



## Financing Payment Options

- ❖ **Standard Programs**  
These are most often used by most businesses. They typically range from 12 to 84 month term transactions with \$1.00-out, FMV, 10%, etc. options.
- ❖ **Rental Programs**  
A non-cancelable contract without a stated purchase option. Depending upon which program the borrower chooses, the equipment is either theirs or the lenders at the end of the term, which allows the borrower to determine a balance sheet treatment.
- ❖ **First + 12 Program**  
A thirteen-payment term is ideal for lesser priced items. The rental payment equals the equipment cost divided by 12. The borrower gets the equipment for a dollar at the end of the term.
- ❖ **First + 18 + Last Program**  
A lower payment than the First + 12 lease. The rental payment equals equipment cost divided by 18; lessee makes 20 payments and the borrower gets the equipment for a dollar at the end of the term.
- ❖ **90-Day Same as Cash Program**  
Ideal for the borrower who is evaluating whether to finance or pay cash. It may also be a great solution for the borrower expecting a considerable increase in cash flow in 90 days. This option typically requires seller participation and is helpful in moving the client to making a decision.
- ❖ **No Interest Program**  
Simply divide the dealer invoice by the number of payments in the lease term to get your customer's payment amount.
- ❖ **60 Day and 90-Day Deferred Programs**  
Same as a standard program with a choice of either a 60 day or 90 day deferment built into the beginning of the payment stream. The borrower gets the equipment now and starts payments in either two or three months.
- ❖ **The 3 + 3 Then Run Program**  
This program enables the client to generate cash flow from the use of the equipment before regular payments begin. The payments are deferred for the first 3 months followed by 3 months of interest only payments.

- ❖ **The 1% Solution Program**  
A version of a “step-up” lease that accommodates the lessee’s cash flow needs. The multiplier for the first six months is .01 or 1% of the equipment cost.
- ❖ **Skip Over The Season Programs**  
Adapts to seasonal needs of schools and businesses that are closed in summer or winter months.
- ❖ **Tax Exempt Program**  
Simple, easy and straight forward. A lease that takes into account the special conditions (such as non appropriations of funds, municipal certifications) required by schools, counties, etc.
- ❖ **Extended Term Programs**  
For customers who wish to lower their monthly payments. Standard terms are extended 3 to 6 months resulting in lower monthly payments.
- ❖ **Vendor Participation Programs**  
These programs allow an equipment vendor to participate in the borrower’s payment cost by reducing their invoice cost by an agreed upon amount. This option helps offer below market interest rates.
- ❖ **Step Lease Program**  
This allows the equipment start to revenue before the payments begin. For example, the first six lease payments can be an amount that helps fit your cash flow needs, followed by normal payments.
- ❖ **Seasonal Program**  
Perfect for companies whose business is slower in particular months due to weather. Example, no payments January to March.