



WBD, Inc. is the top SBA 504 loan company in the entire Midwest and 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.



As an affiliate, the WBD Service Company (WBDSC) was created 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, WBDSC has focused its efforts on helping remove barriers for program use.

Today WBDSC 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.



For more information contact:

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

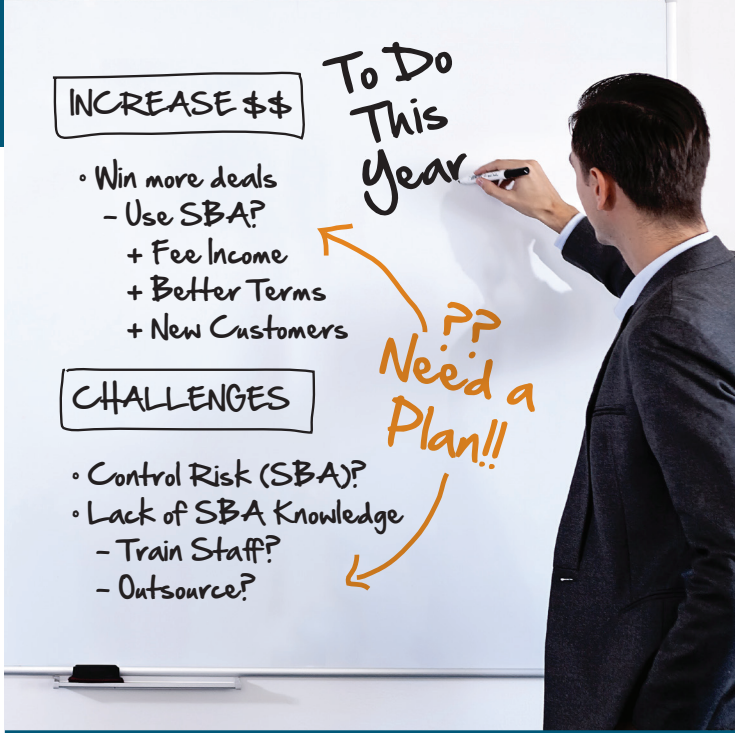
For schedule of upcoming events visit:

**wbd.org/sba-loan-support-training**

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 nearly 70 years of SBA experience the WBDSC Team is ready to help.



**Jeff Sheffler**

Vice President of Training and Development  
Nearly 20 years SBA Lending Experience  
Former WBD 504 Loan Officer  
Lead contact for Training, LSP Agreements  
and custom support design



**Becky Schneider**

Lender Services Manager  
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



**Wenda Roycraft**

WBDSC President  
WBD Senior Vice President  
WBD Chief Credit Officer  
Nearly 30 Years of SBA Lending Experience

# 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 Review
- 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 WBDSC, 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. Advise on how to set proper rates and coaching on how to discuss fees with borrower
6. Assist with secondary market loan sales
7. 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	SBA 7(a) Loan Packaging
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