

CONTRACT CAPITAL DIGEST



READ THIS FIRST

Welcome to the "Pre-Launch Issue" of CONTRACT CAPITAL DIGEST, a Bi-Weekly Digital Publication Series focused EXCLUSIVELY on Contract Financing, starting April 1, 2025!

Every issue will be loaded with "practical and proven" techniques and methods I have been utilizing over the past 35 years, on a daily basis.

Each month we will highlight a different topic on Contract Financing including:

- HOW TO get funding to cover your payrolls BEFORE you invoice
- Little Known Vendor Trade Credit Financing Techniques
- HOW TO secure Mobilization Funding for Large Contracts UPFRONT

Each issue will also feature one of our TOP 10 LIST of QUESTIONS you can begin using in your business IMMEDIATELY!

"Welcome Aboard!"

Gerald Watson
Publisher

TOP 3 QUESTIONS TO ASK BEFORE PURSUING PURCHASE ORDER (PO) FINANCING

1. Type of Sales Transaction

Question: Is the PO a Guaranteed Sale or Final Sale?

Why is it Important? A Guaranteed Sale allows returns if goods don't sell, making it similar to consignment, which cannot be financed

2. Partial Shipments and Billings

Question: Does the PO allow partial shipments and billings?

Why does it matter? If inventory isn't ready all at once, this lets you invoice for what has shipped, but not all customers allow it.

3. Customer Vendor Agreement

Question: Does the customer have a Vendor Agreement? Have you read it thoroughly?

Why Important? This contract outlines terms on payment, PO cancellation, and delivery—negotiating changes is easier before signing.

To request a **free subscription** to Contract Capital Bi-weekly Digest scan the QR Code below or email:
info@twgfundingsolutions.com



Your Partner in Contract Financing and Working Capital for Over 35 Years

At **The Watson Group**, we've partnered with countless entrepreneurs to secure the financing they need to grow and thrive.

Whether it's funding for government contracts or working capital to keep operations running smoothly, we're here to help. Our diverse range of financing options including Contract Mobilization Funding, Payroll Funding, Vendor Trade Credit Financing, and Factoring. Provide the right solution to meet your contract financing needs.

[Read More on our website](#)



Transaction Engineering

Comprehensive Diagnostic

We begin by thoroughly assessing your funding needs, objectives, and any potential constraints. Through a detailed preliminary underwriting interview, we review your financials and contracts to gain a clear understanding of your business conditions and financing needs.

Customized Funding Strategy

With the results from our diagnostics, we craft a tailored funding strategy. We identify the "best-fit" financing products and terms while addressing potential challenges, such as UCC filings, to ensure a smooth process.

Strategic Lender Selection

We leverage our national network to connect you with the best-fit lender, carefully chosen based on industry specialization and specific approval requirements.

Seamless Closing and Funding

Our team works closely with you and the selected lender to prepare comprehensive funding packages, negotiate favorable terms, and facilitate a smooth closing and funding process.

Don't Let a Lack of Cash Flow Hold You Back from taking on new contracts!

Struggling to secure financing for your contracts and purchase orders? You're not alone. The fact is almost 50% of small business owners who applied for bank credit were denied. That's where we step in. Using our highly specialized, *alternative financing techniques*, we have helped growing business owners all over the country secure millions of dollars in financing for their government, and commercial contracts and purchase orders.