

Disclosure Statement Pursuant to OTC Pink Disclosure Guidelines

**LOANS4LESS.COM, INC.**

A Delaware Corporation

22409 Susana Avenue

Torrance, CA 90505-2039

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310-540-0157

<https://www.loans4less.com/>

info@loans4less.com

SIC CODE: 6163

**QUARTERLY REPORT**

**For the Period Ended - March 31, 2021**

(the "Reporting Period")

As of May 07, 2021 the number of shares outstanding of our Common Stock was:  
57,243,274

As of March 31, 2021 the number of shares outstanding of our Common Stock was:  
57,243,274

As of December 31, 2020 the number of shares outstanding of our Common Stock was:  
57,243,274

Indicate by check mark whether the company is a shell company (as defined in Rule 405 of the Securities Act of 1933 and Rule 12b-2 of the Exchange Act of 1934):

Yes:                      No: **X**

Indicate by check mark whether the company's shell status has changed since the previous reporting period:

Yes:                      No: **X**

Indicate by check mark whether a Change in Control<sup>4</sup> of the company has occurred over this reporting period:

Yes:                      No: **X**

<sup>5</sup> "Change in Control" shall mean any events resulting in:

(i) Any "person" (as such term is used in Sections 13(d) and 14(d) of the Exchange Act) becoming the "beneficial owner" (as defined in Rule 13d-3 of the Exchange Act), directly or indirectly, of securities of the Company representing fifty percent (50%) or more of the total voting power represented by the Company's then outstanding voting securities;

(ii) The consummation of the sale or disposition by the Company of all or substantially all of the Company's assets;

(iii) A change in the composition of the Board occurring within a two (2)-year period, as a result of which fewer than a majority of the directors are directors immediately prior to such change; or

(iv) The consummation of a merger or consolidation of the Company with any other corporation, other than a merger or consolidation which would result in the voting securities of the Company outstanding immediately prior thereto continuing to represent (either by remaining outstanding or by being converted into voting securities of the surviving entity or its parent) at least fifty percent (50%) of the total voting power represented by the voting securities of the Company or such surviving entity or its parent outstanding immediately after such merger or consolidation.

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1) **Name of the Issuer and its predecessors (if any): None****LOANS4LESS.COM, INC.**

In answering this item, please also provide any names used by predecessor entities in the past five years and the dates of the name changes: **NONE**

Date and state (or jurisdiction) of incorporation (also describe any changes to incorporation since inception, if applicable) Please also include the issuer's current standing in its state of incorporation (e.g. active, default, inactive):

**Active Status: Incorporated in the State of Delaware on June 30, 1999**

Has the issuer or any of its predecessors ever been in bankruptcy, receivership, or any similar proceeding in the past five years? Yes: No: **X**

If this issuer or any of its predecessors have been the subject of such proceedings, please provide additional details in the space below: **NONE.**

2) **Security Information**

**Trading symbol: LFLS**

**Exact title and class of securities outstanding: Common Stock**

**CUSIP: 53945X104**

**Par Value: \$0.00001**

Total shares authorized:	250,000,000	as of May 07, 2021
Total shares outstanding:	57,243,274	as of May 07, 2021
Number of shares in the Public Float <sup>6</sup>	6,336,681	as of May 07, 2021
Common Stock held at DTC:	8,212,981	as of May 07, 2021

Total number of shareholders of record: 57 as of May 07, 2021

All additional classes of publicly traded securities (if any): **NONE**

**Additional Class of Securities: 1,000,000 Common Stock Warrants Issued & Outstanding.**

**Transfer Agent**

Transfer Online, Inc.  
512 SE Salmon Street  
Portland, OR 97214  
Tel: (503) 227-2950  
[info@transferonline.com](mailto:info@transferonline.com)

Is the Transfer Agent registered under the Exchange Act?<sup>7</sup> Yes **X**

<sup>6</sup> "Public Float" shall mean the total number of unrestricted shares not held directly or indirectly by an officer, director, any person who is the beneficial owner of more than 10 percent of the total shares outstanding (a "control person"), or any affiliates thereof, or any immediate family members of officers, directors and control persons.

<sup>7</sup>To be included in the Pink Current Information tier, the transfer agent must be registered under the Exchange Act.

Describe any trading suspension orders issued by the SEC concerning the issuer or its predecessors: **NONE**

List any stock split, stock dividend, recapitalization, merger, acquisition, spin-off, or reorganization either currently anticipated or that occurred within the past 12 months: **NONE:**

### 3) Issuance History

The goal of this section is to provide disclosure with respect to each event that resulted in any direct changes to the total shares outstanding of any class of the issuer's securities **in the past two completed fiscal years and any subsequent interim period.**

Disclosure under this item shall include, in chronological order, all offerings and issuances of securities, including debt convertible into equity securities, whether private or public, and all shares or any other securities or options to acquire such securities issued for services. Using the tabular format below, please describe these events.

