PARTNER BRIEFING

NEWITY's Growth Term Loan (GTL).

How to spot a GTL deal

Wednesday, October 21, 2026

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$50K–$350K
Loan size

10-year
Term

MCA refi + LPRs
Two new doors for deal flow

GTL At a Glance

$50K–$350K

Loan Size

10-year

Term

14–20%

Target rate*

NEWITY-offered term loan, not SBA-guaranteed. GTL can take deals that SBA 7(a) can't.

**Target range. Rates may run higher based on the risk profile.*

The Credit Box

FICO 680+
All beneficial owners with 20%+

$175K+ revenue
Per most recently filed business tax return

2+ years in business
4+ years for construction

Positive EBITDA
On most recently filed business tax return

Citizens or LPRs
Guarantors either; 51%+ of ownership combined

U.S.-based
Owners and operations

GTL vs. SBA 7(a): Where Each Fits

	NEWITY GTL	SBA 7(a)
MCA debt	✓ **Refinance up to 2 MCAs**	Can't refinance MCAs
Ownership	✓ **Citizens or LPRs (51%+)**	100% U.S. citizens
Paperwork	✓ **Tax return + bank statements**	Full SBA documentation
Minimum FICO	680+	✓ **660+**
Minimum revenue	$175K+	✓ **$100K+**
Rate	Target 14–20%	✓ **Generally lower**

Fits both? Send the deal and we'll match it to the right product.

How Much Can a Business Borrow?

OPTION 1 · FAST TRACK

Up to $200K

HOW IT'S FIGURED

40% of yearly revenue (from the latest business tax return), minus what the business already owes, but no greater than $200k

WHAT WE CHECK

No cash-flow test. Simpler and faster.

Can sit in up to 3rd lien position

OPTION 2 · CASH-FLOW BASED

Up to $350K

HOW IT'S FIGURED

The lower of following: 40% of yearly revenue, or 60% of revenue minus what the business already owes

WHAT WE CHECK

Income must cover all loan payments with a 10% cushion (1.10x DSCR)

Can sit in up to 4th lien position

Fast Track vs. DSCR-Based Example

Example business

$600K
yearly revenue (tax return)

$50K
already owed by the business

Option 1: Fast Track

40% of $600K = $240K, minus $50K owed

$190K

Under the $200K cap

Option 2: Cash-flow based

Lower of $240K (40%) or $310K (60% of $600K minus $50K)

$240K

If income covers payments with a 10% cushion

Illustrative only. Final loan amount is set by underwriting.

How MCA refinancing works with GTL

TODAY

Up to 2 MCAs

- Daily or weekly debits from business revenues
- Cash flow squeezed by short payback windows

WITH GTL

One term loan

- GTL proceeds pay off the MCA balances
- Payments spread over a 10-year term

1. Spot it

Client has 1–2 active MCAs and clears the credit box

2. Size it

Review sizing pathways in order to estimate how much a GTL could cover

3. Pay it off

Proceeds retire the MCAs; client moves to one predictable monthly loan payment

Bank Statements and Collateral

BANK STATEMENT CHECKS · TRAILING 6 MONTHS

5 or fewer

NSFs (bounced or overdrawn items)

25% max

Revenue drop from tax return to annualized bank deposits

3x

Average ending balance vs. the new loan payment

COLLATERAL AND FEES · EVERY GTL

UCC lien
on all business assets

Personal guarantee
from every 20%+ owner

5.5% fee
collected from loan proceeds

Screen These Out Before You Submit

Criminal history	No guarantor with a financial-crime felony, or any felony in the last 3 years
Bankruptcy	All past BKs discharged; none filed in the last 5 years
IRS balances	No more than $100K owed in aggregate
Liens and judgments	None active within the last 5 years
Litigation	No active collection suits; none filed in 3 years. Other suits reviewed case by case

Bring Us Your Next GTL Deal, Earn up to 3%!

Thank you for joining. The recording of this webinar will be emailed to you.