

# PRE-REFERRAL CHECKLIST

We've put together this Pre-Referral Checklist as a simple guide to support Barclays Relationship Managers with making Invoice Finance referrals to MarketFinance.

We want to make sure we deliver outstanding customer experiences through the partnership. To help us do this and avoid disappointment, we'd like to make sure that only customers with a genuine product fit are referred.

Reviewing this guide before you submit a referral will help to work out if a customer is right for the product. It'll help customers get access to the right funding solutions for their business.

## REFERRALS

### MUST HAVE

- ✓ Limited Company or LLP based in the UK or Ireland
- ✓ B2B business
- ✓ Immediate funding need (recommendation: within 30 days)
- ✓ Invoicing in arrears (work completed or staged payments)
- ✓ Payment terms >15 days (average is 30 days)
- ✓ Awareness that we will be discussing an Invoice Finance solution
- ✓ Intent to sign-up to either 12 month or rolling monthly subscription agreement

Check out the [Barclays Resource Portal](#) for more content including explainer videos, product information guides, and customer case studies.

## REFERRALS

### MUST NOT HAVE

- ✗ Ongoing administration / liquidation
- ✗ Outstanding CCJ
- ✗ Invoices in advance or deposits
- ✗ Debtors with no filed accounts or overdue accounts on Companies House
- ✗ Been referred as a soft decline

## REFERRALS

### RECOMMENDED TO HAVE

- ★ Monthly debtor value above £40,000
- ★ Main invoice to fund greater than £10,000
- ★ Turnover greater than £400k
- ★ Ongoing funding need

## STILL UNSURE ABOUT WHETHER TO SUBMIT A REFERRAL?

No problem! Email [barclayscoverage@marketfinance.com](mailto:barclayscoverage@marketfinance.com) with a preferred call-back time and description, and one of our dedicated Partnership Managers will be in touch to discuss.