

LINC

Leveraging Information & Networks to access Capital



SBA LINC

SBA.gov * Tools * LINC



LINC

Connecting Borrowers with SBA Approved Lenders



Step ONE

Answer a few questions about your business



Step TWO

Hear from SBA Lenders within 2 business days



Step THREE

Receive information on free and low-cost training options

Login or Register to find a lender now

[Log In](#)

[Register](#)

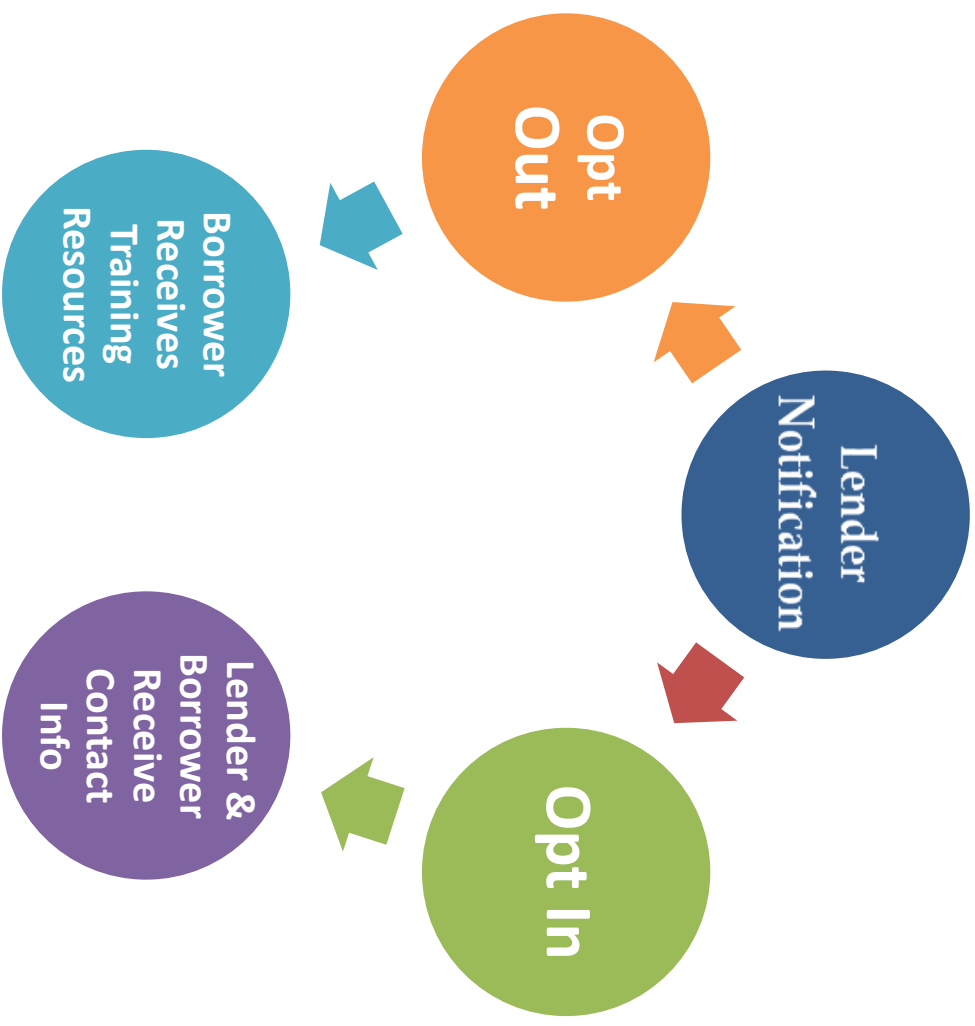
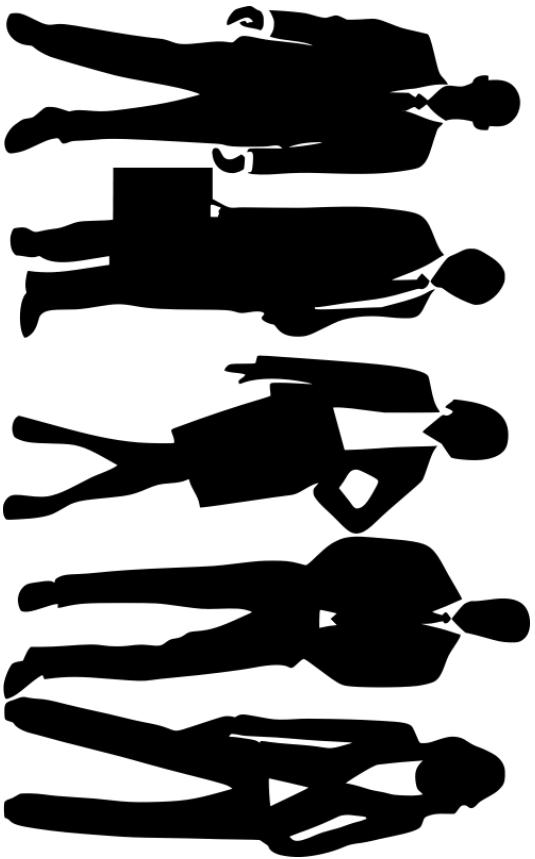


