



Client Business Self Analysis Worksheet

Answering these questions will give you a good indication of how much your company can benefit from leasing your bus. The more “Yes” boxes you check, the more likely it is that we can save you money, make your job easier.....or both!

About Your Company

1. Is cash flow an issue for your business?
 _____ No _____ Yes
2. Are depreciating assets a tax and financial burden?
 _____ No _____ Yes
3. Is the ability to make investments in growing your Business difficult?
 _____ No _____ Yes
4. Is your borrowing capacity limited by purchasing vehicles with existing lines of credit?
 _____ No _____ Yes

Acquiring Vehicles

1. Can you see the benefit of having someone shop all available financing programs to find the one that best fits your needs?
 _____ No _____ Yes
2. Are you on a program to routinely rotated vehicles out of your fleet on a consistent basis?
 _____ No _____ Yes

Vehicle Disposal

1. Would you like to be protected from the cyclical possible losses in the resale market?
 _____ No _____ Yes
2. Is disposing of your vehicles an administrative burden?
 _____ No _____ Yes
3. Do you see the time it takes to dispose of a vehicle as lost time to you?
 _____ No _____ Yes

SCORING

Add up the number of times you checked “Yes”, then check your score below.

- | | |
|-----------------|--|
| _____ 7 or more | Ideal Leasing Candidate |
| _____ 3 to 6 | Leasing could make Sense |
| _____ 0 to 2 | Probably are not in a position To benefit from leasing at this time – straight financing may be beneficial |