Capital Resources
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Capital Resources, LLC
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ALLSTATE® CREDIT APPLICATION:

Lender requires anyone with %5 or more ownership in the entity to be a co-borrower.

Date of Application: ________________ APPLYING AS: ☐ Individual ☐ Joint (sign both sections on page 3)

PRIMARY APPLICANT INFORMATION:

Primary Applicant's Name: ______________________________ Birth date: ________________

Current Position/Title/Occupation: ______________________________ Years of Insurance Experience: ________

E-mail Address: ______________________________ Primary Phone: ______________________________

Social Security Number: ____________________ Drivers License #: ____________________ State: ________

Address: ____________________ City: ____________________ State: ________ Zip: ________

JOINT APPLICANT INFORMATION:

If the proposed borrower is a corporate entity, Lender requires anyone with %5 or more ownership in that entity to be a co-borrower.

Joint Applicant's Name: ______________________________ Birth date: ________________

Current Position/Title/Occupation: ______________________________ Years of Insurance Experience: ________

E-mail Address: ______________________________ Primary Phone: ______________________________

Social Security Number: ____________________ Drivers License #: ____________________ State: ________

Check if Joint Applicant Address is the same as Primary Applicant address: ☐ *(If different, please complete below)*

Joint Address: ____________________ City: ____________________ State: ________ Zip: ________

DESIRED LOAN INFORMATION:

Please select all that apply

☐ **Please check to indicate you have read the following statement: In addition to proposed collateral, the lender will require a collateral assignment of life insurance equal to the proposed loan amount.**

☐ Allstate Agency Acquisition -
If you currently own an Agency, complete **Sections A & B** on page 2
If you do not currently own an Agency, complete **Sections B & C** on page 2

☐ Refinance of Existing Debt -
Complete **Section A** on page 2
Complete corresponding Section(s) on the separate **Personal Financial Statement**

☐ Working Capital -
Complete **Section A** on page 2
Please provide a breakdown of distribution of working capital (*staffing, advertising, expansion, etc.*)

______________________________ ______________________________

______________________________ ______________________________

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A IF PROPOSED COLLATERAL IS ALLSTATE AGENCY ALREADY ***OWNED***:

If you do not currently own an agency, please skip this Section.

Exact name listed on your R3001 Contract: ______________________ Effective date of your R3001: ____________

Entity Type (Corp, Sole Prop, LLC): ________ State of Org: ______ Tax ID #:__________ Agent #:__________

Agency Phone: ________________ Agency Email: ____________________

Agency Address: ________________ City: ______________ State: ______ Zip: ________

Current TPP Amount: $____________ Variable Comp Target number:______ Years of the Agency's existence: ________ Years of ownership: ________

TOTAL Annual Commissions: $____________ Does the Agency currently have a loan? ☐ NO ☐ YES Current Lien holder(s)? ____________

Owned Agency is currently: ☐ EMERGING ☐ PRO ☐ ELITE

B IF PROPOSED COLLATERAL WILL BE THE AGENCY BEING ***ACQUIRED***:

Lender reserves the right to require an individual borrower to form a business entity. See Section C below.

Standard Minimum Down Payment Requirement = 15%

Acquisition Target Date:________ Proposed Purchase Price before Down Payment: $____________ Amount of Down Payment: $____________

Type/Source of Down Payment (*Seller's Note, Cash, Equity, other): ______________ *Seller Note Proposed Term: ______years *Seller Note Proposed Rate: ______%

**Seller's Term to be no less than Lender Term. Seller required to sign Debt Subordination Agreement.*

Reason Agent is Selling *(retire, relocation, splitting book, change of industry)* ____________________

Current TPP Amount: $____________ Variable Comp Target number:______ Years of the Agency's existence: ________ Years Seller has owned: ________

TOTAL Annual Commissions: $____________ Does Seller's Agency currently have a loan? ☐ NO ☐ YES Current Lien holder(s)?____________

Seller's Agency is currently: ☐ EMERGING ☐ PRO ☐ ELITE

Agency Address: ________________ City: ______________ State: ______ Zip: ________

SELECT ONE:

☐ Merging Seller's Agency into my currently owned Agency

☐ Merging my Agency into the Seller's Agency

SELECT ONE

☐ Post Acquisition, Agency will stay at Seller's Location

☐ Post Acquisition, Agency will be relocating to new location below

Relocation Address: ________________ City: ______________ State: ______ Zip: ________

C IF YOU HAVE CREATED YOUR ENTITY PLEASE COMPLETE BELOW:

If you have not yet created your entity, skip this step and provide this information to Capital Resources upon completion.

