



Weigh your options with financing!

Leasing has many advantages versus a cash sale or a bank loan!

	Cash Sale	LCA Lease	Bank Loan
Down Payments	<i>Customer must pay the full cost of the equipment at time of sale.</i>	<i>Customer has many options to pay as little as no money down, or only \$99 for 6 months to lease the equipment.</i>	<i>Banks usually require the customer to pay a down payment between 5-25% of the equipment cost.</i>
Flexibility of Financing	<i>Doesn't allow your customer to add more equipment/services based on the large up-front cost.</i>	<i>LCA offers flexible financing options (12 month Easy Financing, \$99 per month for the first six months). Your customer's monthly payment remains fixed through a lease.</i>	<i>Monthly loan payment can be variable - it may increase or decrease periodically. Loan payments are due immediately - no deferred options.</i>
Effect on bank/credit lines	<i>Consumes most of the customer's budget up-front as a cash sale depletes their bank account of income-earning funds.</i>	<i>Customer's bank line of credit is not affected and lease company can be utilized as a second source.</i>	<i>Bank lines of credit/loans may be tied up and unavailable for future loans/leases. Bank also could place an all asset lien.</i>
Balance Sheet Implications	<i>Decrease in cash flow immediately.</i>	<i>Leased equipment is considered an 'expense' on operating leases. Such assets do not appear on balance sheets which improves financial ratios.</i>	<i>Banks require owned equipment to appear as an asset on budget sheets which will affect your line of credit.</i>
Credit Approval	<i>Not applicable in a cash sale.</i>	<i>LCA's turnaround time for a credit decision is under 2 hours.</i>	<i>A bank usually cannot offer turnaround time in hours as most banks take days or even weeks to approve a loan.</i>
Upgrade or Adding Equipment	<i>Large, up-front purchase reduces the possibility of a customer spending more on a future sale.</i>	<i>By offering a monthly payment, your customer can afford more equipment without the large up-front budget cost. LCA can also process the application quickly since he/she is a repeat lessee.</i>	<i>Customer must re-apply for a new loan to add new equipment. Most banks also will not allow the customer to roll in services (i.e. maintenance, air time, monitoring) into their loan (leases do allow it)</i>

For more information on leasing, contact your dedicated LCA Account Executive today!



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