

TIGER TALES

FOR QUESTIONS,
COMMENTS, OR HELP:

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Leasing is a great closing tool to sell your equipment, software, and services.

Tiger Leasing has a variety of financing programs that allow for small monthly payments, a minimal cash outlay, preservation of bank lines, and the ability to upgrade to a more sophisticated technology during the lease.

Which Bottom Line On Your Proposal Will Close More Sales?

Total Equipment Cost = **\$125,000**

or

Monthly Lease Payment = **\$2,625**

It's a no-brainer. A monthly lease payment overcomes budgetary constraints, avoids "sticker shock" and allows you to increase the size of your sale! Always include a lease payment in all of your proposals.

Use leasing at the beginning of the sale to close it, not at the end of the sale to save it.

If you think leasing should only be suggested when your customer "just doesn't have the cash to pay for the equipment", then think again.

Quoting an estimated monthly payment in your proposals is a **POWERFUL CLOSING TOOL THAT WORKS!**

Leasing makes sense for ALL companies, even those that are cash rich. Companies use leasing to lower their tax bill, keep bank lines of credit undisturbed, meet budgetary requirements, as well as to conserve working capital.



Did you know?

A Siberian Tiger can withstand temperatures as low as -45° fahrenheit.

Have you heard about our new Tiger Vendor Elite Program? Visit our website at www.tigerleasing.com and you'll find valuable sales incentives and quick and easy sales tools to assist you in closing more business. Just go to the equipment vendor page and click on the button, which says: *Sell Smarter, Sell Faster, and Sell More.* To make quoting a lease payment a snap, download our easy-to-use LeaseQuote™ System. You can also download leasing applications or have customers apply directly online. So, visit www.tigerleasing.com today.

As always, whenever you have a leasing question, call us! We are here to support you by making your job of selling equipment easier, quicker, AND more profitable for you.

So to close more sales, make leasing an easy option for your customers. And know that with Tiger Leasing as your leasing partner, we'll be right there with you navigating the way through today's business jungle.