



June 2013

# Uncertain Economy Creates Factoring Deal Flow Opportunities



If you're still wondering if there is room for factoring in your business model today, you may just be asking the wrong questions.

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**BROKERS NEED RELATIONSHIPS WITH  
FINANCIAL INSTITUTIONS THAT  
UNDERSTAND THE VALUE BROKERS BRING  
TO THE TABLE**



June 2013

**Direct lender relationships: faster income**

**Industry focus: Construction**



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Single invoice factoring in action

**MOST CLIENTS, EVEN WITHOUT A  
CONTRACT, TYPICALLY CONTINUE TO  
FACTOR FOR TWO TO THREE YEARS**

Factoring enables better cash  
management for clients



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**Benefits of direct lenders and integration  
of other services**

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