#### A. Changes to the Number of Outstanding Shares

Check this box to indicate there were no changes to the number of outstanding shares within the past two completed fiscal years and any subsequent periods:

Shares Outstanding as of Second Most Recent Fiscal Year end 12.31. 2019		<u>Opening Balance:</u> Common: 56,870,480		*Right-click the rows below and select "Insert" to add rows as needed.					
Date of Transaction	Transaction type (e.g. new issuance, cancellation, shares returned to treasury)	Number of Shares Issued (or cancelled)	Class of Securities	Value of shares issued (\$/per share) at Issuance	Were the shares issued at a discount to market price at the time of issuance? (Yes/No)	Individual/ Entity Shares were issued to (entities must have individual with voting / investment control disclosed).	Reason for share issuance (e.g. for cash or debt conversion) OR Nature of Services Provided (if applicable)	Restricted or Unrestricted as of this filing?	Exemption or Registration Type?
04.24.2020	New Issuance	372,794	Common	\$0.034	No	Steven Mark Hershman	\$12,675 Investment	Restricted	Exemption
Shares outstanding as of: 03.31.2021	Ending Balance:	57,243,274	Common						

**Example:** A company with a fiscal year end of December 31<sup>st</sup>, in addressing this item for its period ended December 31, 2020, would include any events that resulted in changes to any class of its outstanding shares from the period beginning on January 01, 2019 through December 31, 2020 pursuant to the tabular format above.

Use the space below to provide any additional details, including footnotes to the table above: **NONE**.

**B. Debt Securities, Including Promissory and Convertible Notes.**

Use the chart and additional space below to list and describe any issuance of promissory notes, convertible notes, convertible debentures or any other debt instruments that may be converted into a class of the issuer's equity securities.

Check this box if there are no outstanding promissory, convertible notes or debt arrangements: [ ]

Date of Note Issuance	Outstanding Balance (\$)	Principal Amount at Issuance (\$)	Interest Accrued (\$)	Maturity Date	Conversion Terms (e.g. pricing mechanism for determining conversion of instrument to shares)	Name of Note Holder	Reason for Issuance (e.g. Loan, Services, etc.)
6.30.2020	\$2,000	\$2,000	\$0	Unknown	N/A	Department of Treasury SBA	COVID Grant
7.17.2020	\$150,000	\$150,000	\$731	7.15.2050	\$731 Monthly Installment 3.750% 30 Year Term.	Department of Treasury SBA	Subsidiary Loan

Use the space below to provide any additional details, including footnotes to the table above: **NONE**

**4) THE FINANCIAL STATEMENTS ARE INCLUDED WITHIN THIS DISCLOSURE STATEMENT.**

A. The following financial statements were prepared in accordance with:  
X U.S. GAAP.

B. The financial statements for this Annual Report was prepared by<sup>8</sup>:  
Name: Steven Mark Hershman  
Title: Chairman, Treasurer & Chief Financial Officer  
Relationship to Issuer: Majority Stockholder, Officer / Director

- C. Balance Sheet;
- D. Statement of Income;
- E. Statement of Cash Flows;
- F. Statement of Changes in Shareholders Equity;
- G. Financial Notes.

<sup>8</sup> The financial statements requested pursuant to this item must be prepared in accordance with US GAAP or IFRS by persons with sufficient financial skills.

Off Balance Sheet Arrangements: **NONE**

The Company and its wholly owned subsidiary are not in default on any securities or debt.

## Union Discount Mortgage, Inc.

Balance Sheet  
As of March 31, 2021

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
UDM (1385)	48,852.27
<b>Total Bank Accounts</b>	<b>\$48,852.27</b>
Other Current Assets	
Investment Club	92,460.00
Prepaid Expenses	0.00
<b>Total Other Current Assets</b>	<b>\$92,460.00</b>
<b>Total Current Assets</b>	<b>\$141,312.27</b>
Fixed Assets	
Accumulated Depreciation	0.00
Computer & Equipment	0.00
Furniture & Fixtures	0.00
Leasehold Improvements	0.00
<b>Total Fixed Assets</b>	<b>\$0.00</b>
<b>TOTAL ASSETS</b>	<b>\$141,312.27</b>

# Union Discount Mortgage, Inc.

Balance Sheet  
As of March 31, 2021

	TOTAL
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Credit Cards	
Bank of America (4115)	-577.70
BofA L4L Visa	319.00
Citicard Visa	171.54
CORP Account - Bank of America (4115)	0.00
Credit Card	0.00
First Card	0.00
<b>Total Credit Cards</b>	<b>\$ -87.16</b>
Other Current Liabilities	
Accrued Taxes Payable	-25.41
Chris Dieterich	0.00
Direct Deposit Payable	0.00
Payroll Liabilities	0.00
CA PIT / SDI	1,838.72
CA SUI / ETT	866.25
Federal Taxes (941/944)	-7,587.15
Federal Unemployment (940)	148.50
POP Plan Pre-Tax	0.00
<b>Total Payroll Liabilities</b>	<b>-4,733.68</b>
<b>Total Other Current Liabilities</b>	<b>\$ -4,759.09</b>
<b>Total Current Liabilities</b>	<b>\$ -4,846.25</b>
Long-Term Liabilities	
Convertible Notes 10% 12.31.2017	0.00
Convertible Revenue 5% Notes 12.31.2021	0.00
Debt Discount	0.00
Notes Payable	152,731.00
<b>Total Long-Term Liabilities</b>	<b>\$152,731.00</b>
<b>Total Liabilities</b>	<b>\$147,884.75</b>
Equity	
Additional Paid-In Capital	956,591.57
Adjusted Net Equity	0.00
Common Stock	572.43
Preferred A Stock	0.00
Retained Earnings	-1,078,495.11
Stockholder Redemptions	0.00
Net Income	114,758.63
<b>Total Equity</b>	<b>\$ -6,572.48</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$141,312.27</b>

