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Volume 02-09-01 **Q'S News- Vendor ReceiveABLEs**

Dear Debra,

Your equipment sale is not complete until you have been paid. In this economy your customers are going to push 30-60-90+ days as the recession eats into their resources.

The longer your receivables age, your profit margin is eroded, and the more your own business is jeopardized.



There is an immediate solution.

Take every client past 30 days and offer an equipment lease. This solves your problem, and it solves theirs: a solution that is quick and easy and painless.

It also allows you to keep your customer for future sales as we all know the account that owes you money will shop elsewhere before having their terms revoked.

Leasing Makes \$ense

Going forward, increased leasing penetration will keep your receivables in line, preserve your margin and keep your financial house in order for your own bank and supplier facilities.

Moreover, leasing approval gives you the peace of mind knowing that your clients were approved in a credit review, and those are the clients to hold onto in a recession.

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