*Exact name that is/will be issued on your R3001 Contract: ______________________ *Effective date of your R3001: ____________

*Entity Type (Corp, Sole Prop, LLC): ________ *State of Org: ______ *Tax ID #:__________ *Agent #:__________

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LOAN REQUEST SUMMARY:

Requested Closing Date:____________

Requested Term Length: ___________

Total Acquisition Request:
(Price after down payment) $________________________ +

Total Refinance Request:
(including current loan if applicable) $________________________ +

Total Working Capital Request: $________________________ =

TOTAL REQUEST (enter below) $ $ 0.00

INDIVIDUAL OR JOINT CREDIT :

I/We are applying for $______________________________ on _______________ with Capital Resources, LLC.
(total requested amount from above) MM/DD/YYYY

☐ I am applying for individual credit in my own name and I am relying on my own income and assets and not the income and assets of another person. As such, the attachments to this Credit Application reflect my income and assets only.

☐ I am applying for individual credit and I am relying on my own income or assets, as well as income or assets from another source.

☐ We are applying for joint credit. *(both signatures required in sections below)*

DATE: _______________ SIGNATURE OF APPLICANT:_______________________________________

DATE: _______________ SIGNATURE OF JOINT APPLICANT:___________________________________

ACKNOWLEDGMENT:

I acknowledge that acceptance of this Credit Application should not be considered as a commitment by Capital Resources to extend credit and that I shall be notified of the approval or denial of the credit applied for herein by Capital Resources. I certify that the answers to the questions on this application and the information provided in connection therewith (including business and financial information, and that information contained in any attachments hereto) are true and complete and that I (we) intend to apply for joint credit (if proper box is checked at top of page #1 of this application). Permission is granted to Capital Resources, and/or its affiliates, to investigate my personal history (including criminal history, Executive Order 13224 and the US PATRIOT Act), business history, employment history, credit history, education and backgrounds, and authorize any school, former employer, reference, or other individual or entity to respond to such inquiries. Permission is granted to Capital Resources, and/or its affiliates, to obtain information about me from Allstate Insurance Company, including, but not limited to my agent name as listed on my R3001 Agreement, my agent number(s), my R3001 contract date and any active Security Agreements or Assignments of Commission. This permission extends to any entities of which I am a principal or member of. Permission is also granted to provide information about me to Capital Resources, its affiliated companies, financers, suppliers and professional consultants. I agree to hold harmless any person or entity which provides information to you from any claims, liability, damages or other amounts incurred as a result of doing so. I represent and warrant that neither I, nor any owner, affiliate, partner, director, officer or manager of an entity of which I am a principal or member of, nor any affiliate, parent, child or spouse of any individual applicant and/or guarantor (collectively for this paragraph, "Applicant") supports terrorism, provides money or financial services to terrorists, or is engaged in terrorism, is on the current U.S. government list of organizations that support terrorism, nor has engaged in or been convicted of fraud, corruption, bribery, money laundering, narcotics trafficking or other crimes, and all are eligible under applicable U.S. immigration laws to be in the U.S. and perform contracts in the U.S. Applicant further warrants and represents that applicant is not identified by a government or legal authority as a person with whom Capital Resources would be prohibited from transacting business and that Applicant will notify Capital Resources in writing immediately of the occurrence of any event that renders the foregoing representations and warranties incorrect. I understand and agree that any misrepresentation by me on this application or in the information provided in connection therewith, will result in cancellation of the application and that Capital Resources shall not be held liable in any respect if false statements or omissions made by me in this application or in the information provided in connection therewith are made. If I am approved for the loan requested hereby, I hereby agree to comply with all policies and procedures set forth in the loan documents executed by me in conjunction therewith.

DATE: _______________ PRINTED NAME OF APPLICANT:___________________________________

SIGNATURE OF APPLICANT:_______________________________________

DATE: _______________ PRINTED NAME OF JOINT APPLICANT:_______________________________

SIGNATURE OF JOINT APPLICANT:___________________________________

CHECKLIST: *Additional reports or verifications may be required during or after the underwriting process.*

FROM THE LOAN APPLICANT:

- [ ] 1- Fully completed and signed *(all must be on Capital Resources forms)*:
  - ○ 1a - Credit Application
  - ○ 1b - Personal Financial Statement (PFS)
- [ ] 2- A current resume/bio for applicant(s). *(Include work history, insurance licenses and industry honors.)*
- [ ] 3- Two Forms of ID. At least one form must have photo. (*Drivers License, Military ID, Credit Card, Passport, etc.*)
- [ ] 4- Last 3 years of Personal tax returns with ALL supporting schedules. FEDERAL ONLY

IF APPLICANT OWNS AN ALLSTATE AGENCY NOW:

