

# Structured Leasing - That's Where the Money Is!

## An Equipment Leasing Broker Workshop August 3, 2005

In today's business, not every application is an "A" credit. Many of the applications are "credit challenged" and it's your job as the broker to solve the customer's problem by structuring a solution that meets their needs. This workshop provides you with the resources so you never have to tell your customer "No!".

This one day workshop is designed to provide the broker with the tools necessary to close the deal. Eight funding sources specifically targeting this market will be on-hand to educate the broker as to their niche and what it takes to close a deal with them.

Space is limited, reservations are required, and the cost is \$10 which includes lunch (\$20 if paid at the door). RSVP today!



### **RESERVATIONS REQUIRED - COST \$10 LUNCH INCLUDED**

**Held in the Experian Building, Costa Mesa, California  
from 9:00 AM till 3:00 PM**

Brokers throughout Southern California are invited to attend. Those sales people in your company that deal face to face with the lessee MUST attend. Here they will learn how to structure transactions and close. Learn how to deal with that age old question: "What's the rate?" The following Funding Sources will be in attendance, have helped to sponsor the workshop, and will be there to answer how to respond to that question:

**Allegiant Partners Inc.**

**Blackstone Capital Partners, Inc.**

**Creative Capital Leasing Group, LLC**

**Dakota Financial, LLC**

**Financial Pacific Leasing, LLC**

**Mesa Leasing, Inc.**

**Pawnee Leasing Corporation**

**Team Equipment Leasing**

**Experian**

FOR RESERVATIONS AND  
INFORMATION CONTACT LAUREN @

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Bring your applications that have been turned down and learn how to get an approval. You need to attend this workshop if you deal directly with the customer. Learn how to structure a solution for every application. Never say "No!"