

## Vendor Benefits

**Imagine for a moment a world of higher sales and increased profit margins.**

A business environment where you can quickly and easily overcome a buyer's budget or cost objections. A fast and easy sale where a customer doesn't worry about a lack of cash or inability to borrow money from its bank.

**At Your Lease Connection, our # 1 goal is to increase the sales and profitability of our Vendor Partners.**

Vendor finance and Lease programs provide equipment distributors, dealers and sellers the capability to offer customers a convenient way to acquire their products at the point of sale. Below are some of the benefits of partnering with Your Lease Connection...

- Increase Your Sales Volume
- Eliminate sticker shock
- Protect & Increase your profit Margins
- One Stop Shopping
- You Control the sale
- Improved Cash Flow
- Credit Approval & Funding
- Communication
- Earn Referral Fees
- Complete Funding & Flexibility

### **Increase Your Sales Volume**

By offering several low monthly payment options, you can sell your equipment to customers who otherwise can't afford one large capital expenditure.



### **Eliminate sticker shock**

Overcome price objections by allowing your customer to compare monthly payments to the benefits of your product which enables him to better appreciate and focus on the important points of your sales presentation.

### **Protect & Increase your profit Margins**

Low monthly payments offer a more affordable way for your customer to purchase your equipment without discounting your margins. Monthly payments can be reduced by lengthening the term rather than lowering the equipment price.

### **One Stop Shopping**

You not only provide the equipment, but also the lease/financing, therefore all of your customers needs are met and they will continue to come back and purchase from you in the future. Also, with our Master Lease Line and upgrade options, future add-ons for your customer are fast and easy.

### **You Control the sale**

Once your customer has signed your lease/finance proposal and written you a deposit check, they have stopped shopping and your competition is eliminated.

### **Improved Cash Flow**

It's no longer necessary to extend 30-90 terms to your customers; we pay in full generally within 24 hours of delivery and acceptance.

### **Credit Approval & Funding**

By using our online system, you will benefit from a state of the art e-business transaction routing system that guarantees the fastest turnaround time in the industry.



### **Communication**

Using our online system guarantees the highest and fastest levels of communication. Our system automatically generates e-mail updates and delivers them to you at key points during the process, you are **GUARANTEED** to be informed immediately. No more calling your finance company and asking "what's going on with my deal".

### **Earn Referral Fees**

In some cases depending on the amount of volume you refer, you can earn referral fees.

### **Complete Funding & Flexibility**

By offering 100% financing to your customers, they can add items to their lease like shipping, installation, training, taxes and various other soft costs to avoid up front out of pocket expenses.