



## Frequently Asked Questions

*Why shouldn't I let my customers source their own financing?*

You will lose control of the sales process and risk losing the sale to a competitor that may be offering finance

*As long as my customers pay, why should I care where they get their finance?*

Offering finance solutions through Ecolease helps build your business an upgrade pipeline, with our 6 monthly reports advising you when customers are coming to the end of their lease.

*Would my customers be better off using their bank for finance?*

No. Customers view you as an equipment supplier and will not assume you have financing options available. By providing finance upfront with your quote, you will open up the conversation and close the sale more easily.

*What if my customers want to upgrade or replace their current equipment through finance?*

Our solutions allow customers to easily take advantage of price and performance by upgrading their equipment as soon as they need via various options.

To find out more about partnering with Ecolease - Get in touch with us today.



## CONTACT US

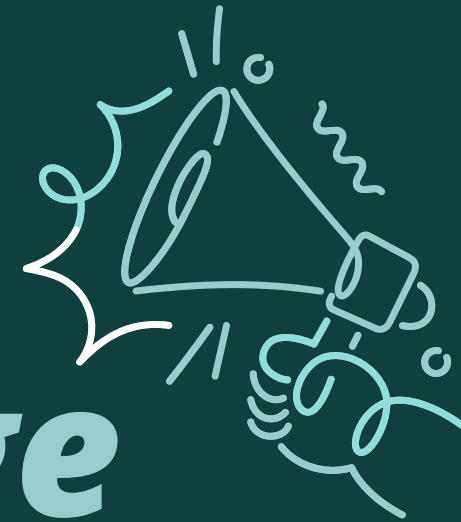
☎ 0434 999 560

✉ [info@ecolease.com.au](mailto:info@ecolease.com.au)

🌐 [www.ecolease.com.au](http://www.ecolease.com.au)



# *Supercharge* Your Equipment Sales



*In this guide we show you how to close more sales, keep your customers close and boost your profitability.*

# Be the business that offers more value

*Ecolease helps you make more on-the-spot-sales*



The finance solutions at Ecolease help all equipment suppliers give their customers instant clarity on how, rather than if, they can afford new equipment. That means every business that wants your equipment is able to, without the hassles of traditional, slow and restrictive bank finance.

With flexible payment terms and options, as well as tax benefits - Ecolease makes it easy for your customers to buy from you.

## Equipment suppliers use Ecolease because:

- Our flexible finance options ensure your clients will be in the best financial position to make a fast purchase decision with you.
- With Ecolease in your corner, you have a dedicated team of finance experts working with you.
- Fast approval with our fast accredited finance. You can promise your clients approval in record time! Unlike other finance providers - We look for reasons to approve your customers, rather than deny them!
- Our robust network of specialist finance underwriters gives your customers access to the best finance options available. No need to deal with the banks!
- Making your products attainable and easy to purchase will boost your brand's reputation. Customers will prefer to do business with you because our finance solutions make the buying process a quick, simple and stress-free experience.



***Are you sales suffering because you're not making it easy for your customers to buy from you?***

## Partner with Ecolease and help your prospects flip their finance burden into a simple solution.

### ***Common hurdles you may be familiar with:***

- **Long Sales Cycles:** because your prospects are time-poor, slow to make decisions and at the mercy of long delays in finance approvals. Long sales cycles mean the higher the chance that your competitors swoop in and take the sale from you, because they have the ability to process it quicker.
- **Margin Decline:** where your customers haggle on price, or perhaps are limited on what they can (or believe they can) afford.
- **A highly competitive market:** making it more difficult to differentiate your products from competitors.

**Are these challenges for your business? They shouldn't be.**



# Testimonials:

“Ecolease has been a partner and enabler of Roland DG since 2006. The team’s personal and business professionalism, creativity, desire and drive to deliver the best in brand service is unparalleled. The expertise of the team at Ecolease is above the norm and has been instrumental in supporting the Roland DG Australian business. It has been and continues to be a pleasure to work alongside such an important partner, and one who holds similar values to Roland DG. I would have no hesitation to recommend the Ecolease team to support your company.

**Kati Dees**  
Director German Butchery Pty Ltd

“Confectionary Trading Co has used Ecolease as our Finance Broker since 2007. The professional and knowledgeable service that Ecolease has provided us has been a crucial part of growing our business. What is most valuable to us, is the time and effort that Ecolease takes to understand what our business requires, and the best finance solution available to us. It is with complete faith that I endorse their ethics, and highly recommend the Team at Ecolease to any prospective equipment supplier, or customer”.