## Union Discount Mortgage, Inc.

## Statement of Cash Flows

January - March, 2021

	TOTAL
<b>OPERATING ACTIVITIES</b>	
Net Income	114,758.63
Adjustments to reconcile Net Income to Net Cash provided by operations:	0.00
Bank of America (4115)	-1,842.34
BofA L4L Visa	-47.30
Citicard Visa	-388.16
Direct Deposit Payable	0.00
Payroll Liabilities:CA PIT / SDI	-58.95
Payroll Liabilities:CA SUI / ETT	866.25
Payroll Liabilities:Federal Taxes (941/944)	-252.58
Payroll Liabilities:Federal Unemployment (940)	22.50
<b>Total Adjustments to reconcile Net Income to Net Cash provided by operations:</b>	<b>-1,700.58</b>
<b>Net cash provided by operating activities</b>	<b>\$113,058.05</b>
<b>INVESTING ACTIVITIES</b>	
Investment Club	-75,950.00
<b>Net cash provided by investing activities</b>	<b>\$ -75,950.00</b>
<b>NET CASH INCREASE FOR PERIOD</b>	<b>\$37,108.05</b>
Cash at beginning of period	11,744.22
<b>CASH AT END OF PERIOD</b>	<b>\$48,852.27</b>



## Union Discount Mortgage, Inc.

## Profit and Loss

January - March, 2021

	TOTAL
Income	
Gross Broker Fee Income	286,188.14
Post Closing Rebates	-9,021.00
<b>Total Income</b>	<b>\$277,167.14</b>
GROSS PROFIT	<b>\$277,167.14</b>
Expenses	
Advertising & Marketing	104.85
Appraisals	250.00
Automobile	56.27
Commissions	79,731.88
Communications	237.66
Credit Reports	2,059.19
Insurance	2,491.12
Interest Paid	731.00
Legal & Professional Services	1,200.00
Licensing & Bonding	100.00
Meals	486.88
Office Supplies & Software	440.93
Office/General Administrative Expenses	49.00
Payroll Expenses	0.00
Taxes	7,592.88
Wages	64,242.00
<b>Total Payroll Expenses</b>	<b>71,834.88</b>
Repairs & Maintenance	137.50
Taxes Paid	2,295.38
Telephones	201.97
<b>Total Expenses</b>	<b>\$162,408.51</b>
NET OPERATING INCOME	<b>\$114,758.63</b>
NET INCOME	<b>\$114,758.63</b>

**LOANS4LESS.COM, INC.**  
**STATEMENT OF CHANGES IN STOCKHOLDERS EQUITY**

MARCH 31, 2021  
(Unaudited)

	<u>Common Stock Shares</u>	<u>Additional Paid-in-Capital</u>	<u>Retained Deficit</u>	<u>Total Equity</u>
Balance Jan 01, 2021	57,243,274	\$ 956,592	\$ (1,078,495)	\$ (6,573)
Issuance of Common Stock		572		
Q1 Net Income EPS \$0.002			114,758	
Balance March 31, 2021	<u>57,243,274</u>	<u>957,164</u>	<u>(963,737)</u>	<u>(6,573)</u>

LOANS4LESS.COM, INC. AND SUBSIDIARY  
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
PERIOD ENDING MARCH 31, 2021

A. **SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES:**

(1) Description of Business

Loans4Less.com, Inc. "the Company" was incorporated in Delaware on June 30, 1999 and was operationally inactive prior to its consolidation with Union Discount Mortgage, Inc. on January 1, 2005.

On January 1, 2005, the Company exchanged 25,000,000 shares of its common stock and 21,500,000 shares of Series A preferred stock for all 100 shares of Union Discount Mortgage, Inc. After the exchange Union Discount Mortgage, Inc. became a wholly owned subsidiary of the Company.

Prior period financial statements have been retroactively re-stated and re-named to show the capitalization of Loans4Less.com, Inc. while at the same time maintaining the historical financial data of the acquired company Union Discount Mortgage, Inc.

(2) Cash and Cash Equivalents

For purposes of the statement of cash flows, the Company considers all highly liquid debt investments purchased with a maturity of three months or less to be cash equivalents.

(3) Marketable Securities

The Company may invest in various equity or debt instruments. The Company accounts for such investments in accordance with Statements of Financial Accounting Standards No. 115 and 130 "Accounting for Certain Investments in Debt and Equity Securities" and "Reporting Comprehensive Income," respectively.

Management determines the appropriate classification of its investments at the time of acquisition and evaluates such determination at each balance sheet date. Trading securities are carried at fair value, with unrealized trading gains and losses included current period income. Available-for-sales securities are carried at fair value with unrealized gains and losses included in other comprehensive income. Realized gains and losses are included in current period income for both types of securities. Investments classified as held-to-maturity are carried at amortized cost. In determining realized gains and losses, the cost of the securities sold is based on the first in, first out method.

Investment securities are exposed to various risks, such as interest rate, market and credit. Due to the level of risk associated with certain investment securities and the level of uncertainty related to changes in the value of investment securities, it is at least reasonably possible that changes in risks in the near term would materially affect the amounts reported in the balance sheet and the statement of income and stockholder's earnings.

