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Commitment & Expertise



Volume 07-07-1

Q'S News

Greetings!

Proficom's E- newsletter is designed to showcase our **Commitment & Expertise** to help you grow your business with your Equipment Finance Consultant.

Our New Brand will launch for September

Effective
September
01, 2007

Questor Financial Corp



Watch for news about our exciting new brand- Questor Financial Corp.

Why Questor? **Questors** were *elected officials of the Roman Republic who supervised the treasury and financial affairs of the state.*

The Questor Financial brand is an inevitable path born out of the Commitment & Expertise of one of the most solid and experienced groups of lease finance professionals in Canada.

Questor Financial takes its place as the flagship entity in the **Questor Group of Companies**, continuing to serve equipment vendors and direct customers in all areas of equipment finance.

The mission for Questor Financial is to continue as a one-stop financing solutions partner.

We will unveil our new logo, brand tools, and website for next month's edition!

PROFIQuote Top 5 Tips

Quick Tips

Here are 5 quick tips to help you use **PROFIQuote** to it's fullest.

When used regularly the tool is like having **extra helping hands**:

- Remember to set your name from the drop down list and click *Change Vendor Contact* to refresh.
- Add as much client information as you can: It is valuable information at your fingertips **for follow up**, and the data transfers to the credit application from the web quote which **drives your quote forward into a sale!**
- **Add your equipment quote** or specs to the emailed quote by clicking *Browse* to pick up the file from your desktop before you *Upload/ Send Quote*.

- Copies of your quotes can be easily sent simply by adding extra email addresses in. This is very helpful to **copy your sales support person** or holiday backup.
- **Quote and quote often.** Enhance your professional image and close more sales. Leasing options help people make the decision to go ahead with an equipment acquisition.

Any time you would like a quick refresher on the system or a full presentation in your office, please let us know. **We are so proud of this exclusive sales tool we love to talk about it!**

Questor Financial Web Re-design

Win an iPod! **Help us to Help You**

As we embark upon our exciting period of brand design, we will enhance our website to reflect it's central role in our business .

Simply fill out our **one minute** survey on your website experience with Proficom, and we will thank you for your input by entering you in a draw to **win an iPod Nano**.

[Win an iPod Nano](#)

Summer Holiday Reminders

We've got your back....

Do not take vacation from your cutomers.

At Proficom, we understand the pressure in an equipment sales environment, and we know the challenges sales people face with summer holiday plans: *no one wants to take a vacation from your customers!*

Let your Proficom Partner follow up on outstanding lease quotes in your absence. The easiest way to do this is by using **PROFIQuote**.

Please be sure to share all contact and relevant data with us so that we can help move your quotes into sales in your absence.

Quite simply, **that's what partners do.**

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