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## **7 Steps To Great Equipment Financing**

- 1.** Be proactive! Use leasing at the beginning of the sale to close it – not at the end of the sale to save it.
- 2.** Always mention leasing. Your customer may not know it's available.
- 3.** Know the benefits of leasing: Conserves cash, keeps bank lines open, provides tax benefits.
- 4.** Use leasing as a way to increase the size of your sale – low monthly payments so your customer can afford to acquire more equipment.
- 5.** Quote your price as a cost per use or per month. Present cost savings easily with a lease.
- 6.** Avoid collection problems with your customers and get paid quicker.
- 7.** Work with a leasing company that is aggressive, experienced, creative and professional: TIGER LEASING... With one phone call to us, we take care of everything.