A. **SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED):**

(4) Property and Equipment

Property and equipment are stated at cost. Additions, renewals, and betterments are capitalized, while expenditures for maintenance and repairs are charged to expense. The cost and related accumulated depreciation accounts are removed when items are sold, and the resulting gain or loss is reflected in income.

It is the policy of the Company to provide depreciation based on the estimated useful life of the individual units of property and equipment. The depreciation methods and the estimated useful lives used as the basis for the application of those methods are 3-5 years with Straight Line Depreciation.

(5) Use of Estimates

The preparation of financial statements in conformity with general accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities at the date of the financial statements and the reported amounts of revenues of expenses during the reporting period. Actual results could differ from those estimates.

(6) Income Taxes

The Company utilizes SFAS No. 109, Accounting for Income Taxes, which requires an asset and liability approach to financial accounting and reporting for income taxes. The difference between the financial statements and tax basis assets and liabilities is determined annually. Deferred income tax assets and liabilities are computed for those differences that have future tax consequences using the currently enacted tax laws and rates that apply to the periods in which they are expected to affect taxable income. Valuation allowances are established, if necessary, to reduce the deferred tax asset to the amount that will more likely than not be realized. Income tax expense is the current tax payable or refundable for the period plus or minus the net change in the deferred tax assets or liabilities.

LOANS4LESS.COM, INC. AND SUBSIDIARY  
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
(CONTINUED) MARCH 31, 2021

A. **SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED):**

(7) Consolidation

Union Discount Mortgage, Inc. is a wholly owned subsidiary of the Company. Accordingly, the financial statements are presented as a consolidation. Because the Company does not have material transactions of its own and all business is conducted through Union Discount Mortgage, Inc., management does not show the two entities separately. There were no eliminating entries.

(8) Earnings (Loss) per Common Share and Revenue Recognition

Earnings (Loss) per share are computed using the number of shares outstanding. The Company adopts cash accounting on its commission revenues as each transaction records. Accrued Income is only accounted for when transaction(s) have settled but not yet paid out.

**US TREASURY SBA 3.750% NOTE DUE JULY 17, 2050**

The Company has made payments in advance of the SBA deferred payment schedule which commences on 07/16/21.

B. **PROFIT SHARING PLAN**

The Company paid out \$17,310 in IRA Q1 2021 SEP Contributions.

C. **OPERATING RESIDENTIAL OFFICE SPACE**

The Company and its Subsidiary use the same residential work space located at 22409 Susana Avenue, Torrance, CA 90505

LOANS4LESS.COM, INC. AND SUBSIDIARY  
NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS  
(CONTINUED)

D. **CAPITAL STRUCTURE**

The Company is authorized to issue 25,000,000 shares of preferred stock with a par value of \$0.00001 per share.

The Board of Directors originally designated 1,000,000 shares of the Company's preferred stock as Series B (6.750%) Convertible Preferred Stock. As of December 31, 2009 all the Series B shares were redeemed.

The Series B Preferred Stock is entitled to dividend payments at a rate of 6.750% per annum based on the principal amount paid to the Company for each share. This preferred stock ranks senior as to rights upon liquidation, dissolution or winding up of the Company and has no voting rights. Each share of the Series B preferred stock is convertible into one share of common stock at any time. The Board of Directors has designated 21,500,000 shares of the Company's preferred stock as Series A Convertible Preferred Stock. All 21,500,000 shares of the Series A preferred stock have been converted into common stock.

**Exact Title and Name of the Securities**

The articles of incorporation authorize the issuer to issue 250,000,000 shares of common stock with a par value of \$0.00001 per share and 25,000,000 shares of preferred stock with a par value of \$0.00001 per share. The CUSIP number for the common stock is 53945X104. There are 57,243,274 shares of common stock outstanding at March 31, 2021. The common stock is quoted under the symbol LFLS. There have been no dividends declared or paid on the Company's common stock.

The Company has authorized 21,500,000 shares of convertible Series A Preferred Stock ("Series A") with a par value of \$0.00001 per share. The Series A is convertible into one share of the Company's common stock, has voting rights of ten votes per share held and has liquidation preference equal to \$0.00001 per share before any payment or distribution shall be made on common stock. There are no shares of Series A outstanding.

The Company has authorized 1,000,000 shares of convertible Series B Preferred Stock ("Series B") with a par value of \$0.00001 per share. The Series B is convertible into one share of the Company's common stock, has no voting rights and has liquidation preference equal to \$0.00001 per share before any payment or distribution shall be made on common stock. Each share of the Series B shall be entitled to a dividend at a rate of 6.750% per annum of the amount paid for such share. There are no shares of Series B outstanding.

## **Stock Issuance & Redemption History**

All newly issued common shares contain a Restricted Legend for 12 months (1) stating the shares have not been registered under the Securities Act, and (2) setting forth or referring to the restrictions on transferability and sale of the shares under the Securities Act. Issuances and Redemptions of all securities, including Notes, Common Stock and Cashless Warrants are fully disclosed in the Notes to the Financial Statements pages herein.

### **F. Cashless Common Stock Warrants Issued & Outstanding**

#9.Denise DaVinci	1,000,000 @ \$0.075 Expiry 03/13/2022
<b>Total</b>	<b>1,000,000</b>

### **G STOCK BASED COMPENSATION**

The Company accounts for its stock based compensation based on provisions in SFAS No. 123, "Accounting for Stock Based Compensation," which utilizes the fair method for the valuation of its securities given as compensation.

