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Volume 10-07-1

## Q'S News

### Greetings!

Welcome to our **Vendor Edition of Questor's "Q's News"**. This newsletter is designed to showcase our **Commitment & Expertise**, and to help you grow your business and increase sales.

## Fraud

White Collar  
Crime

### Know Your Customer



Recently we have encountered a number of fraudulent applications involving people using expired company names to gain credit and have products shipped to their location.

Watch for these red flags and be prepared for your leasing agent to ask extra questions if:

- The company does not have a website, or
- The company has a very basic website without useable links, etc.,
- The contact provides a generic email address such as hotmail or yahoo.
- Client business phone is a cell number.
- There are logical inconsistencies in the products or quantities ordered for a specific business type.

We also usually find that the Business Registration for these companies has expired upon credit review.

Therefore, we ask for complete and full credit applications to help us identify the difference between a slight gap in a credit profile, and larger issues.

**[View our on-line credit application](#)**

## How to Close the Sale

### Sell with your Partner



You've covered every angle of your value proposition, determined to close the sale-- but why did you fall short of a total solution...?

For vendors selling capital equipment, an understanding of the leasing process is vital.

In today's competitive environment, potential buyers need to know what your equipment can do for them, but also **how they're going to pay for it.**

If you do not address the second issue, someone else will. Perhaps a competitor? Test drive **Q-Quote** Simply enter User Name - **Test** Password - **Test** under Client Login.

You will want your own customized login branded with your logo for future client quotes. Please contact me to get set up.

### Quote and Sell

## AMEX AMEX

Fall  
Promotion

### Double the Amex Points!



One Card--Your Card. Convenient. Reloadable

*Now, for Q 4, Eligible vendors earn **DOUBLE** the Questor Points automatically loaded to your own personalized Amex card. .*

Too good to be true? Or dare we say "2 Good to be True?"

### Our Double Rewards Program is up and running!

Vendors who meet their Q 4 promotion quota of funded leases benefit by having their points doubled retroactively--Just in time to cash in for a winter trip somewhere sunny!

If your team is participating in our Double Rewards program, remember, **this promotion benefits every person who closes leased transactions!**

If you are not part of our Q 4 Double rewards program, watch for upcoming details for the next opportunity to sign up for this fantastic reward- You've earned it!

[Read on for more details...](#)

## Daylight Savings Time

### Set your Clocks

This year, DST will be observed from the second Sunday in March to the first Sunday in November, adding a month to daylight saving time.

March 11--- November 4, 2007

Back in the fall of 2005, Manitoba and Ontario announced that like the United States, they would extend daylight time starting in 2007.

The Ontario government wanted to coordinate time changes with our major

trading partner. Most other provinces have indicated that they will follow suit.

So change your clocks and enjoy an extra hour of daylight!

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## Charity Golf Tournament 2008

In light of the tremendous success of our **Annual Charity Golf Event in 2007**, we have reserved the day for our Event 2008.

Mark your calendars for **May 26th, 2008**. The Event will once again take place at **The Club At Bond Head** and all proceeds go to charity.

More details will follow once we get past another chilly winter!

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