



## Stress-Free financing

Factoring takes the stress out of running your business, and is the edge to keep your business running.

### What is factoring?

Factoring is a method implemented by many businesses to create an additional continuous cash flow, utilizing the business' own accounts receivables.

With factoring, a funding agency – called a factor – purchases a business' accounts receivables. The business gets paid immediately, based on their value, and the factor is then responsible for collection from the business' clients. Instead of waiting 30, 60 or 90 days for payment from their clients, the business can have that cash now, for equipment, facilities, marketing, or any other item on the seemingly endless list needed to continue expanding an operation.

### What are the benefits of factoring?

- Creates immediate cash flow
- Relies on the strength of a business's customers
- Makes funds accessible now instead of later
- Offers flexible funding options
- Creates a more manageable income/expense ratio
- Gives a business greater control of its own assets

In many situations, factoring can serve as an extension to bank financing, because factoring:

- Is based only on the total accounts receivables, rather than traditional measures of financial strength and stability, such as debt/equity ratio
- Provides continuous cash flow without the requirement of periodic payments, interim payoffs, renewal of loans or worry about maturity dates

- Gives a business increased access to cash as sales and receivables increase, and without a ceiling beyond which a factor must curtail funding
- Saves the business owner precious time otherwise spent waiting for the often unpredictable decision of a loan board. Periodic delays and negotiations are eliminated, allowing the business owner time to do what he or she does best – run the business.

Factoring also avoids the necessity of obtaining funding from venture capitalists who, in exchange for funding, receive an interest in the business and generally have a say in how the business is run.



## The Inherent Stress-Point of Business Operation

Most businesses operate on a “delayed-payment” basis, waiting anywhere from 30 to 90 days for income already generated. This adds extra stress on top of that already related to the operation of a going concern – stress that, under ordinary circumstances, “comes with the territory” and is always present.

But there is a solution -- in fact, a way to remove this stress altogether.

## Professional Funding Services

Professional Funding Services is a cash-flow consulting firm that provides stress-free funding to professionals, and expertly consults on its use.

First, we understand that one of the key factors in the health and successful operation of any business is a good and consistent cash flow. Through accounts-receivable funding, the 30-90 day barrier between your company and its funds can be removed, and you can have access to your funds now. To accomplish this, we serve as a smooth and rapid connection between our clients and potential funding companies.

Beyond simply matching you with a funding source, we match you with the right funding source. Once we understand your organization and clearly define your needs, we then research and locate the best funding source for you – and one which also meets our higher-than-industry standard of ethics, is long-standing, reputable, and has an outstanding record of performance. When the right match is found, we then facilitate the process of complete, correct applications. Our goal is obtaining your money as soon as possible for the continued and smooth running of your business, and Professional Funding Services works with you from beginning to end of the process.

Second, and perhaps even more importantly, we know it takes more than just money to succeed -- it takes a well rounded understanding of “how things work.” At PFS, we know and understand the basic functions that contribute to the successful flow of funds through any organization, and provide expert consultation on them.

Any business must have the following functions present, in place and prop-

erly working in order to have the needed funds for success:

- Marketing functions, which constitute the creation and continuation of cash flow
- Operations functions, which make up the production of products or services, the management of that production and the method of delivery
- Financial functions, covering the planning and disbursement of money to the continued and successful funding of the company

The above functions are vital to the life, longevity and success of any business. We can help you evaluate your enterprise in regard to these, and assist you in the creation of higher profits and more efficient operations.

Our focus is on the specific needs of our clients, providing tailored funding solutions and expert consultation. Let Professional Funding Services put you back at the helm of your business.

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**Professional Funding Services clearly understands each of the above functional aspects of any organization.**

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## Changes in the Health Care Industry

The dismantling of the healthcare system over the past decade, and the dramatic shift in the financial structures of all healthcare providers – from hospitals to the private practitioner – have placed providers like you in a stressful and unnecessary situation.

The long delay between the time you perform a medical service and the time you are ultimately paid, coupled with a bureaucratic and very cumbersome third-party billing structure, wreaks havoc on your cash flow.

While many other industries are familiar with the use of accounts-receivable funding to relieve the stress of running a business and create cash flow, the majority of health care providers have never heard about this service and do not realize its potential benefit to their practice or organization.

## What is medical receivable funding?

Medical receivable funding is a means by which the health care provider receives immediate cash for his or her billing to third-party providers, such as commercial insurance companies, HMOs, Blue Cross/Blue Shield, Medicare and Medicaid.

## How Can Professional Funding Services Help You?

We serve as a smooth and rapid connection between your practice or

organization and potential companies who provide medical receivable funding. But beyond simply matching you with a funding source, we match you with the right funding source. Once we have clearly defined the needs of your organization, we then research and locate the best funding source for you – and one which also meets our higher-than-industry standard of ethics, is long-standing, reputable, and has an outstanding record of performance. When the right match is found, we then facilitate the process of complete, correct applications. Our goal is obtaining your money as soon as possible for the continued and smooth running of your business, and Professional Funding Services works with you from beginning to end of the process.

## Who can benefit?

Among others, the following can benefit from medical receivable funding:

- Surgeons
- Anesthesiologists
- Optometrists
- Associated physician groups
- Hospitals
- Medical centers
- Out-patient facilities and clinics
- Research labs
- Physical therapy groups
- Physical therapy clinics
- Dialysis facilities
- Medical staffing services
- Assisted living facilities

- Home health care providers
- Medical labs

## Benefits:

- Medical receivable funding generates working capital
- Revenues are matched with expenses
- No collateral required, other than accounts receivables
- Because accounts-receivable funding is not a debt, you remain debt-free
- Low funding fees
- Immediate cash flow
- No ceiling on funding – as your receivables increases, so can your funding
- No more lengthy delays due to third party payments of claims

These and many other benefits have caused many other health care professionals to seek out and use medical receivable funding as the solution to their financial needs.

