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| **FORMATO DE ENTREVISTA INICIAL Y PERSONAL CON EL CLIENTE PERSONA MORAL** | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |  | | | |
| **Fecha de la entrevista:** | | | | | | | |  |  | | | | | | | |  | | | | |  | | | | | | | | |  | | | | | | **Oficina Operativa:** | | | | | | | | | | | | |  | | | | | | | |  |  | | | | | | | |  | | | |
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| **DATOS GENERALES DEL ENTREVISTADO** | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| **Nombre del Solicitante:** | | | | | | | |  | | | |  | | | | |  | | | | | | | | | **Sexo:** | | | | | | | |  | | | | | |  | | | | | | | **Edad:** | | | | | | | |  | |  | | | | | | | |  | | | | | |
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| **Lugar de nacimiento:** | | | | |  | | | | | | |  | | | | | **Estado Civil:** | | | | | | | | | |  | | | | | | | | | | | | **No. Telefónico:** | | | | | | | | | | | |  | | | | | | | | | | | | | |
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| **Correo electrónico:** | | | |  | | | | | | | |  | | | | | | | | |  | | | | | | | |  | | | | | |  | | | | | | |  | | | | | | | |  | |  | | | | | | | |  | | | | | |
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| **Razón Social:** | | | |  | | | | | | | | |
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| **Domicilio ( Calle y Número):** | | | |  | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |  | | | | |
| **Ciudad o Población:** | | | |  | | | | | | | |  | | | | | **Código Postal:** | | | | | | | | | | | |  | | | | | | | | | **Delegación / Municipio:** | | | | | | | | | | | | | | | | | |  |  | | | | | | | | | | | | | |
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| **Entidad Federativa:** | | | |  | | | | | |  | | | | **Promotor o Funcionario que Realiza la Entrevista:** | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| **DATOS DEL CONTACTO** | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| **Nombre del Contacto:** | |  | | | |  | | | | | | | | |  | | | |  | | | | | | | | | | | | |  | | |  | | | | |  | | |  | | | | | | | | |  | | | | | | | | |  | | | | | | | |  | |
| **No. Telefónico:** | |  | | | |  | | | | | | | | |  | | | |  | | | | | | | | | | | | |  | | | **Correo electrónico:** | | | | |  | | |  | | | | | | | | |  | | | | | | | | |  | | | | | | | |  | |
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| **RANGO DE INGRESOS MENSUALES** | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| ¿Tiene actividades consideradas como de alto riesgo? | | | | | | | | | | | | | | | | | | | ¿Cuál? | | | | | | | | | | | | |  | | |  | | | | |  | | |  | | | | | | | | |  | | | | | | | | |  | | | | | | | |  | |
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| ¿Destino Principal de los Recursos? | | | | | |  | | | | | | | | |  | | | |  | | | | | | | | | | | | |  | | |  | | | | |  | | |  | | | | | | | | |  | | | | | | | | |  | | | | | | | |  | |
| ¿Otros? | |  | | | |  | | | | | | | | |  | | | |  | | | | | | | | | | | | |  | | |  | | | | |  | | |  | | | | | | | | |  | | | | | | | | |  | | | | | | | |  | |
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| **INFORMACIÓN CONSTITUTIVA** | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |  | |  |  |  |  |  |
| Escritura Constitutiva No. | | | | | | | | | | | | | | | | | | | | | | | | | |  | |  | | Fecha de Constitución: | | | | | | | | | | | | | | | | | | | | | | | | | | Notaria No.: | | | | | | |  | | | | | | | |  | |  |  |  |  |  |
| Nombre del Notario: | | | | | | | | | | | | | | | | | | | Folio Mercantil, Libro, fojas, sección inscrito en registro Público de la Propiedad: | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Nombre del Representante Legal: | | | | | | | | | | | | | No. de Identificación Oficial: | | | | | | | | | | | | | | | | | | | | | | | | | | | | | Tipo de Identificación: | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| **INFORMACIÓN REFERENTE AL CRÉDITO SOLICITADO** | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| **Nombre Completo** | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | % Part. accionaria | | | | | | | | | | | | No. de acciones o importe | | | | | | | | | | |
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| **INFORMACIÓN REFERENTE AL CRÉDITO SOLICITADO** | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| **¿Cuál es su principal fuente de ingresos?** | | | | | | | | | | | | | |  | | | | | | | | | | | | | | | | | |  | | |  | | | | |  | | |  | | | | | | | | |  | | | | | | | | |  | | | | | | | |  | |
| **¿A cuánto ascienden sus ingresos en un mes?** | | | | | | | | | | | | | | | | | |  |  | | | | | | | | | | | | |  | | |  | | | | |  | | |  | | | | | | | | |  | | | | | | | | |  | | | | | | | |  | |
