

NO CAP

Credit Is Capital

LESSON 05 · WORKSHEET

Alternative Capital Paths

A 'no' from one lender isn't the end of the road. It's a redirect.

INSIDE THIS DOWNLOAD

Lender Questions + Capital Map Worksheet

A FREE EDUCATIONAL DOWNLOAD

Part of the NO CAP — Credit Is Capital lesson series from the U.S. Black Chambers, Inc.

Read the full lesson at usblackchambers.org/nocap

WHAT YOU'LL WALK AWAY WITH

The four ideas worth remembering.

01

There's more than one front door.

CDFIs. Community lenders. Local and state programs. Vendor and trade credit. Each has a different fit.

02

Mission-driven lenders exist for a reason.

They're designed to support businesses that mainstream systems overlook — often combining capital with coaching.

03

Ask every lender five questions.

APR and fees. Personal guarantee. What happens if I miss a payment. Prepayment penalties. Coaching alongside capital.

04

Spot predatory offers fast.

Extremely high effective costs. Pressure tactics. Unclear terms. If you're rushed or confused — slow down. A good lender will wait.

WANT THE FULL LESSON?

Read NO CAP Lesson 05 — Alternative Capital Paths — at usblackchambers.org/nocap

LENDER QUESTIONS + CAPITAL MAP WORKSHEET

Build your capital map.

List 2–3 realistic capital paths to explore in the next 6–12 months. Mark fit.

PATH 01

TYPE: _____ LENDER: _____

FIT: Stage Risk tolerance Cash flow

NEXT STEP: _____

PATH 02

TYPE: _____ LENDER: _____

FIT: Stage Risk tolerance Cash flow

NEXT STEP: _____

PATH 03

TYPE: _____ LENDER: _____

FIT: Stage Risk tolerance Cash flow

NEXT STEP: _____

ASK EVERY LENDER

5 questions. Every time. No exceptions.

- 01. What is the APR, and what fees apply?
- 02. Is there a personal guarantee?
- 03. What happens if I miss a payment?
- 04. Are there prepayment penalties?
- 05. Do you offer coaching alongside the capital?