**Dean Theouli**  
Director Confectionary Trading Co Pty Ltd

## Partnering with Ecolease, at no cost to your business, you receive:

- An online repayment calculator to help give your customers clarity on what indicative week and monthly repayments will be.
- An online application you can add to your website so that prospective customers can apply easily themselves.
- A dedicated Ecolease sales liaison who will help your customers understand their finance options before they buy. That means that you can offer finance with confidence.
- Point of sale documentation so you can close the sale right away (ask us how).



At no additional cost, you have a second sales team working with you to close sales and look after your customer every stem of the way.

There is no red tape to delay the sales process. Just contact us with your prospective client and we will do the rest.

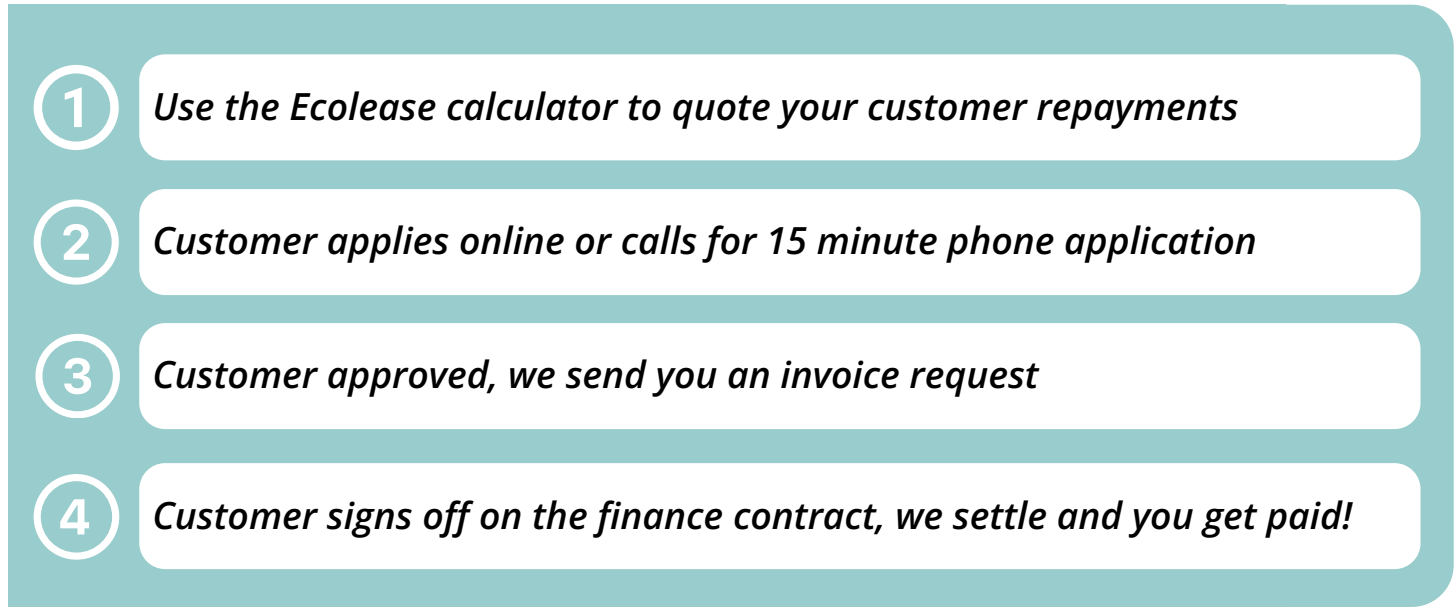
**Simple!**

## Low-doc finance approval

Our low-doc selection criteria require minimal documentation and for purchases up to \$250,000 we don't require financial statements.

So long as customers meet the simple criteria, we'll approve their finance no questions asked!

## OUR SIMPLE 4 STEP PROCESS



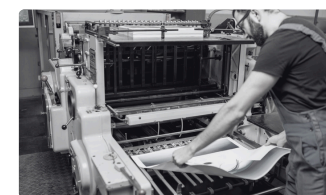
\*Subject to credit approval criteria, approval times may vary. Settlement conditions apply.

## Products

Our finance solutions include:



**Chattel Mortgage**



**Rent-to-own**



**Rental/ operating leases (suitable for government, schools, and large corporates)**



**Bundling services and software**