- [ ] 5- Last 3 years of Corporate tax returns with ALL supporting schedules. FEDERAL ONLY
  - ○ 5a - If the most recent December year-end tax return is not yet filed, then: December year-end Profit & Loss Statement **and** Balance Sheet are required.
- [ ] 6- Current year-to-date Profit & Loss Statement **and** Balance Sheet are required.
- [ ] 7- The following ALLSTATE reports: ***(please see next page for instructions to find these reports)***
  - ○ 7a- Year-to-date Termination Payment - Summary Report (TPP)
  - ○ 7b- Year-to-date Business Metrics Report
  - ○ 7c- Last 3 years of December year-ending Business Metric Reports
  - ○ 7d- Year-to-date Commission Payment Notification (CPN)
  - ○ 7e- Last 3 years of December year-ending CPNs or Compensation Summary Reports*
  - ○ 7f- Year-to-date Monthly New Business Summary Report
  - ○ 7g- Most recent December Monthly New Business Summary Report

FROM THE AGENCY SELLER: (FOR ACQUISITION LOANS ONLY)

- [ ] 8- Last 3 years of Corporate tax returns with ALL supporting schedules. FEDERAL ONLY
  - ○ 8a - If the most recent December year-end tax return is not yet filed, then: December year-end Profit & Loss Statement **and** Balance Sheet are required.
- [ ] 9- Current year-to-date Profit & Loss Statement **and** Balance Sheet are required.
- [ ] 10- The following ALLSTATE reports: ***(please see next page for instructions to find these reports)***
  - ○ 10a- Year-to-date Termination Payment - Summary Report (TPP)
  - ○ 10b- Year-to-date Business Metrics Report
  - ○ 10c- Last 3 years of December year-ending Business Metric Reports
  - ○ 10d- Year-to-date Commission Payment Notification (CPN)
  - ○ 10e- Last 3 years of December year-ending Commission Payment Notifications*
  - ○ 10f- Year-to-date Monthly New Business Summary Report
  - ○ 10g- Most recent December Monthly New Business Summary Report

*Capital Resources requires the **Commission Payment Notification(CPN)**. We understand the report is only available for 2 years. The **Compensation Summary Report** will be accepted for the years the **CPN** is no longer available.

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INSTRUCTIONS to ACCESS the COMMISSION PAYMENT NOTIFICATION (CPN)

We require the **Commission Payment Notification Report** (**CPN**). A sample of the CPN Report is pictured to the right.

We understand that CPN only goes back as far as 2 years. You may also contact your Field Manager for assistance.

If no CPN obtainable, the **Compensation Summary Report** will be accepted for the years the CPN is no longer available.

To obtain the CPN Report:

- Access **GATEWAY**
- Go to **My Info** (tab)
- Select **Payment Notification**
- Choose the **Month & Year**
- Select Link that Appears

Compensation Summary:

- Found in **DASH**

Allstate. You're in good hands.

Commission Payment Notification

Allstate ID Number :
Payment Number(s) :

Payment Date : 12/19/2017
Payment Period : 12/01/2017 To 12/31/2017

Current		Year To Date	
Earnings :	$50,112.89	Earnings :	$779,714.22
Deductions :	($6,840.13)	Deductions :	($82,075.89)
Non Cash Awards :	$50.00	Non Cash Awards :	$15,798.47
Net Amounts :	$43,222.76	Net Amounts :	$681,839.86

Earnings	Agent Number	Net Due Date	Current	Year To Date
Regular - NE Agent New		12/19/2017	$3,432.58	$54,121.30
Regular- NE Agent Renewal		12/19/2017	$37,021.79	$429,461.21
Reg-NE AF Sngl Prem Annty		12/19/2017	$0.00	$227.50
Commercial Bonus		12/19/2017	$0.00	$400.00
Special Promotion		12/19/2017	$0.00	$1,500.00
Agency Bonus		12/19/2017	$0.00	$155,930.00
Agency Success Factors		12/19/2017	$4,294.19	$50,348.57
CE + IPS Opportunity		12/19/2017	$644.13	$5,400.32
Allstate Flood Insurance		12/19/2017	$69.16	$2,396.94
Cal Earthquake Authority		12/19/2017	$1,176.00	$16,539.60
Outsourced Commissions		12/19/2017	$96.28	$2,071.28
Exp Mkts-AMIG		12/19/2017	$79.17	$2,546.34
Exp Mkts-Chubb		12/19/2017	$40.15	$2,518.79
Exp Mkts-Geovera		12/19/2017	$813.94	$3,687.46
Exp Mkts-Universal		12/19/2017	$2,118.80	$27,597.30
Exp Mkts-Markel		12/19/2017	$26.30	$82.30
Agent Referral Award		12/19/2017	$0.00	$5,000.00
Honor Ring Event		12/19/2017	$0.00	$200.00
Natl Conf Trvl Allow		12/19/2017	$0.00	$150.00
Exp Mkts-Homesite		12/19/2017	$250.40	$2,189.80
Natl ATO		12/19/2017	$0.00	$1,547.04
Earnings Total:			$50,062.89	$763,915.75

Deductions				
BNI-YP		12/19/2017	$(126.23)	$(1,509.09)
eAgent AMS Monthly Fee		12/19/2017	$(35.00)	$(420.00)
Pay to Seller		12/19/2017	$(6,678.90)	$(80,146.80)
Deduction Total:			$(6,840.13)	$(82,075.89)

INSTRUCTIONS to ACCESS the MONTHLY NEW BUSINESS REPORT:

With the recent addition of a Baseline target, we are requiring a new report called: The **Monthly New Business Summary Report.**

A sample of the Report is pictured to the right.

