



**ARMADA**  
MERCANTILE

## A Preferred Alternative Financer

### Growth Solutions for Small and Mid-Sized Businesses

#### **We help you keep clients longer!** (and make more money!)

You have a great factoring client. They are growing and you have responded by improving their terms along the way. You have made a lot of money with this client and expect to make a lot more.

One day your client sends you a strange email. Somebody called them and offered a really good deal for financing. They have discussed it at length and with great sadness they take the deal. Thanks for all the good years...

Imagine if six months earlier you added a vendor procurement line to the factoring line you already provide. This significantly increased the credit available and allowed them to build Inventory much faster.

**Does your client send you that email?**

#### **We help you close more deals!** (and make more money!)

You received a great prospect! There are several active brokers on the deal and they are talking to many competitors. You work your way in and they are listening to you.

You present the best deal you can and you really want to land them. You do a great job of building their trust and they send you the two competing proposals for a last look. The terms of both proposals are really good. You sell and sell but cannot overcome the cost difference.

Imagine if your proposal included a vendor procurement line with the factoring line. This significantly increased the credit available and allows them to build Inventory much faster.

**Do you win that new client?**

We provide a vendor procurement line of credit and tie it to your factoring line. This additional credit builds more inventory faster which leads to more sales and more invoices to factor. You earn more factoring fees and a broker fee too!

**It's a big Win—Win—Win!**

**Let's work together! Contact us soon!**

Armada Mercantile  
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