



## 10 REASONS WHY A VENDOR SHOULD UTILIZE LII'S LEASING SERVICE

### 110% Financing

Unlike bank funding, LII not only finances the equipment you are selling, but also includes the shipping, delivery, installation, and training costs into your customer's payments. Our ability to finance the entire deal makes your sale and your customer's acquisition that much easier.

### You Will Be Paid In Full!

Much like that of a cash sale, Leasing Innovations will promptly pay you in full (providing that all steps in our leasing process have been completed). Vendor prepayment is also an option as some equipment transactions may require partial payment.

### Competitive

LII will help you remain competitive against other vendors by offering competitive rates to your customers.

### You Control the Sale With Financing

You could utilize leasing as a sales tool to generate business. Convert prospects into customers more quickly and easily by presenting each prospect with quotes to describe their leasing options. They won't have the opportunity to say no! If your customer is rate sensitive, LII offers our vendors the option to buy down the rate. This approach allows you to close the sale and make a profit!

### Eliminate Discounting

There will no longer be a need to discount your product in order to make it cash affordable. LII's low lease payments enable your customers to afford obtaining your equipment.

### It's Free And There's No Extra Work!

Simply presenting the option of leasing equipment to your customers not only comes at no cost to you, but time will be saved since the entire leasing process is conducted by LII. This will allow your sales team to close sales more quickly as they can focus on doing what they do best...selling!

### Financing Can Increase Sales

Utilize leasing as a sales tool to persuade your clients that it is feasible and affordable to acquire additional equipment of higher quality and larger volumes. Leasing translates into less up-front cash and the extra costs could be absorbed into low monthly payments.

### Leasing Promotes Repeat Business

Your customers may be more inclined to return to you with their additional equipment needs since the utilization of our lease purchase arrangement in your program makes it quick and easy to obtain equipment.

### Relationship Building

You will be building a partnership with LII as both businesses mutually have a stake in the client. We will work together to meet your customers' needs, ensure satisfaction, and build our relationship with them.

### Spread The Good News!

Word-of-mouth advertising has proven to be reputable and priceless when it is positive. LII will ensure customer satisfaction so that a client's opinion of you is sure to be first-rate.