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| Liquidez / Capital de trabajo | | | | | | | | | |  | | | | | | | | |
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| Pago de Pasivos |  | | | | |  | | | | | | | | | | | | | | | | | |  | | | | | | | | | | | | | | | |  | | | | | | | |
| Sustitución de hipoteca | | | | | |  | | | | | | | | | | | | | | | | | |  | | | | | | | | | | | | | | | |  | | |  | | | | | | | | |  | | | | | | | | |  | | | | | | | |  | |
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| **GARANTIAS OFRECIDAS** | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Tipo de Inmueble o Descripción ( m2 terreno, m2 construcción) | | | | | | | Domicilio(Calle, No., Colonia, C.P., Ciudad Estado) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | Nombre del Propietario | | | | | | | | | Edad | | | | | | | | | Valor estimado de la propiedad | | | | | | | | | | Inmueble Gravado | | | | | | |
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| **INFORMACIÓN SOBRE VENTAS** | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |  | | | | | | |
| **Ventas totales:** | | |  | | | | Año | | | | | | | | |  | | | | Ventas | | | | | | | | | | | | |  | | | Por sector (%): | | | | |  | | |  | | | | | | | | |  | | | | | | | | |  | | | | | | | |  |
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| **INFORMACIÓN PRINCIPALES CLIENTES** | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| **Principales Clientes** | | | | | | | | | | | | | | | | | | | | **% Ingresos** | | | | | | | | | | | | | | | | | | | | | | | | | | **Plazos de Crédito.** | | | | | | | | | | | | | | | | | | | | | | | | |
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| **INFORMACIÓN CLIENTES POTENCIALES** | |
| **Clientes Potenciales** | **% Estimado de ingreso** |
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| **PROVEEDORES DE RECURSOS Y PROPIETARIOS REALES** | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| ¿Se identificó algún posible proveedor de recursos? | | | | | | | | | | | | | ¿Quién? | | | |  | |  | |  | |  | |  | | | |  | | |  | | | |
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|  | | |  | |  | Relación con el Cliente? | | | | | |  | |  | |  | |  | |  | | | |  | | |  | | | |
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| ¿Se identificó algún posible propietario real? | | | | | | | | | | | | | ¿Quién? | | | |  | |  | |  | |  | |  | | | |  | | |  | | | |
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|  | | |  | | No | | | | |  |  | | | | | |  | |  | |  | |  | |  | | | |  | | |  | | | |
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| **PERSONAS POLÍTICAMENTE EXPUESTAS** | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|  | ¿El Cliente se ubica como PPE? | | | | | | | |  | | | | | | |  | |  | |  | | |  |  | | |  | | | |  | | | | |
|  |  | Si | | | | | |  | ¿Función que desempeña? | | | | | | |  | |  | |  | | |  |  | | |  | | | |  | | | | |
|  |  | No | | | | | |  |  | | | | | | |  | |  | |  | | |  |  | | |  | | | |  | | | | |
|  |
|  | ¿Clientes familiares PPE? | | | | | | | |  | | | | | | |  | |  | |  | | |  |  | | |  | | | |  | | | | |
|  |  | Si | | | | | |  | ¿Quiénes? | | | | | | |  | |  | |  | | |  |  | | |  | | | |  | | | | |
|  |  | No | | | | | |  |  | | | | | | |  | |  | |  | | |  |  | | |  | | | |  | | | | |
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| |  |  |  |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | | **ESTRUCTURA CORPORATIVA** | | | | | | | | | | | | | |  | | | | | | |  | | | | | | **Riesgo Alto** |  |  |  |  | **Riesgo Medio** |  | |  | **Riesgo Bajo** |  |  | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| **OBSERVACIONES O COMENTARIOS** | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| **RESULTADOS DE LA ENTREVISTA SOBRE LA INFORMACIÓN Y DOCUMENTOS PROPORCIONADOS POR EL CLIENTE** | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| ¿Proporciono toda la información? | | | | | | | | | |  | | | | | ¿Proporcionó toda la documentación? | | | | | | | | | | |  | | | |  | | | |  |  |
|  | | | |  | | Si | |  | |  | | | | |  | | Si | | | | |  | | | |  | | | |  | | | |  |  |
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|  | | | |  | | No | |  | |  | | | | |  | | No | | | | | |  | | |  | | | |  | | | |  |  |
|  | |  | |  | | | | | |  | | | | |  | |
| Información que no proporcionó: | | | | | | | | | | | | | | | Documentación que no proporcionó: | | | | | | | | | | | | | | | | | | | | |
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| Argumento del Cliente: | | | | | | | | | | | | | | | Argumento del Cliente: | | | | | | | | | | | | | | | | | | | | |
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| FIRMA DEL ENTREVISTADO | | | | | | | | | | | | |  | | | | NOMBRE Y FIRMA ENTREVISTADOR | | | | | | | | | | | | | | | | | | |
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