

BEFORE

Long, dense paragraph starts with details and buries answer to key question, whether repayment is adequate

Capacity. Repayment from borrower's poultry operation to Biggie Bank will come from a 35% assignment. Repayment for operating note #16 to Biggie will come from the borrower's portion of broiler income. Overall repayment margin with 35% assignment is projected at 17.7% which represents a \$23,177 cash flow. Repayment to Biggie is adequate with 5% reduction in borrower's broiler assignment. However, if this assignment is not enough to cover repayment, borrower will have to make up difference of payment due and assignment will be re-evaluated. Borrower's loans with the Association have always performed as scheduled.

Solitary sentence should join other repayment sources

Borrower also has some income with hay production.

Text merely repeats table. What do the numbers mean?

Collateral. Collateral in this loan will consist of 161 acres of real estate with improvements, two pieces of equipment, and C-stock.

Table aids comparisons but isolates numbers in boxes and delays key ratios, those for loan to AV and NRV

Collateral	AV	NRV
161 acres and improvements	\$ 990,000	\$841,500
Equipment	\$20,000	\$ 17,000
C-Stock	5,000	5,000
Total	\$1,015,000	\$863,500
Loan to AV/NRV	43.2%	50.8%



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AFTER

Capacity

Repayment margin meets standards for operating note 16: with a 35% broiler assignment, projected at 17.7%, which represents a \$23,177 cash flow.

The borrower has always paid us on time and will repay this note from:

- assignment of his part of broiler income
- other sources if the assignment isn't enough (we'll re-evaluate)
- hay-production income, if necessary

Collateral

Meets standards, with an L/AV of 43.2% and an L/NRV of 50.85%.

The table shows collateral values for this loan:

Collateral	AV (\$)	NRV (\$)
Total	1,015,000	863,500
161 acres and improvements	990,000	841,500
Equipment (two pieces)	20,000	17,000
C-stock	5,000	5,000

Section starts fast by saying what the numbers add up to

Paragraph starts fast with a clear generalization. Details stand out in bullets.

Opening words spill the beans

Introduces table

Table starts with totals and only then itemizes. It avoids vertical lines.



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