

# CASE STUDY

POOL COMPANY STAYS AFLOAT WITH  
A MERCHANT CASH ADVANCE



A publication of



## ABOUT THE BUSINESS

The client is a family owned Georgia pool & spa company that has been in business for more than 10 years. It specializes in installing and repairing brand name pools and spas. They pride themselves on first time customers becoming lifetime customers.

## THE CHALLENGE

The company faced an inventory shortage and needed working capital for day-to-day expenses. It did not have enough cash on hand to cover the expenses. The business was unable to meet the demands of their customers during the busiest time of the year.

Although the business was established for more than a decade, they were considered too small for a traditional bank loan – a reality small businesses have faced since the economic downturn in 2008.

## THE SOLUTION

Quikstone Capital Solutions provided the merchant with \$12,500 within a few days of their original request. The company had the cash it needed to purchase inventory and had a profitable season. They have since requested and received two additional advances from Sterling Funding.

The family business was able to realize profits during a time when many businesses were forced to close doors. Selling high-end pools and spas during tough economic times is not an easy task, but its reputation of customer service and dedicated staff kept it thriving during tough times.

Jason Hausle, Quikstone Capital Solutions Account Executive, has a close working relationship with this business. Like everyone at Sterling Funding, he defines his success by the company's success and the business owners call him directly whenever they need funding for their business.

# WE'RE YOUR FUNDING PARTNER.

Learn more about how Quikstone Capital Solutions can provide the cash needed to help your business grow.

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