

## Leasing News Funder List Form

Please fax to 408.374.3843

PLEASE INCLUDE YOUR NAME AND CONTACT INFORMATION SO WE MAY CALL YOU IF WE HAVE ANY QUESTIONS.

<b>Name:</b>	
<b>Year Started:</b>	
<b>Contact:</b>	

(some people put telephone number, some e-mail, or both)

<b>Website:</b>	
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<b>Leasing Assoc.</b>	
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<b>Employees:</b>	
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<b>Geographic Area:</b>	
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<b>Minimum Dollar Amount:</b>	
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(several also put a range, as you will see, some also add their average transaction size)

<b>Equipment Restrictions:</b>	
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(you may have this on your web site, or may say, call, or may have a short list, or may say depends on credit.)

<b>A-B-C-D-E</b>	<b>A:</b>		<b>B:</b>		<b>C:</b>		<b>D:</b>		<b>E:</b>	
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*A--Accepts Broker Business*

(It is suggested in the comment section that the web site address of contact and/or qualifications be placed. If not on a web site, please put on a page that we can turn into a URL for readers to go to)

These are yes or no answers. If you have any further clarification please include it in your comments section.

*B-Requires Broker to be Licensed---*Certain states require all those involved in the leasing process be licensed. If you care to make a comment on this, then please add to your comment section.

*C-Sub-Broker Program*—Allows a broker to pay a broker who submits and/or works with the original broker to obtain credit,

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financial statements, negotiate, or assist in the obtaining of leasing documents and invoices.

*D—Private Label Program*—offers the broker or discounter a contract that allows them to put their name on it, primarily for marketing purposes.

*E—In addition to accepting broker business, has “in house” salesmen* who go “direct” to customers and/or equipment vendors. If there is confusion such as the entity is a subsidiary or separate operation, but under the same financial control, it is best to state, “yes,” while the sales team may be “separate,” it is in reality part of the organization. This is very common in the leasing industry to have both sets of “on premise” and “off premise” sales and should not be viewed as a negative to each “divisions” efforts.

<b>Comments:</b>	
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These will be “footnoted” and hopefully will cover any statement or clarification a “funder” would like to make.

***In addition, please give us the name and telephone number of your banker who will confirm you are a funder or have investors, etc.***

**Name:** \_\_\_\_\_

**Phone:** \_\_\_\_\_

**Company Name:** \_\_\_\_\_

***We have done this with all companies we do not know.***

***Please also let him know we are calling. All information will be held confidential.***