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September 2009

Dear Debra,

At Quota ?

Leasing can help.

Car dealers sell on monthly payments, copiers are sold on monthly payments, furnaces are sold on monthly payments. Are you putting up barriers to prevent reaching sales quotas? **Why are you not selling on a monthly payment?**

11-2009 -Vendor

Quick Links

[Take Our Vendor Survey](#)
[Dealer Reward Program](#)
[Sample page for your website](#)

Consider This Sales Proposition...



A) Mr. Customer you can have this product for \$40,000 you will save \$5,000 a month giving you an 8 month payback .

Or...

B) You begin by using this product today for \$1,000 per month. You will save \$5,000 a month giving you a positive cash flow over the lease term of \$4,000 per month.

Quote, Quote, Quote!

Your customers have 2 decisions- what to buy and how to pay for it.

A monthly lease price gives your customer a number they can easily relate to: it will help you sell even if the customer does not lease.

Customers will always shop for multiple quotes and **if you do not answer both what to buy and how to pay for it, the other vendors will.**

A client will rarely ask you for financing- they'll just respond to the quotes that answer all their questions in a neat professional manner.

For example, does Dell make their clients ask for financing options? Of course not.. it is on every equipment quote.

Just quote leasing options as standard business practice -- Q Link makes it so easy there is nothing else you have to do



except enjoy being over quota.

Call me for your personalized web based Q Link for your leasing quotes.

Green Smart Lease Program



Questor is very pleased to announce the launch of our new **Green Smart Lease Program.**

Leasing is a perfect financial tool to help businesses adopt ecofriendly practices with equipment upgrades or initiatives.

Take advantage of rebates offered by the government; the reduction cost savings; the important message to corporate culture, all the while addressing the environmental necessity of reducing our consumption.

Any equipment that promotes environmentally friendly practices can be included under our Green Smart Lease Program and may qualify for discounted rates.

We hope you enjoy the new look to **Q's News**. If you haven't had a chance, please take a moment to complete our [Vendor Survey](#)--your opinions are very valuable to us.

If you would like more information about vendor programs and lease financing, please do not hesitate to contact me.

Kind Regards,

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