Benefits to Vendors which Offer Financing

Vendors which sell their products directly to other businesses can benefit greatly by offering financing with every quote or proposal. Many times, you may lose a sale, or your customer goes for a less expensive piece of machinery without telling you the true reason – they simply don't want to use all their working capital to pay cash. But if you let them know, either verbally or written on your quote, that you offer financing terms then you give them another option to buy from you and many times they will complete the sale while selecting the more expensive model or additional equipment. It is a win-win situation for both of you; your client gets what they really need, and you increase your sales and profits.

Our process is simple and straightforward and will cost you nothing. We do the work; communicate with your client in a courteous and professional manner and work toward a good finance approval.

Typically, a transaction will look like this:

- Let your customers know, either written or verbally, that you offer financing terms through a partner finance company.
- If they are interested provide them with a Credit Application and our contact information. You can also provide us with their contact information and we'll call them right away.
- Once we communicate with your client, we offer a ballpark quote of payment terms for their review.
- When they decide to move forward, we gather financial information, perform credit review and give the customer an approval. If they are declined, we inform them why and offer advice for the future
- We give you an upfront deposit payment if the equipment must be ordered. Final payment is made upon equipment delivery and the transaction is complete.
- The speed of the transaction is dependent on how quickly your client reacts; we move as fast as they are able and comfortable with.

We communicate with you at each key step and let you know the status. Often the transaction can be wrapped up in a week and you will have 100% payment. The best part is that clients whom we finance once can easily return to your business to buy additional products with minimal paperwork since we already have their file. It is an incentive to keep doing business with you.

Offering a finance option is an easy and sure method to quickly build up your sales and help you keep growing. Please contact us with any questions and we look forward to working with you!

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