

Collateral, guarantees, covenants, and default

Cost comparison

Premium lesson companion

Teaching brief • applied vocabulary • guided workbook • knowledge check • answer guide

Name _____

Date _____

Collateral, guarantees, covenants, and default

Agreements may create claims on assets, owner obligations, reporting duties, performance tests, and remedies. These terms require careful professional review.

The deeper idea

Collateral creates a claim against property; a guarantee may create personal responsibility. Scope, priority, cross-collateralization, release, and enforcement language require review.

Learning objectives

- Explain collateral using the lesson's governing facts.
- Distinguish personal guarantee from an assumption or promotional summary.
- Show how covenant changes cost, timing, control, responsibility, or risk.
- Complete the cost comparison using traceable source information.

Vocabulary in action

collateral	Locate it in source material and state what it measures or governs.
personal guarantee	Use it to make the comparison concrete instead of relying on a label.
covenant	Name who carries responsibility, what triggers it, and which control makes it visible.

Move from information to a responsible next step.

1. Define the exact question

State the purpose, deadline, and consequence of delay. Connect the question to this lesson and its governing evidence.

2. Gather governing evidence

Collect current agreements, statements, official disclosures, operating records, or program instructions. Record the source and date.

3. Apply the vocabulary

Locate collateral, personal guarantee, and covenant in the real document or process. Translate each into a dollar, date, action, control, or responsibility.

4. Test a difficult case

Change one important assumption - timing, volume, cost, income, access, or support - and explain whether the plan still works.

5. Record the decision

Choose proceed, revise, compare, seek qualified review, or stop. Name the next action, its owner, and the review date.

Applied scenario

A learner must make this decision this month. The learner gathers governing records, locates collateral, personal guarantee, and covenant, and completes the assignment. The decision pauses if the difficult-case test exposes an obligation or operating risk that cannot be managed.

Cost comparison

Mark every obligation, reporting date, restriction, trigger, and remedy in a sample term sheet.

Purpose: What exact decision does this lesson support?

Evidence: Which source documents prove the facts? Include dates.

Terms: Where do collateral, personal guarantee, and covenant appear, and what does each change?

Stress-test and decision record

Stress test: Which assumption is most fragile, and what happens if it fails?

Decision record: What is the next action, who owns it, and when will it be reviewed?

My recorded status
☐ Proceed ☐ Revise ☐ Compare ☐ Seek qualified review ☐ Stop

Confirm your understanding.

1. State the central teaching in your own words.

2. How do collateral and personal guarantee work together?

3. What evidence is strong enough to use?

4. What would make the plan pause?

5. What belongs in the finished assignment?

Compare reasoning, not just wording.

1. State the central teaching in your own words.

Collateral creates a claim against property; a guarantee may create personal responsibility. Scope, priority, cross-collateralization, release, and enforcement language require review.

2. How do collateral and personal guarantee work together?

Define each, locate both in source material, and explain their combined effect on the decision.

3. What evidence is strong enough to use?

Current, relevant, traceable information from an agreement, statement, official source, operating record, or qualified professional.

4. What would make the plan pause?

A missing governing fact, unsupported claim, unmanageable stress case, or inability to explain the responsibility attached to covenant.

5. What belongs in the finished assignment?

Purpose, sources, term definitions, comparison or calculation, difficult-case result, unanswered questions, responsible owner, and review date.

Education-only boundary

This resource provides general education. It does not submit applications, negotiate with providers, handle customer funds, promise outcomes, or replace individualized guidance from an appropriately qualified professional.