U.S. Small Business Administration

Connecting Borrowers & Lenders



SBA LINC



LINC

Leveraging Information & Networks to access Capital



SBA LINC

- ▶ What is it?
 - ▶ An online referral tool
 - ▶ Prospective borrowers complete a simple, online questionnaire on www.sba.gov
- ▶ Who is Participating?
 - ▶ 600 + SBA Lenders
 - ▶ Represent all 50 states, DC, & PR
 - ▶ Account for more than 80% of loans made in SBA's mission programs
- ▶ What are the parameters for referrals?
 - ▶ *Currently* - Borrower's county only – Referrals are forwarded simultaneously to all of the LINC Lenders operating within the borrower's county
- ▶ Frequently Asked Questions?
 - ▶ <https://www.sba.gov/tools/linc>



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U.S. Small Business Administration

LINC - Prospective Borrower Questionnaire



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- Contact Information
- Years in business
- # Employees
- Business' estimated annual revenue?
- For-profit or non-profit business?
- What is the business type?
- Loan amount?
- Use of proceeds?
- Is collateral available?
- Interested in T/A?
- Do you have a written business plan?
- Have you applied for a loan?
- Provide a written description of the current status of the business highlighting the reasons why you need financing.

An Official Website of the United States Government

SBA U.S. Small Business Administration

SBA LINC

Translate My Account Log out

Contact SBA | Contacto (en español) | Newsroom | Community | For Lenders | Email Updates | Blogs

Search SBA.gov

SBA.gov » Tools » LINC

Thank you for using the SBA LINC tool; once this form is started do not navigate away from this page until submission confirmation. Leaving this page will result in data loss. SBA.gov does not store these results. LINC tool can only be submitted once every 24 hours. Please check your account email box for a security code to be entered at the start of this form.

Connecting Borrowers with SBA Approved Lenders

- 1 About You**
- 2 About Your Company**
- 3 Loan Information**

Please check your email that is associated with your SBA.gov account for a security code and enter it here. This will allow us to verify account ownership. *

Legal Business Name *

Business operating zip code *



U.S. Small Business Administration

LINC – Initial Lender Notification Email



SBA LINC

- Lenders receive an email immediately after borrower inquiry
- Lenders identify from which counties they would like to receive referrals
- “Opt Out” of loans that do not fit your programs’ loan amounts and/or use of proceeds
- *New Feature:* Lenders may also view LINC requests via Capital Access Login System (CLS)

SBA LINC Request (TEST)
 Jamie.Davenport@sba.gov
 Sent: Thu 2/5/2015 12:00 PM
 To: Oker, Chimene N.

SBA Lender Notification

The following individual is interested in obtaining a loan.

