

Managing Lending Relationships

Strategies for Challenging Times

1. Try not to panic. You are not alone.
2. Communicate early and often.
3. Know what to present when making an ask.
 - How much do you need?
 - How long will you need the incremental funds?
 - When will you pay it back?
 - Are you pledging any additional collateral?
 - Are you willing to provide an equity infusion?
4. Do not be afraid or embarrassed to ask.
5. Time is of the essence.

Full article: <https://www.eisneramper.com/lending-relationships-coronavirus-0320/>

