



THIN TO WIN

Get lower rates on your rate sensitive deals from BSB Leasing

We want to make it easy to do business with us. We strive to be your business partner. **True partners work together.** To that end, BSB Leasing presents its Thin to Win program.

With most funding sources the buy rate remains constant and the broker ends up lowering their commission points in an effort to keep (and hopefully win) the deal. That's not the case with BSB Leasing. **WE ARE HERE TO HELP!!**

When you need to lower your points to win a deal, BSB will also lower our rate to help you win the deal. That's what true partners do. **WE ARE HERE TO HELP!!**

BSB's Thin to Win program lets you use a lower rate from BSB when you need to get competitive to win the deal. No longer is it just you lowering the rate we lower ours. **WE ARE HERE TO HELP!!**

Here's how the program works:

- "Find" the customer that wants to beat you up on price (that shouldn't be too hard).
- Use the Thin to Win rate now published on our standard rate sheets to find the reduced rate.
- Add your commission (maximum of 8 points commission under Thin to Win).
- Close the deal!!

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