If you wish to provide your contact information to this individual, please select the Opt-in link within the next 48 hrs.

If you do not wish to provide your contact information to this individual, select the Opt-out link.

Business Name	Jamie, Testing 2.5, 11:53 am
Number of Employees	1
Gross Revenue	\$100,000.00
Requested amount	\$150,001 - \$250,000
Time in Business	Less than 2 years
Type of Business	Retail
Use of Proceeds	Buying equipment
Collateralized?	N
Collateral Description	
Receiving Business Advisory?	Y
Business Plan Exists?	Y
Other Funding Source Exists?	Y
Business Status Description	Testing - testing, testing, testing

[Opt in to See Borrower Request](#)
[Opt Out of Borrower Request](#)



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Opt-In: Lender Receives Contact Information



SBA LINC

TEST

LINC

Print

Skip Navigation Accessibility Options

LINC Borrower Information

Borrower Contact Information

Name
Email
Phone

Borrower Survey Data

Legal Business Name:

What is the Zip Code for where the Business is located?

How many years has the business been in existence?

How many employees does the business have?

What is the business's estimated annual revenue?

Is the business a for-profit business?

What is the business type?

What is the total amount of financing that you are seeking?

How will you use the money?

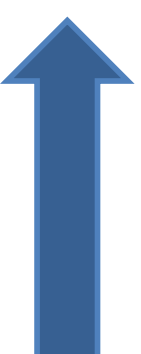
Is collateral available to support the loan?

Are you interested in receiving business advisory services (technical assistance)?

Do you have a written business plan?

Have you applied for a loan with another financial institution?

Please provide a description of the current status of the business highlighting the reasons why you need financing.



Lenders Will Receive
Borrower Contact
Information Once
and Only If they
choose to Opt-in



U.S. Small Business Administration

Opt-In: Borrower Receives Contact Information



SBA LINC

Sample Email

Sent: Wed 3/11/2015 1:03 PM

From: Ryan, Gerald@sba.gov
To: Davenport, Jamie L.
Cc:
Subject: SBA Lender Contact Information

The following lender(s) has shown interest in your request for loan information. The lender(s) has received your business information and will contact you with requests for additional information.

For further assistance and to learn about free business consulting and low-cost training opportunities in your area, please connect with SBA's counseling network of resource partners. This local network can be accessed using our Zip Code Lookup at: <https://www.sba.gov/tools/local-assistance>.

Lender	Len	sbalender@test.com	(555) 123-4567
Community Loan Fund of Southwestern PA, Inc. info@clfsouthwestern.org	www.sba.gov		

The following lenders have not responded yet

Lender

- ACCION USA, Inc.
- Altoona-Blair County Development Corporation
- Community Loan Fund of Southwestern PA, Inc.
- Empire State Certified Development Corporation
- Northeastern Economic Development Company of PA-CDC, Inc.
- Regional Development Funding Corporation



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Opt-Out: Lender Confirmation



SBA LINC

No further action is necessary for Lender that Opts-Out.

1

Skip Navigation Accessibility Options

TEST LINC **Print** **Exit**

SBA Lender opt-in/opt-out confirmation

Thank you for opting out from the loan.



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“Unmatched” Borrowers - Training Resources




SBA IINC

Sample Email

SBA Applicant Notification (TEST)

 Jamie.Davenport@sba.gov

 You forwarded this message on 2/10/2015 2:39 PM.

Sent: Tue 2/10/2015 10:05 AM

To:  Davenport, Jamie L.

Jamie Davenport,

We regret to inform you that no SBA Lenders has responded to your request for a loan. For further assistance and to learn about free business consulting and low-cost training opportunities available in your area, please connect with SBA's counseling network of resource partners.

<https://www.sba.gov/tools/local-assistance>.



U.S. Small Business Administration

Questions?



SBA LINC

Nadine Boone

SBA MADO

10 Causeway Street

Suite 265

Boston, MA 02222

(617) 565-8514



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