



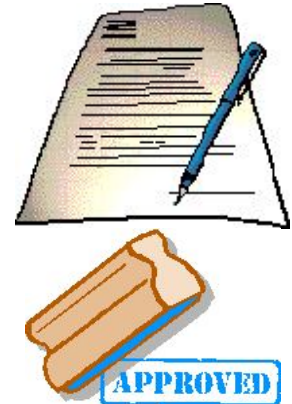
[Payment Calculator](#)

[Vendor Sales Center](#)

February 2008

## Did You Know That A Brand New Business Can Get Approved For A Lease?

- New businesses often need a new phone system but may not have the available capital to make the purchase.
- Leasing their phone system is an excellent way to establish business credit and a payment history.
- Your customer can be approved by completing just a simple application!



• [Click here to receive a copy of our New Business Guidelines.](#)

**SALES WIZARD - Q1 2008 - General.xls**

Customer Name: Your Next Customer, Inc.    FMV: \$20,000.00    10%    Type: Custom    Dealer: Smart Dealer, Inc.    Contact: #1 Salesperson    Phone: 800-555-1212

**LEASING QUOTATION**

2/21/2008

Dealer: Smart Dealer, Inc.  
Contact: #1 Salesperson  
Phone: 800-555-1212

Lease Quote for: Your Next Customer, Inc.

The following information describes the approximate monthly lease payments based upon the Total Equipment Cost provided below. Any variance in the Total Equipment Cost will change the monthly payments. Taxes, if applicable, must be added to the monthly payments.

	Tax Savings:	Cost After Savings:
	\$7,000.00	\$13,000.00

Total Equipment Cost: \$20,000.00

Term in months:	24 Months	36 Months	48 Months	60 Months
Lease Type:				
Fair Market Value	\$625.53	\$586.95	\$475.32	\$411.24
10% Purchase Option	\$698.70	\$632.50	\$510.17	\$421.44
\$1,000 Buyout	\$979.40	\$683.81	\$536.72	\$449.21

## Tip Of The Month

- It is very easy to e-mail a lease proposal to your customers from our **Sales Wizard**.
- Did you also know that you can just cut and paste the monthly payments from our sales wizard onto your own proposal?
- Test this feature out today and make your proposal stand out from the competition.

• [Click here to download the new Sales Wizard.](#)

## Use Leasing To Make Your Business Recession Proof!

Offering a Financing or Leasing option is going to be **crucial** to your sales strategy this year if you plan on maintaining or growing your sales volume.

*Why?*

- The subprime mortgage crisis has affected the economy on a national basis. Most businesses have already begun to feel the pinch. The cash just won't be there as freely as it was in previous years.
- Banks were hit the hardest by the subprime mortgage crisis. As a result, they have strictly tightened their credit parameters for issuing an



approval. They also have not been able to afford to pass along the Fed rate reduction to their customers as they need to recover their losses from mortgages that went bad.

☐ Offering a monthly payment option using the attached calculator is your way of defending your business against this crisis. In essence, you are showing your customer that:

- You are in tune with the financial market.
- You are providing them an affordable option to purchase the quality and quantity of items they need for their business.
- You work with a partner that you can depend on to get the deal done. We currently have a wider credit bandwidth than most banking institutions and offer bank competitive - or better! - rates.

#### **Customer Care Pledge**

**PCG pledges to be the *Business Partner you can count on!***

For an application or online quote visit [www.vendorsalescenter.com](http://www.vendorsalescenter.com)

[info@provcap.com](mailto:info@provcap.com)

800-877-8056 x111

*“The dictionary is the only place where success comes before work.”*

*:::Mark Twain:::*

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