

Quick REFERENCE SHEET

print off and keep handy

VENDOR FAQS

Why work with Paramount?

- Direct Lender, better communication, better rates, faster process & more experience
- We want to fit into YOUR sales model
- We work for YOU!

Why should I offer financing?

- Fear of losing sale to competitor
- Maintain control of the sale

How can I close more sales?

- Create Visibility
- Use Mobile App
- Add Finance Banner to email signature
- Add Finance Banner(s) to company website



REMINDE YOUR CLIENT

"We also offer financing options, should you need them. You can simply click on 'apply now' (from my e-mail signature or our company website) to apply."

"The approval process is easy and terms are competitive!"



FINANCING FAQS

What are typical payment terms?

Terms range from **12-60 months** with most clients selecting 36-60 months.

Will my client own the equipment?

Yes. 100% of our lease/loan products allow the client to own the equipment. 75% of clients choose a more traditional lease, with a purchase option at the end, as this affords the lowest monthly payment.

Are there tax advantages?

Yes. In fact, one of the most appealing reasons businesses lease new equipment is because the IRS does not classify most leases as purchases, but rather as a tax-deductible overhead expense. Therefore, you can deduct the lease payments from your business income. You could also take advantage of Section 179, a special tax deduction allowing you to recover all or part of the cost of a piece of equipment in the year the equipment is put into service. This is a way to rapidly write-off the equipment versus taking depreciation deductions over the life of the asset.

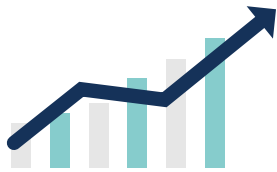
Is a down payment required?

Generally speaking there is little down payment. While the first & last month's payments are commonly required, leasing provides 100% financing to close your sale.

Is leasing flexible?

Absolutely. Lessors offer flexible terms, allowing you to customize your lease to a program which fits your needs & requirements - cash flow, budget, transaction structure, cyclical fluctuations, etc.

REMEMBER, WE WORK FOR YOU



If you're not offering financing, your competitor is. Let us know how we can help you close more sales.

QUESTIONS? GIVE US A CALL.

(877) 948-6200

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PARAMOUNT FINANCIAL

Your Trusted Partner for Equipment Leasing & Financing

QUOTE YOUR CUSTOMERS FROM ANYWHERE!

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Download the Paramount Payment Quoting App to your mobile device today! Search "PMTQuote" on your phone's App Store and click install.

TIMELINE OF APPLICATION

