



Business Financing FAQ's

Straightforward financing guide from Accord Financial.

Learn how financing works at Accord Financial, including eligibility, application requirements, and how solutions are structured for Canadian businesses.

What does Accord Financial do?

Accord Financial provides flexible business financing solutions to Canadian companies across a wide range of industries, helping businesses manage cash flow, support growth, and navigate change with confidence.

What types of businesses does Accord Financial work with?

Accord works with small and mid-sized businesses across Canada, including companies in manufacturing, construction, transportation, retail, services, and asset-intensive sectors.

Is financing only for businesses in difficulty?

No. Many businesses use financing proactively to support growth, manage timing gaps, or prepare for expansion.

How does Accord Financial approach risk differently than traditional lenders?

Accord Financial evaluates risk through business fundamentals, asset quality, and operating context rather than relying solely on standardized lending thresholds.

Does Accord Financial work with businesses outside major cities?

Yes. Accord Financial supports businesses across Canada, including regional and rural markets, where financing needs may differ from urban centres.

How transparent is the financing process?

Accord Financial emphasizes clarity throughout the process, ensuring businesses understand structure, expectations, and next steps.





Financing Products

What financing solutions are available?

Financing solutions include revolving lines of credit, asset-based lending, accounts receivable financing, equipment financing, inventory financing, and other structured funding options designed around business operations.

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What is the difference between smaller and larger revolving lines of credit?

Smaller facilities are typically structured without a borrowing base, while larger facilities are supported by a borrowing base tied to assets such as receivables, inventory, equipment, or real estate.

Can financing grow as my business grows?

Many financing structures are designed to scale alongside the business as assets, receivables, or inventory expand.

Can financing be structured around assets rather than profitability alone?

Yes. Asset strength, liquidity, and operating fundamentals are all considered as part of the overall assessment.

Can a business use more than one financing solution at the same time?

Yes. Some businesses use multiple financing solutions together when different assets or needs require distinct structures.

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How does Accord help businesses choose the right financing product?

The focus is on understanding operations first, then aligning the financing structure to fit real cash flow and asset movement.



Application & Process



Is there a minimum time in business to apply?

Most financing solutions require a minimum of 12 months in business. This helps ensure there is enough operating history to properly assess cash flow and structure

Do I need to provide bank statements to apply?

No. Digital revenue verification may be used instead of traditional bank statements, allowing revenue history to be reviewed securely and efficiently as part of the application process

Is a minimum credit score required?

Requirements vary by program. Some facilities consider credit profile as part of the overall picture, while others focus more heavily on business performance, asset quality, and structure rather than a single score

Can businesses with short-term loans or merchant cash advances still apply?

Yes. Existing short-term financing is reviewed as part of the overall assessment. In some cases, those obligations may need to be addressed as part of the financing structure.

Who makes the final financing decision?

Each application is reviewed by experienced credit professionals. While guidelines provide structure, decisions are ultimately made based on the full business profile and credit judgment

Can brokers or advisors be involved?

Yes. Accord Financial regularly works with brokers, accountants, and advisors throughout the financing process.

Will I be contacted after submitting an application?

Yes. A member of the Accord Financial team follows up to discuss next steps or clarify details if needed.

Will my information be kept confidential?

Yes. Business information submitted through the application is handled securely and used only for review purposes.



Brokers & Advisors



Can brokers partner with Accord Financial and refer clients?

Yes. Brokers and advisors can partner with Accord Financial and refer Canadian businesses seeking structured financing solutions that align with real operating needs.

Do brokers need to pre-structure the deal before submitting?

No. Brokers can submit opportunities at various stages. Accord's team works collaboratively to assess structure, assets, and fit before determining an appropriate financing approach.

What information is typically required from brokers?

Requirements depend on deal size and complexity, but generally include business details, financial information, asset reports, and context around the client's financing needs.

Can brokers stay involved throughout the process?

Yes. Brokers are kept informed and involved as the opportunity progresses, ensuring alignment and transparency throughout the review and onboarding process.

How does Accord support brokers on complex transactions?

Accord takes a collaborative approach, working alongside brokers to navigate structure, credit considerations, and timing while maintaining clarity with the client.

Are referral fees available for brokers?

Broker compensation is handled in accordance with standard referral arrangements and applicable regulations. Details are discussed directly with the Accord team.

Can brokers submit deals even if the client is banked?

Yes. Many broker-submitted opportunities involve businesses that already work with banks but require additional flexibility, structure, or growth support.