### **AFFIRMATIVE STATEMENT REGARDING THE ACCURACY OF THESE FINANCIAL STATEMENTS.**

It is the opinion of management that all adjustments necessary for a fair statement of results for the interim period have been included. All adjustments are of normal recurring nature.

## **Management's Discussion & Analysis or Plan of Operations**

The following management's discussion and analysis of financial condition and results of operations (MD&A) is intended to help the reader understand the results of operations and financial condition of the Company. The MD&A is provided as a supplement to, and should be read in conjunction with, our consolidated financial statements and the accompanying notes to the annual financial statements.

### **Management's Discussion and Analysis and Results of Operations for the period ended March 31, 2021 compared to March 31, 2020**

Loans4Less.com, Inc. is the public holding company for Union Discount Mortgage, Inc., which is a California Real Estate & Mortgage Broker Corporation. The Company controls the rights to certain intellectual property, including but not limited to, [Loans4Less.com](http://Loans4Less.com) and its Federal Service Mark. Revenues rose 177% for the period ended March 31, 2021 increasing by \$177,058 from \$100,109 to \$277,167 as compared to the period ended March 31, 2020

Net Income for the period ended March 31, 2021 was \$114,758 compared with Net Income of \$7,724 for the period ended March 31, 2020.

Total Expenses for the period ended March 31, 2021 amounted to \$162,409 compared with \$92,385 for the period ended March 31, 2020.

**Period Ended March 31, 2021 Compared to Period Ended March 31, 2020**

The following is a summary of the quarterly results:

		<b>Q1 2021 unaudited</b>		<b>Q1 2020 unaudited</b>
Revenues	\$	277,167	\$	100,109
Operating Expenses	\$	162,409	\$	92,385
Net Income	\$	114,758	\$	7,724
Common Stock Issued & Outstanding as of March 31, 2021.		57,243,274		56,870,480
See Statement of Stock Holders Total Equity				

**Overview**

Loans4Less.com, Inc. is the holding company for Union Discount Mortgage, Inc. a CA Real Estate Corporation. The Company controls the rights to certain intellectual property, including but not limited to, Loans4Less.com and its Federal Service Mark - Loans4Less®. Loans4Less.com advertises and originates competitive Conforming, Jumbo & Reverse and Non-QM mortgages.

**Forward-Looking Statement**

This release contains certain forward-looking statements that involve risks and uncertainties that could cause actual results to be materially different from historical results or from any future results expressed or implied by such forward-looking statements. Such forward-looking statements include statements regarding our intended plans regarding activities. You are urged to consider statements that include words to be uncertain and forward-looking. Any forward-looking statements are made pursuant to Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, Safe Harbor Statement under the Private Securities Litigation Reform Act of 1995 and, as such, speak only as of the date made. Loans4Less.com, Inc. undertakes no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.

**Intangible Assets not reflected on Balance Sheet**

The Company believes that it retains substantial value for its intangible assets based on certain factors for [Loans4Less.com](http://Loans4Less.com), goodwill, domain name portfolio and our Principal Registered Federal Service Mark - Loans4Less®

**Outlook 2021**

The Company is increasing its revenues from realtor and client referrals and expects steady origination volumes to continue due to the low interest rate mortgage market.



## 5) Issuer's Business, Products and Services

The purpose of this section is to provide a clear description of the issuer's current operations. In answering this item, please include the following:

- A. Summarize the issuer's business operations (If the issuer does not have current operations, state "no operations")

Union Discount Mortgage, Inc. (100% owned subsidiary) enters into mortgage industry standard 'best efforts' wholesale lender/broker agreements and transacts as Mortgage Broker / Loan Originator serving consumers in CA residential mortgages.

- B. Describe any subsidiaries, parents, or affiliated companies, if applicable, and a description of their business contact information for the business, officers, directors, managers or control persons. Subsidiary information may be included by reference.

Union Discount Mortgage, Inc. *DBA* Loans4Less.com (100% owned subsidiary)  
Attention: Steven Mark Hershman, President & Broker.

- C. Describe the Issuer's principal products or services, and their markets.

CA Mortgage Loan Origination & Real Estate Brokerage Services.  
California DRE #01166995 – NMLS LICENSE #235831

## 6) Issuer's Facilities

The goal of this section is to provide a potential investor with a clear understanding of all assets, properties or facilities owned, used or leased by the issuer.

In responding to this item, please clearly describe the assets, properties or facilities of the issuer, give the location of the principal plants and other property of the issuer and describe the condition of the properties. If the issuer does not have complete ownership or control of the property (for example, if others also own the property or if there is a mortgage on the property), describe the limitations on the ownership.

If the issuer leases any assets, properties or facilities, clearly describe them as above and the terms of their leases.

The Company uses residential office space located at 22409 Susana Avenue, Torrance, CA 90505. The Company does not own any real property, it is a service business. The Company via Union Discount Mortgage, Inc. controls intangible assets, such as Loans4Less.com and its Principal Federal Service Mark - Loans4Less®.

## 7) Officers, Directors, and Control Persons as of Period Ended March 31, 2021

The goal of this section is to provide an investor with a clear understanding of the identity of all the persons or entities that are involved in managing, controlling or advising the operations, business development and disclosure of the issuer, as well as the identity of any significant or beneficial shareholders.

