Working with your BMO financial professional

BMO provides a range of banking services focused on providing financial advice to a variety of clients, including businesses and business owners.

As entrepreneurs venture into a new business, they are often faced with many challenges. This may include managing day-to-day operations and finances, seeking additional opportunities for growth, staying on top of financial responsibilities, and ensuring sufficient funds for unexpected expenses, among many others. With their hectic schedules, entrepreneurs may benefit from working with a financial professional. Financial professionals can alleviate many of these difficulties by providing expert advice on financial tools, better management of finances, and additional connections to other professionals who can help.

There are many services that BMO can offer to business owners. As well as providing short and long-term loans, mortgages, leasing and other financial products, BMO can offer business-related services such as payroll deduction, term deposit receipts, cash management, insurance, electronic fund transfer and credit cards. Business banking also includes more general services, such as introducing clients to one another, identifying economic trends and forecasts, providing information relating to specific industries and explaining financial regulations and requirements. A financial professional can act as a main pillar of support and advice for an entrepreneur, smoothing the transition into a new venture.

A strong relationship between a business owner and their financial professional can play a big part in the financial success of a company. When looking to establish a new relationship with a financial professional, consider their previous experience with your industry and how well their educational materials resonate with you. Being able to establish and maintain a good relationship will help your business in the long run.

When you have selected the financial professional that you want to work with, the focus shifts to maintaining that relationship. The keys to this relationship are building trust and keeping an open line of communication.
There are a few things that make this easier:

- Having a business plan
- Making frequent progress reports to your financial professional
- Scheduling meetings regularly
- Keeping track of loan repayment deadlines

For a business owner, a financial professional can be the difference between good or poor financial health for the company. Please reach out to your BMO financial professional to see how they can help your business grow.