To obtain the new Report:

- Access **DASH**
- Click on **REPORTS**
- Click on **NEW BUSINESS**
- Scroll about halfway down and click: **New Business Summary P&C AF Quality Monthly Report - Agent - with new IPS**

Monthly New Business Summary Report – P&C – Agent

Page: 1/1

	Total New Issued Items					Total New Issued Premium ($)				
Products	Current Month	PYME	YTD	PYTD	% Var to PYTD	Current Month	PYME	YTD	PYTD	% Var to PY
Standard Auto – New Policy Issued Items	18	41	282	637	-55.7%	11,027	20,993	156,855	318,244	-50.7%
Non Standard Auto – New Policy Issued Items	1	0	14	35	-60,0%	937	0	14,185	32,375	-56,2%
Specialty Auto – New Policy Issued Items	6	5	41	53	-22,6%	1,570	595	10,790	13,445	-19,7%
Personal Voluntary Auto	**25**	**46**	**337**	**725**	**-53,5%**	**13,533**	**21,587**	**181,830**	**364,063**	**-50,1%**
Homeowners	0	1	0	15	-100,0%	0	1,754	0	23,904	-100,0%
Condo	0	0	0	0	0.0%	0	0	0	0	0.0%
Renters	6	3	61	127	-52,0%	1,158	477	11,277	23,993	-53,0%
Other Special Property	2	2	55	81	-32,1%	1,590	549	23,885	34,062	-29,9%
Personal Lines - Property	**8**	**6**	**116**	**223**	**-48,0%**	**2,748**	**2,780**	**35,162**	**81,959**	**-57,1%**
Total Personal Lines	**33**	**52**	**453**	**948**	**-52,2%**	**16,281**	**24,367**	**216,992**	**446,023**	**-51,3%**
ABI – Voluntary Auto – New Policy Issued Items	4	0	4	1	300,0%	7,114	0	7,114	1,729	311,5%
ABI – Non Auto	0	0	0	0	0,0%	0	0	0	0	0,0%
Total ABI	**4**	**0**	**9**	**1**	**800,0%**	**7,114**	**0**	**14,215**	**1,729**	**722,2%**
Total Property and Casualty	**37**	**52**	**457**	**949**	**-51,8%**	**23,395**	**24,367**	**224,106**	**447,752**	**-49,9%**
Total Special Product Lines	**14**	**10**	**153**	**260**	**-41.2%**	**4,318**	**1,620**	**45,497**	**70,817**	**-35,8%**
Total Emerging Business	**18**	**10**	**157**	**261**	**-39,8%**	**11,432**	**1,620**	**52,611**	**72,546**	**-27,5%**
Other Lines	**6**	**5**	**144**	**211**	**-31,8%**	**3,564**	**1,187**	**61,340**	**86,277**	**-28,9%**
Motor Club	0	2	0	7	-100,0%	0	104	0	474	-100,0%
Flood	6	3	144	204	-29,4%	3,564	1,083	61,340	85,803	-28,5%
Total - Excluding Add Items	**43**	**57**	**601**	**1,160**	**-48,2%**	**26,959**	**25,554**	**285,446**	**534,029**	**-46,5%**
Standard Auto – Add Items	8	8	127	125	1,6%	4,074	3,884	69,449	73,546	-5,6%
Non Standard Auto – Add Items	0	0	6	5	20.0%	0	0	6,878	5,994	14,8%
Specialty Auto – Add Items	0	0	10	8	25.0%	0	0	2,436	1,755	38.8%
ABI – Voluntary Auto – Add Items	0	0	5	0	0,0%	0	0	7,101	0	0,0%
Total	**51**	**65**	**749**	**1,298**	**-42,3%**	**31,033**	**29,438**	**371,310**	**615,324**	**-39,7%**

INSTRUCTIONS to ACCESS the BUSINESS METRICS and TPP REPORTS:

Use these instructions to obtain the reports for:

Business Metric - Printable View - Agent

Termination Payment - Summary Report

To obtain the Metrics or TPP Report:

- Access **DASH**
- Access the **MONTH** for either report.
- Click on **REFRESH** button & click **REFRESH ALL**
- Select the **PRODUCTION MONTH** required.
- Once correct Month is selected, click on the **TOP ARROW** to the right.
- Then click **OK**