

# EQUIPMENT FINANCING *Fact Sheet*

## BENEFITS OF LEASING

### Financial Savings

- 100% financing
- Equipment is paid for during its useful life
- Bank line of credit is not depleted
- Cash reserves are protected
- Significant potential tax benefits

### Flexibility

- Quick turnaround
- Customized payment schedules- deferrals, step payments, etc.
- Wider variety of qualifying equipment types - credit decision weighs more heavily your customer's credit than equipment type
- Customer avoids the risk of equipment obsolescence

## COMMONLY LEASED EQUIPMENT

- Audio/Visual Equipment
- Auto Maintenance
- Air Compressors
- Cash Registers
- Computers
- Commercial Vehicles
- Construction Equipment
- Dental Equipment
- Film/Photo Equipment
- Fork Lifts
- Lab Equipment
- Landscaping Equipment
- Laser Equipment
- Manufacturing Equipment
- Medical Equipment
- Microfiche Printers
- Nursery Equipment
- Office Equipment
- Portable Buildings
- Printing/Publication
- Software

### What type of equipment will you finance?

Just about anything! We finance a wide range of equipment types from computer equipment and office machines to industrial equipment and commercial vehicles (new or used). If you are uncertain about a specific piece of equipment, give us a call.

### Why do businesses lease equipment?

Many of our customers lease because we take the hassle out of equipment financing. We offer application only up to \$75,000 and credit decisions in hours, not days. We can often finance industries traditionally thought of as high-risk including restaurants and dry cleaners (with the right credit); we finance equipment that doesn't always fit a loan (including computer software); we offer flexible payment plans; and lease financing does not count against a customer's exposure with the bank.

### How quickly can I be approved?

Our goal is to provide a credit decision in four hours or less for transactions under \$75,000. For larger transactions, we will have a credit decision in as little as eight hours.

### What is the rate on my lease?

Equipment leasing is similar to a rental agreement. We purchase the equipment and you rent it from us - paying for the use of the equipment. Payment plans vary depending on the following factors: term, transaction size, equipment, credit quality, security deposit and the end-of-lease option selected.

### How much will I be required to pay up-front?

Because we offer 100 percent financing, all that is required at lease signing is one security deposit (generally equal to one monthly payment) and a nominal origination fee. Keep in mind, the security deposit is refundable upon successful completion of the lease term.

### What terms do you offer for lease financing?

Most of our leases are structured on terms of either 12, 24, 36, 48 or 60 months. We will consider 72 month terms on a case-by-case basis.

#### FMV

##### Features:

The FMV (Fair Market Value) option provides the flexibility to purchase the equipment for fair market value, continue to rent or return the equipment at lease end.

##### Benefits:

- Protection from equipment obsolescence
- Lower lease payment
- Possible tax benefits
- No down payment

#### \$1 BUY-OUT

##### Features:

The \$1 Buy-Out option allows you to purchase the equipment for \$1 at lease end.

##### Benefits:

- Lowest buy-out price
- Low lease payment
- No down payment
- Ownership

#### 10% OPTION

##### Features:

The 10% Option offers the option to purchase the equipment for 10% of the invoice amount, continue to rent or return the equipment at lease end.

##### Benefits:

- Protection from equipment obsolescence
- Lower lease payment
- Possible tax benefits
- No down payment

#### 10% PUT OPTION

##### Features:

The 10% PUT (Purchase Upon Termination) option offers automatic ownership for 10% of the invoiced amount at lease end.

##### Benefits:

- Low lease payment
- No down payment
- Ownership

