

How does quick turnaround  
of a loan *really* happen?



Community  
Investment  
Corporation™

Lending Power™

**THE LEARNING TREE  
of MADISON**



# Quick turnarounds are possible because CIC aligns everyone, rolls up their own sleeves and keeps all committed.



## THE LEARNING TREE OF MADISON | MADISON, CT 504 CONSTRUCTION LOAN & MICROLOAN

Although they were already approved for a loan, the daycare owners realized they still needed \$50,000 in build-out funds for playscapes and other childcare necessities. They weren't going to make opening day just a few weeks away. The business owners called the bank; and the bank called CIC, who had experience in dealing with funding shortfalls. CIC leveraged their relationship with another lending partner and secured a 50K Childcare MicroLoan to cover the shortfall. CIC made the Learning Tree a top priority with their team; managed all parties involved and went from request to closing in less than three weeks.



“ I was overwhelmed by the prospect of not being able to open on time. CIC responded at the same pace in which I was providing information, and found a solution for me that, I believe, only experienced experts could find.

KIMBERLY JOYNER, DIRECTOR  
THE LEARNING TREE OF MADISON

## 3 KEYS TO A QUICK LOAN TURNAROUND

- 1 ▶ **DEFINING THE TASKS**  
The borrower uses a detailed checklist provided by CIC to collect and complete all information needed to expedite the process.
- 2 ▶ **ALIGNING THE TEAMS**  
Concurrently, the entire CIC organization aligns responsibilities internally and with financial partners, and sets expectation on the timing of each step.
- 3 ▶ **MANAGING THE SIDES**  
CIC manages both sides of the process – leveraging the pace of the borrower and CIC's priority status with the SBA to finalize dealings.