

an inside look

WHAT FACTOR CLIENTS HAVE TO SAY

Q&A with Mike Cagan Spirit International, Inc.



School Supplies Unlimited, Inc. is a team of individuals with over 65 years of experience. Mike Cagan, the founder of the company, believes that public and private schools should receive top quality products, at a fair price. We asked Mike to share his decision-making process in choosing factoring and Dash Point Financial.

IFA: Why did you choose factoring vs. other types of financing?

MC: Being a new small business with no credit, finding financing is difficult. The economy was bad and banks just weren't offering financing. Dash Point offered benefits that are just not given to new companies.

IFA: How did you choose Dash Point Financial Services?

MC: Really it feels like they chose us. We had spoke to a few other factors and were recommended to Jeff. Quite frankly we were surprised to find how great the people at Dash Point are, and how hard they work with you to ensure success.

IFA: What's important to you when selecting a factoring company?

MC: Personal service. Quick response. Fair rates. Dash Point gives us the feeling that they're working for us. They give us advice and of course the ability to deliver to customers. Dash Point offers customers what we can't, but it's the personal touch that makes a difference.

IFA: What's important in the relationship?

MC: We feel that Dash Point really cares about the success of our company and offers ideas and advice that have profited our company. When you're looking for a factor, you need a company that's helpful for your particular company. When you have the company working as a team member and is not just after our money, it allows you to better offer and deliver customers the products that they need.

IFA: How has the factor assisted you?

MC: When I first started, we were working with just cash on hand. When you do business with schools, they're not like consumers, but you still have to have the ability to float business for 30 to 60 days. Dash Point gives us the ability to offer a larger product line and better delivery times to our accounts. By helping us out, I don't have to worry about paying for products. And in that sense, Dash Point has expanded our ability to compete with other companies.

IFA: Is the relationship a good one?

MC: An understatement. Absolutely. Better than we could ever expect.

IFA: By increasing your cash flow, are you accomplishing your goals (growth, survival, etc)?

MC: The ability to keep going in a recession is in itself an accomplishment, and although we are not where we would like to be, we have outpaced our competition in terms of growth. We are truly looking forward to the next year as all indications show a drastic increase of new accounts and contracts that would have been impossible without the help of Dash Point.

IFA: Would you recommend factoring to other companies in your situation?

MC: I've had some friends that factored as well and have had issues. Factoring can be great for any business, especially if it's new or small, but if you're not careful, factoring can be detrimental as it is helpful. We needed factoring in the worst of times--economically, it was horrifying. Everything just came at the perfect time. If it wasn't for Dash Point we would be out of business. Dash Point offered pivotal expansion and success. I would certainly recommend Dash Point to others.