



Orthodontist **Won Moon's** business is all about creating healthy, attractive smiles. But until recently, the size of his Fullerton offices were making him frown. A steadily growing, successful practice made it clear he needed more room.

Dr. Moon launched a search for a new medical home for his 10 employees and himself. With the help of a real estate broker, he decided to purchase a \$1.6 million, 2-story medical building that would double his practice space. However, Congress' temporary suspension of a funding program he had planned to use threatened to spoil the deal. **Cathay Bank**, which the broker had involved, approached **Sam Tuyen**, a senior loan officer at CDC Small Business Finance.

"We were running out of time," said Dr. Moon. "It was like the fourth quarter of a football game with two minutes to go. Sam came in and was very assertive. He switched our funding to a 504 loan that salvaged the deal. Sam totally came through for us."

With the purchase behind him, Dr. Moon wanted to fund extensive tenant improvements on the building. He turned to Sam and CDC for another 504 loan.

"I just didn't want to work with anyone else," he said. "I went straight to Sam."

