

# HVAC Business Loan Myths Debunked

## Myth #1: You Need Perfect Credit

Many business owners believe they cannot get a loan if they don't have a near-perfect credit score. While good credit certainly helps, it's not the only factor lenders consider when approving small business loans. Lenders look at multiple aspects of your business, including your cash flow and ability to repay the loan, your business plan, and industry experience.



## Myth #2: SBA Loans Are Impossible to Get

The Small Business Administration (SBA) 7(a) loan program is a popular financing option for small businesses, including HVAC companies. While SBA loans require more paperwork, they're not impossible to secure. Working with an experienced SBA lender can streamline the process and improve your chances of approval.



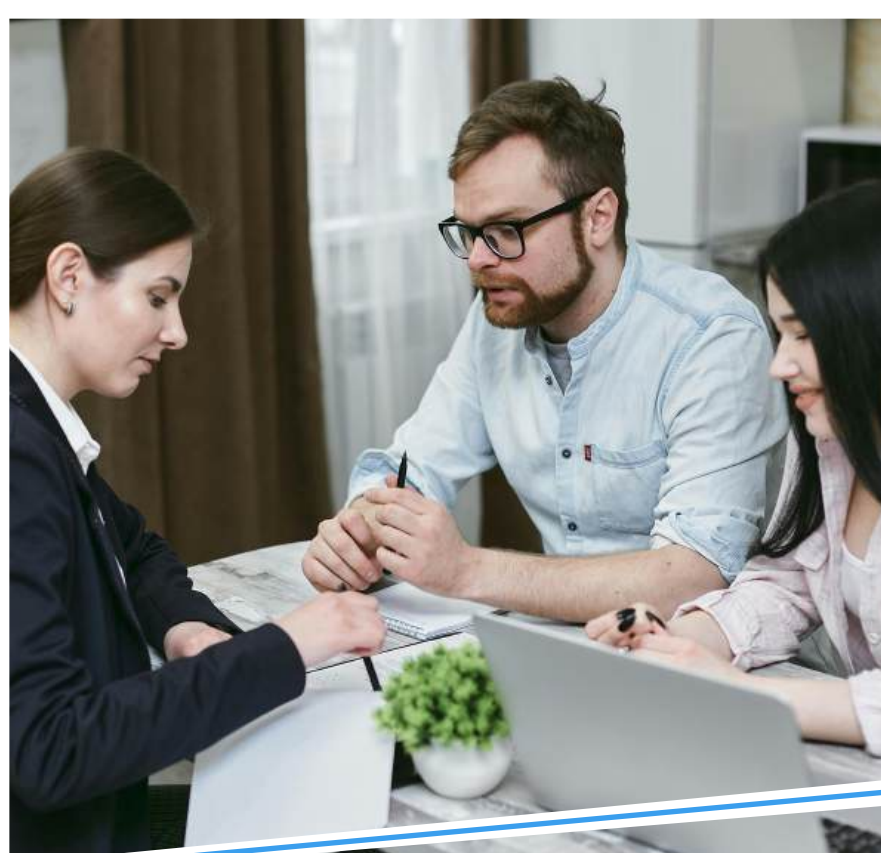
## Myth #3: Only New HVAC Businesses Qualify

A common misconception is that small business loans are only for startups. In reality, many loan programs are designed specifically for existing businesses looking to grow. If you already own an HVAC company, you can use financing to upgrade or buy new equipment and expand into new service areas.



## Myth #4: All Small Business Loans Have High Rates

Some business owners avoid loans altogether because they think they'll get stuck with sky-high interest rates. The truth? Loan terms and interest rates vary widely, and not all business financing is expensive. Factors that can affect your interest rate include the type of loan (SBA loans tend to have lower rates) and your creditworthiness.



## Myth #5: You Need to Have Cash Upfront

Another common myth is that you need a large down payment or a lot of money saved up before qualifying for a loan. While some loans require a small upfront cash, many financing options allow you to start with little or no money down. If a lack of upfront cash has been holding you back, talk to a lender about options that fit your situation.



## Myth #6: It's Better to Wait and Save

Many business owners feel they should wait until they have saved enough money before making significant investments. However, waiting too long can slow growth and cost you opportunities. If you have a solid plan and financing will help you grow, waiting might not be your best option.