Let Professional Funding Services help you gain control of your cash flow – stress-free and simply!





# Professional Funding Services

*Providing Stress-free financing for the Healthcare profession*

Phone (866) 753-2583 • Fax (626) 966-7831 P.O. Box 3224, Covina, Ca. 91722 • email: cashavailable@msn.com

## Provider Information

Provider name \_\_\_\_\_

Present address \_\_\_\_\_

City \_\_\_\_\_ Country \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Contact name \_\_\_\_\_ Title \_\_\_\_\_

- Type of facility**
- Physician
  - Hospital
  - SNF
  - Long-term care
  - Durable Medical Equipment
  - Sole Proprietor
  - Corporation
  - Partnership
  - Other \_\_\_\_\_

License number \_\_\_\_\_ Federal Tax ID number \_\_\_\_\_

Administrator/Owner \_\_\_\_\_

Chief Financial Officer \_\_\_\_\_

Director of Patient Accounts/Business Office \_\_\_\_\_

Director of Data Processing \_\_\_\_\_

Manager of Collections \_\_\_\_\_

## What liens exist against the accounts receivable?

- Bank  No  Yes Amount \_\_\_\_\_
- IRS  No  Yes Amount \_\_\_\_\_
- Other  No  Yes Amount \_\_\_\_\_

## Why does Provider desire sell receivables?

How long does Provider desire to continue selling receivables? \_\_\_\_\_

\_\_\_\_\_

How much cash is requested at initial funding? \_\_\_\_\_

\_\_\_\_\_

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#### Is there current or pending litigation against the Provider?

Does Provider do its own payroll? \_\_\_\_\_ or use third party (name)? \_\_\_\_\_

Are payroll taxes current? \_\_\_\_\_ if not, amount delinquent \_\_\_\_\_

Are Federal taxes current? \_\_\_\_\_ if not, amount delinquent \_\_\_\_\_

Are State taxes current? \_\_\_\_\_ if not, amount delinquent \_\_\_\_\_

Has Provider ever had a Medicare offset? \_\_\_\_\_ Amount of offset \_\_\_\_\_

Amount of previous offset(s) remaining unpaid \_\_\_\_\_

Is there a Medicare offset pending? \_\_\_\_\_ Estimate amount \_\_\_\_\_

Date of last cost reporting filing \_\_\_\_\_

#### What is the average number of insurance claims billed per month?

Inpatient \_\_\_\_\_ Outpatient \_\_\_\_\_

#### What is the average total amount billed to insurance payers per month? (Complete below.)

Payer type	Monthly Average Billed	Net Collectible Value	Average days to Pay
Commercial insurance	_____	_____ %	_____
Medicare	_____	_____ %	_____
Medicaid	_____	_____ %	_____
HMO/PPO	_____	_____ %	_____
Workers Comp	_____	_____ %	_____

#### What is the average dollar amount of insurance claims billed per month?

Inpatient \_\_\_\_\_ Outpatient \_\_\_\_\_

What is the total amount unpaid insurance claims aged less than 91 days in the above financial classes?  
\_\_\_\_\_

*Please attach a summary page from the aged trial balance*





# Professional Funding Services

*Providing Stress-free financing for the Business community*

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## Client Information

Legal company name \_\_\_\_\_

dba name (if applicable) \_\_\_\_\_

Present address \_\_\_\_\_

City \_\_\_\_\_ Country \_\_\_\_\_ State \_\_\_\_\_ ZIP \_\_\_\_\_

Phone \_\_\_\_\_ Fax \_\_\_\_\_

Contact \_\_\_\_\_ Title \_\_\_\_\_

**Structure**     Corporation     Partnership     Sole Proprietorship     LLC    Date est. \_\_\_\_\_

State of Incorporation \_\_\_\_\_ Date of Incorporation \_\_\_\_\_ Federal Tax ID/SSN \_\_\_\_\_

Business description \_\_\_\_\_

Has Client ever factored receivables?     No     Yes (with whom?) \_\_\_\_\_

Does Client or its Principles have any:     Judgements     Liens     Back taxes     Lawsuits

*(Check all that apply and attach details).*

Does Client have any outstanding loans?     No     Yes (name of institution) \_\_\_\_\_

Balance owed \$ \_\_\_\_\_ Are receivables pledged as collateral?     No     Yes

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## Principals of company

Name/title	Home address	Social Security #
_____	_____	____-____-____
_____	_____	____-____-____
_____	_____	____-____-____
_____	_____	____-____-____

## Bank References

Name of Institution _____	Address _____
Phone _____	Contact _____
_____	Check/loan acct.# _____
Name of Institution _____	Address _____
Phone _____	Contact _____
_____	Check/loan acct.# _____

## Principal Customer Information

Please list client's five largest customers client wishes factor. Customers will not be initially contacted.

Monthly Sales/Average Invoice	Name	City / State	Phone
\$ _____ / _____	_____	_____	_____
\$ _____ / _____	_____	_____	_____
\$ _____ / _____	_____	_____	_____
\$ _____ / _____	_____	_____	_____
\$ _____ / _____	_____	_____	_____

*Attach the following: (1) Copy of Articles of Incorporation & By-Laws or Copy of Partnership Agreement, (2) Copy of Fictitious Name Filing (if applicable) and (3) Accounts Receivable Aging.*

