



The low-interest loan

By Mission Management and Consultants, LLC
Mortgage Bankers & National Church Finance Specialists



*“When we say we have low-interest loans,
we mean we have very little interest in giving you one.”*

Some of you might have seen the above cartoon with regards to low-interest loans. The caption has the Banker stating “When we say we have low interest loans, we mean we have very little interest in giving you one”. When it comes to church finance this response is what the majority of the churches get when trying to obtain financing on their own. The cartoon is true in most cases when either the lender doesn’t understand church financing or the church doesn’t understand church financing.

We hear many stories about how the church has a banker on one of their boards or bankers that are members of their congregation. Ask them this simple question.... How many church loans have they been involved in? Chances are they will say few or none. Most do not have the expertise to understand just what it takes to structure proper financing for a Church. In the few cases that the financing gets completed, the loan normally will have higher rates and/or unfavorable terms, with boilerplate legal terminology that is used in commercial financing but will create conditions that are not advantageous for the church and should never be used in Church financing.

Understanding that Church finance is quite complex and that each request is different. It takes someone that is experienced with the proper expertise in order to structure the best rates, terms and conditions. Someone that speaks bank but yet understand Church Finance. If the request involves new construction, it takes someone that can convey the special enhancements that the request will need in order to have the money available, to keep the project on the proper timeline but at the same time satisfies the needs of the General Contractor.

As Mortgage Bankers and Church Finance Specialists, we believe you get one shot when requesting a loan from a lender. So the question could be how do you convert a low interest loan to a high interest loan? Proper structure, documentation, knowledge and expertise.

A low interest loan can result in high interest rates & non-approvals

A high interest loan can result in low interest rates & approvals

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About Mission Management and Consultants, LLC:

MMC - Mortgage Bankers is one of the Leading Church Finance Mortgage Firms in America. MMC is an experienced team of Bankers and Professionals, called to the ministry of obtaining financing for Christian organizations. For more information, please visit our website at www.mmcbankers.com