



10

THINGS TO LOOK FOR IN A FINANCING PARTNER

A Quick Reference Guide From LEAF

LEAF's fast, easy, flexible financing
is a better way for customers to buy
— and a smarter way for you to sell.
And we've got 10 Things to Look for
in a Financing Partner.

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10 Things to Look for in a Financing Partner

#10

Fast Credit Decisions

Once your customer agrees to a deal, the last thing you need is financing delays. Slow credit response time can frustrate customers or even ruin deals. Be sure your financing company has a record of quick credit decisions. Over years of working with dealers like you, LEAF has engineered an automated process that provides decisions in just one hour or less for deals under \$150,000. LEAF is fast, so you can close the deal fast.

#9

Easy-to-Read Financing Documents

Why put up with pages and pages of financing applications and contracts only a lawyer could love? Complicated financing documents confuse customers, eat up time you could be spending on your business and make your life harder than it has to be. LEAF keeps financing simple and straightforward with one page applications and contracts written in plain English. Clear and concise, our documentation is easy to understand and simple to manage.

#8

Customizable Terms

The ability to meet the payment needs of customers facing seasonal cash flow variations and other changing business conditions can give you a powerful edge over competitors. Not only does it help you make the sale, it builds customer loyalty. After all, who doesn't want a dealer or reseller that makes things easy? LEAF makes it easy to be that dealer or reseller with financing that can be quickly customized to meet almost any business need, often with just a single phone call.

#7

Same Day Funding

Financing companies vary in the amount of time it takes to actually fund you after approving a deal. Some make you wait days to receive payment. Others make you jump through hoops that could delay your payment even longer. But LEAF pays you the same day we receive your invoice and completed contract, accelerating both your sales and your revenue.

#6

Financing Professionals Who Know Your Industry

Creating the best financing solutions for your customers takes people who are not only financing experts but also experts in your industry. When you're choosing a financing partner, look for one staffed with professionals who know your business and understand the needs of your customer base. LEAF has spent decades learning the needs of our dealers and optimizing our processes, products and services to deliver financing solutions that help their customers get the equipment and software they need, on terms that keep them coming back.

#5

100% Financing

One of the reasons customers choose financing is to conserve cash for other uses. But when financing doesn't cover related costs, such as delivery and installation, customers end up dipping into cash more than they'd like. LEAF offers 100% financing that covers everything needed to deliver a complete solution and rolls it all into a single affordable monthly payment.

#4

Anytime, Anywhere, Any Device Financing

Are you ready to close sales when your customers are ready to buy? If your financing solution isn't ready to go mobile, you may miss the deal. That's why LEAF has engineered its financing solution to work seamlessly on smartphones, tablets and other mobile devices, as well as desktop and laptop computers. With LEAF, if you've got a web browser and an Internet connection, you've got a 24/7 financing office that goes wherever you go.

#3

Financing, Plus

Rather than just financing the deals you bring it, a financing company should be a strategic partner dedicated to helping you sell more. At LEAF, we can help you increase your business with advice on closing more deals, faster. Techniques for building bigger deals. Even custom marketing materials, including flyers, websites, email campaigns and more, created by marketing experts. The cost for all these extras? Zero. At LEAF, that's just how we do business.

#2

Dedicated Representatives

Got a question on a financing program? Need advice on the best way to structure a deal? Who do you call? At some financing companies, you'll talk to whoever picks up the phone first. But not at LEAF, where you'll have access to your own Account Champion, who takes the time to get to know you and your business. Who understands where you are and where you want to go. And who is dedicated to helping you get there.

#1

Private-Label Financing

When customers choose your business, they're choosing a unique package of qualities and capabilities referred to as your brand. One of the best ways to build your brand is to add value to your offerings with private-label financing powered by LEAF. Not only does private-label financing closely associate your brand with affordable and flexible equipment or software acquisition, it builds relationships that keep customers coming back. And with LEAF, offering private-label financing is easy, because we take care of all of the details behind the scenes.

www.LEAFnow.com

