And Your Clients
- Track Your Client's Progress From Initial Application, to Closed/Funded
- And Refer New Customers Whenever And Wherever You Are

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Refer your customers directly to your branded portal, or by sending your clients a personal customized link to their application as a self-service option.

## **Deal Protection You Can Trust**

After referring your client via email or through the referral portal, your client will have 30 days to submit their full application. After completing the application, your client will then be protected indefinitely until closed.

# **Marketing Tools**

## We Help Lower Your Marketing Costs

Take advantage of our multi-million dollar marketing budget to promote your own products and services.

## Marketing Tools with Customizable Templates

All referral partners are given free access to over 50+ unique templates for display ads included in our portal. Use these to create your own advertisements, or take advantage of our promotional programs to customize them with your logo, info and graphics.

## **Use Our Ads To Refer Clients**

We make referring clients faster and easier for our CPA partners with free marketing tools including:

#### Flyers • Webinars • Banner Ads • Email Templates



## Leverage Our Brand for Free Exposure

We will promote all of your clients' success stories with posts across all social media platforms including:



We also send "Just-Funded" emails twice per week to our network of partners and clients to show how you helped fund your customers.



Paul has been an excellent help to my clients. Through the several clients he has assisted for me, Paul has shown great customer service, poise, and integrity. I recommend National Business Capital's service to anyone that is in need. Ask for Paul, he will take excellent care of you that is second to none in the industry.

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# **Library of Informational Resources**

Great resources are now at your fingertips. Start showing your clients all the ways you can help with our extensive catalogue of educational resources.

Explainer/Advice Videos • Webinar Series • Industry Trends • Ebooks • Our Blog: The NBC Advisor



Access a wealth of insider tips on industry-specific financial and managerial strategies, product information, and news coverage on how businesses are adapting to trends in the economy.



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National has been a great company to partner with. They stay in contact with my clients throughout the process, and present them deals in a very prompt manner compared to any other companies I've worked with. They're the only company I've worked with that works around the clock to create proposals that act in the best interest of both their partners and their clients.

# **How To Get Started**



#### Step 1: Complete Our 1-Minute Online Application

Complete our 1-minute partner application online, or give us a call at (855) 806.2555



#### Step 2: Call or Email a Representative

Contact a member of our Business Development Team, & tell them about the goals you want to accomplish through our partnership.



# Step 3: Start Referring Customers!

Within 24 hours after applying, you can start referring your customers to National, and earning extra income, if desired!



# What are You Waiting For?

We have CPA partners that are earning an additional six figures each year through our partnership program, while making them heros to their clients. If you're ready to build your reputation, your relationships with your customers, and your wealth, the team at National is ready to help!



National Business Capital is a fantastic business! Anthony is a star on the rise in helping business owners get the funds they need to grow and survive. He has been helping my clients and they are very happy and turning profits now. NBC is 5 star spectacular!

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# **Partners in Vision, Mission and Values**

Connect your customers to our team of dedicated and passionate individuals, excited to learn how they can help grow their businesses by any means possible.

Vision: Innovating the Way Entrepreneurs Grow

**Mission:** We advise entrepreneurs to obtain the best financing and business services solutions within our exclusive global marketplace. Our advisors take an empathetic approach to each entrepreneur's business, while respecting their time and stories. Through technology we provide a simple, fast and transparent process to support human intelligence over artificial intelligence. Expediting the process down to hours, allowing entrepreneurs to get back to business and obtain their dreams.

#### Values

- We consistently **Lead and Innovate** new products and program to solve ever-changing business challenges.
- Our culture of Teamwork ensures we seamlessly serve entrepreneurs.
- Integrity drives every action, always doing what is in the best interest of clients.
- Empathy and Respect are at the core of our foundation.
- We Adapt and Change to any economic condition to better serve our entrepreneurs.
- We're **Committed** to successfully building the global economy, one business at a time.
- We never take the 'FUN' out of 'FUNDING!' Grasping opportunities to grow is an incredibly fun and exciting time in the life of every business the Business Growth Advisors at National are thrilled to make funding your goals just as fun!

#### We're In This Together!

Business is a journey best traveled with strong partners. We welcome the opportunity to build a relationship with you, and help you and your clients in your journey to success.



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