



LCA LEASE CORPORATION OF AMERICA

Lease Corporation of America

- Headquartered in Troy, Michigan
- Since its corporate inception in 1988, LCA has successfully funded over \$525 million in capital equipment involving over 57,000 transactions
- Full-service financing company with dedicated leasing experts available to answer your calls
- Competitive Rates – LCA will attempt to match or beat any of our competitors' rates
- Prompt Service – Credit decisions within four hours on transactions under \$50,000
- Personalized service & flexible lease options provide a total financial solution



The Five-Step Leasing Process

You (the Lessee) choose a vendor, equipment and term for your lease.

Complete the one-page LCA application and fax it to LCA at 800.736.0218.

If approved, you must complete and sign all required documents, write any required checks and send the original documents to LCA.

You should have your vendor send us an invoice for your chosen equipment. Make sure the invoice includes serial numbers and a detailed product description.

After receiving and verifying all required items – including a certification that you have accepted the equipment – LCA pays your vendor.

Lease Corporation of America

3150 Livernois Road • Suite 300 • Troy, MI 48083

Phone: 800.800.8098 • Fax: 800.736.0218

www.leasecorp.com • E-Mail: marketing@leasecorp.com



Your Equipment Financing Solutions Provider

LCA

LEASE CORPORATION OF AMERICA

800.800.8098

How Leasing Benefits You

Through LCA's flexible programs, you can acquire the equipment you need now at a low monthly payment and experience some of leasing's benefits which include:

Fixed Payments: Unlike loans and credit cards, your lease payment is fixed throughout the term. It will not vary with interest rate changes. Fixed monthly payments make your equipment purchase more affordable without the upfront capital required for a cash sale.

Preserved Credit Lines: Your monthly lease payment does not affect your bank or credit lines. Most banks and credit card companies will reduce your existing available credit lines with every purchase via a credit card or loan.

Affordable Down Payment: LCA does not require a large upfront down payment like loans and credit card companies. Most of our programs start at a down payment of 5% instead of the 20% mandated by bank loans.

Adding 'Soft Costs': Leasing allows you to roll in services (software, maintenance, etc.) with the equipment so the monthly payment includes your total price. Loans and credit cards do not traditionally roll services and equipment costs into a monthly payment.

Avoiding Equipment Obsolescence: Leasing makes adding onto existing equipment or upgrading to new equipment efficient and available at any time for our customers. You can upgrade your equipment as technology and your company's needs change.

Reduces Taxes: Unlike loan payments, lease payments may be deductible. Please consult your tax advisor to determine the deductibility of lease payments.



Choosing A Purchase Option

You should educate and familiarize yourself on LCA's standard purchase options. If you require a specialized lease, feel free to contact LCA.

\$1.00 Buyout: This option allows you, the customer, to purchase the equipment for \$1 at lease termination. In some states, the \$1 buyout is not available – consult with your LCA Account Executive if you have any questions.

Fair Market Value (FMV) or 10% Buyout: These options are targeted toward customers concerned with equipment obsolescence. A FMV lease has possible tax advantages as your monthly payments may be recognized by the IRS as an operating expense for tax purposes, thereby reducing your tax liability. At lease end, you can return the equipment to LCA, upgrade to a new lease or buy the equipment at the then FMV price or at 10% of the original equipment cost.

Municipal Leases: Municipalities can take advantage of lease options, such as no down payments or deferred payments, to fit leasing into their operational budget. Eligible municipalities include governmental agencies, school districts, public universities and special purpose districts. A qualified municipality also can take advantage of lower lease payments due to their tax exempt status.

Frequently Asked Questions

Who can lease? Businesses, associations, non-profit organizations and municipalities can lease equipment from LCA.

What is the procedure for leasing equipment? Follow the five easy steps located on the back of this brochure to start leasing with LCA!

How does leasing affect my bank line of credit? Leasing allows you to preserve your credit availability at your bank. Your bank lines remain unencumbered and available.

How is credit approval determined? Some of the factors used in determining approval include the type of equipment, vendor reputation, financial statements, length of time in business, type of business, references from financial institutions and your credit rating.

Can I "buy out" the lease before the term is over? Yes. We also offer the opportunity to upgrade or trade in for new equipment.

What type of equipment does LCA lease? LCA finances all capital equipment!

Examples include:

- Wireless Communication
- Telecommunications
- Manufacturing
- Computers/Fax Machines/General Office
- Medical
- Security
- Exercise & Fitness
- Imaging/Microfilm

Do you still have questions about LCA's lease programs? Contact us at **800.800.8098** or through e-mail at **marketing@leasecorp.com**.

You also can visit LCA's website at **www.leasecorp.com** to see our latest offers!