

MMCC SAVES THE DAY AFTER LOAN DECLINED IN THE 12TH HOUR

Challenges:

- ⁿ The loan was declined in the 12th hour, after the lender had issued an LOI with rates and terms.

Results:

- ⁿ MMCC loan officer used the clout of MMCC to let the lender know that if this loan was declined, it would damage the bank's reputation and relationship with Cap Corp.
- ⁿ After initially being declined, the loan eventually was approved to the relief of the client and the sales agent.

The borrower was seeking a loan to acquire a 10,200-square foot net-leased restaurant in Longview, Texas. The acquisition was part of an exchange transaction. The loan officer thoroughly submitted every piece of due diligence on the front end, and worked with the agent and the bank to complete the final documents necessary for loan approval. A bank representative assured him that the loan would be shepherded through committee and approved. Everything was moving forward when, 45 days into the loan process, the lender declined the deal.

This 12th-hour denial was devastating as this lender had the most competitive terms available at the time. The loan officer pulled out all the stops, letting the bank know that this was not the way to do business and that this unprofessional treatment would damage its relationship and business with MMCC.

As a result of loan the loan officer's persistence and the influence of MMCC's size and reputation, the lender did the right thing by approving the loan. The satisfied client received his \$640,000 loan at a fixed rate of 6.3 percent with a 10-year term and a 30-year amortization.