



WBD, Inc. is one of the Nation's leading SBA Certified Development Companies. WBD is a nonprofit organization with a mission to grow businesses, create jobs and build communities. In pursuit of this mission WBD reinvests in other economic development activities.



WBD created Lender Services to provide direct service to lenders who wish to be involved in SBA lending. Since the 7(a) program is the largest program administered by the SBA and can be a great tool for both lenders and borrowers, WBD has focused its efforts on helping remove barriers for program use.

Today WBD offers a full spectrum of services designed to accommodate every institutions' needs from full-service SBA 7(a) packaging and loan support to 7(a) staff training and development.



Contact us today to get started!

608-319-7143  
lenderservices@WBD.org

*Your resource for  
SBA 7(a) Services and Training*

For schedule of upcoming events visit:  
[wbd.org](http://wbd.org)

Upcoming Events



Your Business  
Finance Resource  
for SBA 7(a) Lending



Your Source for 7(a) Packaging, Training and Other SBA Assistance

# We Speak SBA

With over 90 years of SBA experience the WBD's Lender Services Team is ready to help.



**Dan Timm**

Vice President  
Training and Loan Officer

dtimm@WBD.org  
608-647-2512

- Recent Vice President and Manager of SBA/ Government Lending at a community bank
- Nearly 40 years of lending experience, including 20 years at WBD
- Lead Contact for Training, LSP Agreement and custom program design



**Wenda Roycraft**

WBD Senior Vice President/  
Chief Credit Officer, WBD  
Lender Services President

wroycraft@WBD.org  
920-966-1478

- 25 years of banking experience, executive leadership and oversight of a community bank's lending function commercial lending and loan review
- Nearly 30 years of SBA experience in 7(a), 504, and Community Advantage programs, including oversight at a top volume PLP-designated community bank



**Becky Schneider**

Lender Services Manager

bschneider@WBD.org  
920-966-1483

- Over 20 years SBA Lending Experience
- Hands on experience with 1000's of SBA 7(a) loans
- Lead contact for 7(a) services and SOP questions

# We can be your SBA team ...or train yours

Full-service "back-office" SBA Support provided under an SBA approved Lender Service Provider Agreement (LSP).

## SBA Support includes:

- **7(a) Packaging**
- SBA File and Portfolio Review
- SBA Package Purchases
- Guidance and Support for
  - Closing
  - Loan Servicing
  - Secondary Market Loan Sales

Join the nearly 100 Banks and Credit Unions that have an LSP Agreement with WBD, and let us:

1. Educate about when to use a guaranteed loan
2. Ensure loan is eligible for a valid guaranty
3. Prepare all of the SBA paperwork
4. Navigate SBA's process on behalf of lender
5. Assist with secondary market loan sales
6. Validate file completeness to mitigate repair and denial risk

## SBA Training for:

- Lenders
- Credit Team
- Closing Team
- Servicing Team



Local, affordable training by SBA experts. Delivering custom training to meet individual institutional needs and a growing curriculum of courses available to all.

## Sample Curriculum Offerings

LEVEL 100	Fundamentals of SBA 7(a) Lending 2-Day In-Person
LEVEL 100	Fundamentals of SBA Express and 7(a) Small Loan Lending
LEVEL 200	Credit Underwriting for the SBA and Application Processing
LEVEL 200	Advanced SBA 7(a) Loan Closing and Servicing
LEVEL 300	Material developed to address specific topics at this level will likely be offered online

## SBA Ala Carte Have limited or specific needs?

- With SBA Ala Carte you can create a custom level of support
- On-demand, customized SBA services and assistance

## Premier Service Members Annual Membership includes:

- Discounts on Training
- Access to WBD on demand live assistance
- Priority 7(a) packaging services

## AVAILABLE SERVICES INCLUDE:

Packaging | Closing | Servicing | File review | Training | On-demand SBA consultation