Using the tabular format below, please provide information regarding any person or entity owning 5% of more of the issuer, as well as any officer, and any director of the company, regardless of the number of shares they own. **If any listed are corporate shareholders or entities, provide the name and address of the person(s) beneficially owning or controlling such corporate shareholders, or the name and contact information of an individual representing the corporation or entity in the note section.**

**SECURITY OWNERSHIP OF CERTAIN BENEFICIAL OWNERS AND MANAGEMENT**

<b>Name of Officer/Director and Control Person</b>	<b>Affiliation with Company (e.g. Officer/Director/Owner of more than 5%)</b>	<b>Residential Address (City / State Only)</b>	<b>Number of shares owned</b>	<b>Share Class</b>	<b>Ownership Percentage of Class Outstanding</b>	<b>Notes</b>
Steven Mark Hershman	Chairman, CFO, Treasurer & Director	Torrance, CA	45,013,189	Common	78.634%	See Note #2
Richard Ian Hershman	Non-Affiliate	London, England	3,785,400	Common	6.612%	See Item 3A 02/07/2018
Daniela Haynie	Director	Hermosa Beach, CA	2,257,000	Common	3.942%	See Note #3
*Marc C. Phelps CPA*	Director	Hawthorne, CA	350,000	Common	0.611%	
Union Co-op Investment Club	Affiliate	Torrance, CA	573,578	Common	1.002%	See Note #4
<b>Total</b>			<b>51,979,167</b>	<b>Common</b>	<b>90.803%</b>	

- (1) Unless otherwise indicated, the address of each director, executive officer and person beneficially owning more than 5% of the outstanding shares of our common stock is c/o Loans4Less.com, Inc. 22409 Susana Avenue, Torrance, CA 90505
- (2) Steven Mark Hershman is the beneficial owner of the Steven M. Hershman Revocable Trust that controls 43,748,389 shares of Record plus 1,214,500 shares and 50,300 shares respectively FBO Steven Mark Hershman IRA held in Street Name as Restricted Stock.
- (3) Includes 2,000 shares owned by Jack Haynie, spouse of Daniela Haynie and 5,000 shares FBO Daniela F. Haynie IRA held in Street Name as Restricted Stock.
- (4) Union Co-op Investment Club purchases LFLS stock from time to time in the open market and expects to allocate the Club's public shares as to third-party non-affiliated Mortgage Loan Originators who join the proposed Loans4Less.com national loan origination network, expected to be launched in 2021.

\*Denotes directors who meet our criteria for independence\*

<b>Name</b>	<b>Age</b>	<b>Position</b>
Steven Mark Hershman	63	Chairman of the Board of Directors, CFO, Treasurer
Daniela Haynie	49	Member of the Board of Directors, Executive Vice President, Sr. Underwriting & Processing Manager.
*Marc C. Phelps, CPA*	60	Member of the Board of Directors.

### **Board of Directors Background Information**

**Steven Mark Hershman, President, Treasurer, CFO and Chairman of the Board** of the Company and has devoted substantially all his efforts to the development of Loans4Less.com which serves as a mortgage broker primarily in the California residential mortgage place. A citizen of the United States and the UK, Mr. Hershman holds a California Real Estate Broker License and he started his career on the London Stock Exchange in 1977 becoming a Member of The London Stock Exchange in 1981. Between 1982 and 1990 Mr. Hershman worked for Thomson McKinnon Securities, Inc. and Ladenburg, Thalmann Members of The New York Stock Exchange. In 1990, Mr. Hershman became a mortgage broker prior to forming Union Discount Mortgage, Inc. in April 1993.

**Daniela F. Haynie, Director, Executive Vice President & Underwriting Manager** processes and closes the mortgage loan transactions. Ms. Haynie has worked with the Company since October, 2001. From August, 1997 to October 2001, Ms. Haynie worked as a mortgage loan underwriter assisting loan originators in processing and closing mortgage loan transactions for Crestwood Mortgage Company, Torrance, California, a company specializing in residential mortgages. Ms. Haynie graduated from the University of Sao Judas Tadeu (Sao Paulo, Brazil) in 1995 and moved to the United States in March, 1996.

**Marc C. Phelps, CPA & Director.** Mr. Phelps has been working in public accounting since 1982 assisting small businesses in the areas of taxation, setup and maintenance of accounting systems and business management. Since 1999, Mr. Phelps has also helped small businesses with the audit process both as the auditor and as a consultant assisting small companies to get ready for audits. Mr. Phelps is a Certified Public Accountant licensed to practice in the State of California. In 1999, he received a Bachelor of Science degree in Business Administration (Magna Cum Laude) from California State University Dominguez Hills.

### **8) Legal/Disciplinary History**

A. Please identify whether any of the persons listed above have, in the past 10 years, been the subject of:

1. A conviction in a criminal proceeding or named as a defendant in a pending criminal proceeding (excluding traffic violations and other minor offenses); **NONE**
2. The entry of an order, judgment, or decree, not subsequently reversed, suspended or vacated, by a court of competent jurisdiction that permanently or temporarily enjoined, barred, suspended or otherwise limited such person's involvement in any type of business, securities, commodities, or banking activities; **NONE**
3. A finding or judgment by a court of competent jurisdiction (in a civil action), the Securities and Exchange Commission, the Commodity Futures Trading Commission, or a state securities regulator

of a violation of federal or state securities or commodities law, which finding or judgment has not been reversed, suspended, or vacated; **NONE**

