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Volume 02-09-01 **Q'S News- Business on YOUR Terms**

**Dear Debra,**

Your business terms with suppliers centers around your prompt payment of their receivables.

The faster you pay, the better your negotiated terms and purchase discount.

***Supplier discounts are hard earned and critical to staying profitable in this recessionary market. Free up your capital to preserve these important relationships.***



First, take any equipment purchases not yet paid and put them on lease to preserve your capital and enhance terms with the equipment vendor.

Second, contact me to review recent equipment purchases made within the past year and consider a Sale Leaseback to put the capital back into your business.

Finally, we have facilities for receivables factoring which may be an excellent solution for your business in a market where collections can tie up all your resources.

Ultimately, you want to conduct ***business on your own terms*** by protecting suppliers' discounts and enhance your own working capital.

**Ezio Traunero**

email: [traunero@questorfinancial.com](mailto:traunero@questorfinancial.com)

phone: 905 695 0955 x 24

web: <http://www.questorfinancial.com>

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