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Volume 01-08-01

Q'S News- Customer Edition Commitment & Expertise

Greetings!

We take our inspiration, as this new year begins, from the fact that we find many of our daily conversations becoming more informal.

It is a compliment that we are asked for opinions on many fronts, and we enjoy sharing challenges and successes with you.

To that end, our newsletter is becoming less formal with a closer look at our group and some opinions from our business vantage point.

ReQuests

Some Solutions We Structured This Month:

ReQuest: A medium-sized company requires a total software overhaul to take their business to the next level. The full cost of development, consulting and training is over their anticipated budget and the consultant requires a 50% deposit to start the job.

Solution: A structured lease so comprehensive that it included **all consulting and software costs**, with progress payments to the computer vendor, all rolled into one manageable monthly payment for the client.

ReQuest: A mid-sized GTA storage company wins a new contract but must double their metal racking almost overnight--long before they reap any rewards from this new contract.

Solution: The client received a quick leasing approval within his monthly budget and the promise of ultra-quick payment encouraged the vendor put this job ahead of others and installation finished within the week.

Who's Who of Leasing

Queens
Landing,
January
2008.

The Questor Team



Our Annual Conference at Queens Landing in Niagara- On-The-Lake was an even better party this year as we celebrated record achievements, numerous awards, and notably, **our 10th year in business!**

In 10 years we grew from Proficom to **Questor Financial Corp** and we:

**Managed a half a billion dollars* in lease financing

*Oversaw 21 000 leases

*Maintain 13 000 ongoing clients.

From top left to right:

Chris Veerappan, Patrice Korb, Lonnie Wright, David Kendal, Bill Dost.

Middle :

Ezio Traunero, Mary Ciufu, Nancy Willis, Suzanne Smith, Debra Silas, Tina Vienneau.

Front :

Yvonne Rogatinsky, Michelle Tobin, Cynthia Castillo, Lori Duff.

Questor Blog

The Right Shade of Green

Our concern this issue is the right shade of Green for businesses.

Specifically, we look for measures that are truly saving the environment, yet will have minimal additional costs, or may even result in savings. Going Green **can** be about saving money, but it **must** be about the environment.

Green has become an adjective and a verb: **It is a critical consideration for every business that has earned, and would like to keep, the respect of their customers.**

At Questor we watch with interest, not only because we are social beings with families and conscious of our own carbon imprints, but because we need to ensure the viability of our industry by being out in front of changes in technology and capital requirements.

We are proud to say our offices have reduced paper consumption by a staggering 90% over the last 4 years, and of the balance, 100% is recycled. We have also incorporated a total VPN network so whenever we can, team is at work without clogging up the 401 with further smog.

We can do more and we will. It is as simple as this, every successful company should.

Vendor of the Month

Grey-Tech Computer Inc

Grey-Tech is a leading Canadian company providing brand name computer hardware, software and accessories to government, corporate and private sector clients since 1988.

They specialize in business and graphic work stations, file servers, and media center entertainment systems with large screen televisions.

They are an authorized agent for, and can service, most brands including HP, Acer, Adobe, Asus, Dell, Gigabyte, Microsoft, Samsung, Seagate, Sony, and Viewsonic.

Please visit GreyTech.com where they offer a convenient online shopping catalog. For specialized items and quality bids contact Adil Sunderji @ 905-470-1425 ext. 21

Questor Annual Charity Golf Event

We are warmed by the enthusiastic support we have received by those who attended our **Charity Golf Event last year at The Club at Bond Head**--even more grateful are the children supported by the Sick Kids Foundation.

In response to those who ask if they can register early, **yes**, our [home page](#) has a early registration link ready for you.

To improve upon the success of last year, we are keeping the exceptional locale of **Bond Head**, albeit trying the other golf course. We are maintaining the best in class standards, but we will make it more flexible with cocktails and appetizers served on the terrace. This is more appropriate as participants last year felt the networking opportunities were excellent.

Mark the date, May 26th, 2008. Book your foursome now, and inquire about our sponsorship opportunities to support the [Sick Kids Foundation](#).

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