4. The entry of an order by a self-regulatory organization that permanently or temporarily barred, suspended, or otherwise limited such person's involvement in any type of business or securities activities..**NONE**

B. Describe briefly any material pending legal proceedings, other than ordinary routine litigation incidental to the business, to which the issuer or any of its subsidiaries is a party or of which any of their property is the subject. Include the name of the court or agency in which the proceedings are pending, the date instituted, the principal parties thereto, a description of the factual basis alleged to underlie the proceeding and the relief sought. Include similar information as to any such proceedings known to be contemplated by governmental authorities. **NONE**

**9) Third Party Providers**

Please provide the name, address, telephone number and email address of each of the following outside providers:

**Securities Counsel**

Christopher Dieterich, Attorney-At-Law  
11835 W. Olympic Blvd., Suite 1235E,  
Los Angeles, CA (310) 312-6888  
venturelaw@gmail.com

**Accountant**

Marc C. Phelps, CPA  
222 N. Pacific Coast Highway, Suite 200,  
El Segundo, CA 90245  
310-364-5288  
mphelps@phelpsaccounting.com

**Investor Relations Consultant: NONE**

**Other Service Providers: NONE**

Provide the name of any other service provider(s), including, counsel, advisor(s) or consultant(s) that assisted, advised, prepared or provided information with respect to this disclosure statement, or provided assistance or services to the issuer during the reporting period: **NONE**

## 10) **ISSUER CERTIFICATION**

### ***Principal Executive Officer:***

The issuer shall include certifications by the chief executive officer and chief financial officer of the issuer (or any other persons with different titles but having the same responsibilities).

I, Steven Mark Hershman hereby certify that:

1. I have reviewed this Annual Report Statement of Loans4Less.com, Inc.
2. Based on my knowledge, this disclosure statement does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this disclosure statement; and
3. Based on my knowledge, the financial statements, and other financial information included or incorporated by reference in this disclosure statement, fairly present in all material respects the financial condition, results of operations and cash flows of the issuer as of, and for, the periods presented in this disclosure statement.

DocuSigned by:  
*Steven Mark Hershman*  
191CB33C4A914E1...

5/7/2021

Steven Mark Hershman

Loans4Less.com, Inc.

Chairman of The Board of Directors

Chief Financial Officer & Treasurer

**Certificate Of Completion**

Envelope Id: B349037F688547479EA197E730E4CA5C  
 Subject: LFLS Q1 2021 Report.pdf  
 Source Envelope:  
 Document Pages: 21  
 Certificate Pages: 5  
 AutoNav: Enabled  
 Envelope Stamping: Enabled  
 Time Zone: (UTC-08:00) Pacific Time (US & Canada)

Status: Completed  
 Envelope Originator:  
 Steven Mark Hershman  
 22409 Susana Avenue  
 Torrance, CA 90505  
 steve@loans4less.com  
 IP Address: 47.153.26.232

**Record Tracking**

Status: Original  
 5/7/2021 10:17:58 PM  
 Holder: Steven Mark Hershman  
 steve@loans4less.com  
 Location: DocuSign

**Signer Events**

Steven Mark Hershman  
 steve@loans4less.com  
 Principal Loan Originator  
 Loans4Less.com  
 Security Level: Email, Account Authentication (None)

**Signature**

DocuSigned by:  
  
 191CB33C4A914E1...  
 Signature Adoption: Pre-selected Style  
 Using IP Address: 47.153.26.232

**Timestamp**

Sent: 5/7/2021 10:18:07 PM  
 Viewed: 5/7/2021 10:18:17 PM  
 Signed: 5/7/2021 10:26:40 PM  
 Freeform Signing

**Electronic Record and Signature Disclosure:**  
 Not Offered via DocuSign

**In Person Signer Events**

**Signature**

**Timestamp**

**Editor Delivery Events**

**Status**

**Timestamp**

**Agent Delivery Events**

**Status**

**Timestamp**

**Intermediary Delivery Events**

**Status**

**Timestamp**

**Certified Delivery Events**

**Status**

**Timestamp**

**Carbon Copy Events**

**Status**

**Timestamp**

Chris Dieterich  
 venturelaw@gmail.com  
 President  
 Security Level: Email, Account Authentication (None)

**COPIED**

Sent: 5/7/2021 10:26:41 PM

**Electronic Record and Signature Disclosure:**  
 Not Offered via DocuSign

Marc C. Phelps, CPA  
 mphelps@phelpsaccounting.com  
 Security Level: Email, Account Authentication (None)

**COPIED**

Sent: 5/7/2021 10:26:41 PM

**Electronic Record and Signature Disclosure:**  
 Accepted: 8/10/2016 3:48:47 PM  
 ID: 5eb81718-e788-4508-8fe8-5d8a5ab4d112

**Witness Events**

**Signature**

**Timestamp**

**Notary Events**

**Signature**

**Timestamp**

<b>Envelope Summary Events</b>	<b>Status</b>	<b>Timestamps</b>
Envelope Sent	Hashed/Encrypted	5/7/2021 10:18:07 PM
Certified Delivered	Security Checked	5/7/2021 10:18:17 PM
Signing Complete	Security Checked	5/7/2021 10:26:40 PM
Completed	Security Checked	5/7/2021 10:26:41 PM

<b>Payment Events</b>	<b>Status</b>	<b>Timestamps</b>
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<b>Electronic Record and Signature Disclosure</b>
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## **ELECTRONIC RECORD AND SIGNATURE DISCLOSURE**

From time to time, Loans4Less.com (we, us or Company) may be required by law to provide to you certain written notices or disclosures. Described below are the terms and conditions for providing to you such notices and disclosures electronically through the DocuSign, Inc. (DocuSign) electronic signing system. Please read the information below carefully and thoroughly, and if you can access this information electronically to your satisfaction and agree to these terms and conditions, please confirm your agreement by clicking the 'I agree' button at the bottom of this document.

