

MBFS Introduction Flyer



# Commercial Lending Simplified

Member Business Financial Services, LLC (MBFS) was formed to help credit unions provide member business lending services to the local business community. MBFS is owned by credit unions and uses this perspective to help credit union partners provide more business loans at a lower cost than they could individually. Since its inception in 2008, MBFS CUSO has grown to manage more than \$2.5 billion in commercial loan balances for over 100 credit unions nationwide.

## Building Trusted Business Relationships through MBL Services

Reach out today to find out how MBFS can help you grow your credit union's business.

## The MBFS Difference

- No Membership Fees
- A la Carte Pricing
- Customizable Programs
- Comprehensive Training Programs
- Relationship Manager Access

### What MBFS Can Do for You

MBFS' highly experienced team provides strategic development assistance to credit unions starting new, or expanding existing, MBL programs. By focusing on prudent risk management, coupled with exceptional member service, the MBFS team provides nationwide loan underwriting, loan document preparation, loan funding and servicing, portfolio management, and coordination of loan participations, in addition to other MBL-related services such as our training programs. MBFS can answer any questions you may have regarding participation loans and can, whether your credit union is looking to purchase locally or nationwide, help you get started.

### MBFS Comprehensive Customized Training

MBFS offers comprehensive training to credit union boards of directors and senior management on a wide variety of topics. Training is available in person or virtually and is tailored to meet each credit union's specific needs.

### MBFS Relationship Managers

An ongoing challenge for credit union business services programs is hiring and retaining qualified professionals in a cost-effective manner. To assist credit unions in overcoming this challenge, MBFS offers credit union partners a shared Relationship Manager in each geographic region.

- Business Loan Programs
- Strategic Program Development
- Loan Policy Development

