

## How to understand lender language without turning it into false confidence

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If you have ever applied for a loan, you have probably heard following lines:

- This looks strong.
- We don't see major issues.
- You are in the final stage.

None of these are bad. But they don't mean what you think they mean.

### The misunderstanding

You hear: "Looks strong." Your brain considers it to: "This will likely go through."

This is the place where the mistake happens, because lenders are describing progress. But you are taking it as a final approval

### The signal gap

**The Signal Gap** = the difference between: What is said & What is decided.

Most founders collapse that gap too early. And once they do:

- They don't discover alternatives funding.
- They speed up decisions.
- They stop questioning.

### The 3 Rules

1. Positive language is not a positive outcome.
2. If it is not written, it is not final.
3. The more confident you feel early, the more careful you should become.

## **What successful founders do instead?**

Yeah, they don't ignore signals but they reclassify them into following way:

Signals → information

Approval → decision

And they only focus on the second.

**Remember this** = Progress tells you are in the process. Approval tells you are done with it.

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