### **Getting paper copies**

At any time, you may request from us a paper copy of any record provided or made available electronically to you by us. You will have the ability to download and print documents we send to you through the DocuSign system during and immediately after signing session and, if you elect to create a DocuSign signer account, you may access them for a limited period of time (usually 30 days) after such documents are first sent to you. After such time, if you wish for us to send you paper copies of any such documents from our office to you, you will be charged a \$0.00 per-page fee. You may request delivery of such paper copies from us by following the procedure described below.

### **Withdrawing your consent**

If you decide to receive notices and disclosures from us electronically, you may at any time change your mind and tell us that thereafter you want to receive required notices and disclosures only in paper format. How you must inform us of your decision to receive future notices and disclosure in paper format and withdraw your consent to receive notices and disclosures electronically is described below.

### **Consequences of changing your mind**

If you elect to receive required notices and disclosures only in paper format, it will slow the speed at which we can complete certain steps in transactions with you and delivering services to you because we will need first to send the required notices or disclosures to you in paper format, and then wait until we receive back from you your acknowledgment of your receipt of such paper notices or disclosures. To indicate to us that you are changing your mind, you must withdraw your consent using the DocuSign 'Withdraw Consent' form on the signing page of a DocuSign envelope instead of signing it. This will indicate to us that you have withdrawn your consent to receive required notices and disclosures electronically from us and you will no longer be able to use the DocuSign system to receive required notices and consents electronically from us or to sign electronically documents from us.

### **All notices and disclosures will be sent to you electronically**

Unless you tell us otherwise in accordance with the procedures described herein, we will provide electronically to you through the DocuSign system all required notices, disclosures, authorizations, acknowledgements, and other documents that are required to be provided or made available to you during the course of our relationship with you. To reduce the chance of you inadvertently not receiving any notice or disclosure, we prefer to provide all of the required notices and disclosures to you by the same method and to the same address that you have given us. Thus, you can receive all the disclosures and notices electronically or in paper format through the paper mail delivery system. If you do not agree with this process, please let us know as described below. Please also see the paragraph immediately above that describes the consequences of your electing not to receive delivery of the notices and disclosures



electronically from us.

**How to contact Loans4Less.com:**

You may contact us to let us know of your changes as to how we may contact you electronically, to request paper copies of certain information from us, and to withdraw your prior consent to receive notices and disclosures electronically as follows:

To contact us by email send messages to: [steve@loans4less.com](mailto:steve@loans4less.com)

**To advise Loans4Less.com of your new e-mail address**

To let us know of a change in your e-mail address where we should send notices and disclosures electronically to you, you must send an email message to us at [steve@loans4less.com](mailto:steve@loans4less.com) and in the body of such request you must state: your previous e-mail address, your new e-mail address. We do not require any other information from you to change your email address..

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To inform us that you no longer want to receive future notices and disclosures in electronic format you may:

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- ii. send us an e-mail to [steve@loans4less.com](mailto:steve@loans4less.com) and in the body of such request you must state your e-mail, full name, US Postal Address, and telephone number. We do not need any other information from you to withdraw consent.. The consequences of your withdrawing consent for online documents will be that transactions may take a longer time to process..

**Required hardware and software**

Operating Systems:	Windows® 2000, Windows® XP, Windows Vista®; Mac OS® X
Browsers:	Final release versions of Internet Explorer® 6.0 or above (Windows only); Mozilla Firefox 2.0 or above (Windows and Mac); Safari™ 3.0 or above (Mac only)
PDF Reader:	Acrobat® or similar software may be required to view and print PDF files
Screen Resolution:	800 x 600 minimum
Enabled Security Settings:	Allow per session cookies

\*\* These minimum requirements are subject to change. If these requirements change, you will be asked to re-accept the disclosure. Pre-release (e.g. beta) versions of operating systems and browsers are not supported.

**Acknowledging your access and consent to receive materials electronically**

To confirm to us that you can access this information electronically, which will be similar to other electronic notices and disclosures that we will provide to you, please verify that you were able to read this electronic disclosure and that you also were able to print on paper or electronically save this page for your future reference and access or that you were able to e-mail this disclosure and consent to an address where you will be able to print on paper or save it for your future reference and access. Further, if you consent to receiving notices and disclosures exclusively in electronic format on the terms and conditions described above, please let us know by clicking the 'I agree' button below.

By checking the 'I agree' box, I confirm that:

- I can access and read this Electronic CONSENT TO ELECTRONIC RECEIPT OF ELECTRONIC RECORD AND SIGNATURE DISCLOSURES document; and
- I can print on paper the disclosure or save or send the disclosure to a place where I can print it, for future reference and access; and
- Until or unless I notify Loans4Less.com as described above, I consent to receive from exclusively through electronic means all notices, disclosures, authorizations, acknowledgements, and other documents that are required to be provided or made available to me by Loans4Less.com during the course of my relationship with you.