



Maximise your  
business potential  
... make **extra sales**  
and **increase**  
**margins**

Select Partner  
Program

For over 10 years Technology Leasing have been partnering with equipment wholesalers, vendors, retailers and manufacturers assisting them maximise their sales opportunities and increase profit margins to grow their businesses further.

Our Select Partner Program allows you to offer your customers an alternative finance option in acquiring your equipment – a flexible and individually tailored operating lease (rental). You can maximise your business potential – and best of all it's free!

#### **INCREASE YOUR PROFIT MARGINS.**

Offering your business customers a 100% tax deductible operating lease solution means your stock becomes more affordable, with reduced pressure to discount your stock and allowing you to provide a real advantage over your competitors.

#### **REPEAT SALES.**

Plus, with leasing you develop an ongoing relationship with your customers as they are more likely to return to you to add further equipment onto their agreement or upgrade outdated items near the end of the term (great for repeat and ongoing business!).

#### **WIPE OUT YOUR CASH FLOW PROBLEMS.**

With Technology Leasing you receive full 100% payment and faster. You don't have to wait 30 days because of a customer's invoice payment cycle or provide 30-60 day accounts (why let your customers use you like a free bank account). Plus, you don't need to chase delinquent accounts (we manage all the credit aspects with your customers after we pay you the full amount).

#### **BUT YOUR CUSTOMERS DON'T ASK FOR FINANCE?**

Although your customers may not ask you directly for finance, this doesn't mean they aren't seeking a finance solution from somewhere else. With us, our process only takes a few minutes to approve. Plus, if you offer a 30 day account, you're already providing finance!

#### **AN ADDITIONAL REVENUE SOURCE.**

Technology Leasing offer attractive rebates providing your business with an incremental revenue source on items you are already selling ... adding extra revenue to your cash flow.

#### **SELL MORE FOR MORE.**

We know from experience a low monthly payment of say \$175 (over 36 months) is easier to sell and more manageable for your customers than an initial 100% upfront payment of \$6,000. Your customers are not limited to what they can afford to pay upfront, with the cost being spread over the useful life of the equipment. Offering a finance option allows you to focus on your customers' needs, and not simply what they can afford today. It also permits bundling of other items into the sale (ancillary costs such as installation and maintenance can also be included), reduces the sales cycle and moves more inventory.

#### **WHAT TYPES OF ITEMS ARE SUITABLE?**

The price of individual items financed can start from as little as \$1,000 up to tens of thousands (even millions). The diversity of items include security and access control systems, business machinery, printing and photographic equipment, software, office equipment (printers, photocopiers), telephone/VoIP systems, POS and AV, water coolers, material handling, catering facilities, IT and computers, medical and dental equipment ... and more! If you're not sure, just ask

### YOU DON'T HAVE TO BE A FINANCE EXPERT.

You specialise in what you do best – we specialise in providing finance ... quickly and simply and affordably. You don't need to be an expert in finance and you don't have to worry about any extra administration or processing or whatever because we can manage it all for you, and your customers, with prompt approval over the phone in just a few minutes.

### ADDED SUPPORT.

Providing a finance option can differentiate your business from your competitors and provide you with a distinct advantage to further drive sales and revenue:

- Marketing support
- Promotional sales incentives
- Operational capabilities
- Staff training

... all aimed at increasing your sales volume and revenue plus providing an edge over your competitors.

### HOW DOES IT WORK?

Your customers select the equipment they require from you and then contact us. We tailor and approve a finance solution to meet their requirements. You receive 100% of the item's cost upfront from us and your customer takes the item away. They then make a fixed monthly or quarterly payment to us over the term they choose. It's that simple!

### WHAT IS AN OPERATING LEASE?

Simply, rather than your customers paying for your equipment with a large cash outlay upfront, we offer them the alternative of a small monthly or quarterly amount over an agreed term (from 2-5 years depending upon the equipment) – but you get paid 100% upfront. This allows them to pay for their equipment usage as-they-go (the longer the term the lower the regular payment). As payments are fixed, they don't have to worry about interest rate rises – allowing more accurate budgeting and cash flow management.



### technology leasing

Technology Leasing specialise in tailoring flexible and tax-effective operating lease (rental) solutions relating to various types of equipment and across diverse segments including small businesses, specialist industries and consumers through to corporate enterprises and government.

We know how busy you are! We also know a small investment in your time to discuss all the benefits with one of our Relationship Managers could reap large financial benefits for you.



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