



Sell More, Faster



Preferred Partner Program



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Offering financing options to your customers provides more than just an alternative payment plan. Equipment financing is a valuable sales and marketing tool which can boost your volume and margin, encourage customer loyalty, and effectively eliminate bad debts.

Sell More, for More

The Leasing Centre's flexible financing solutions allow you to offer alternative, highly tax effective payment methods to your customers. In offering a periodic payment option, your goods become more affordable. Additionally, taking the focus off the up-front costs allows you to minimise the damage to margins of discounting.



Eliminate Bad Debts

When your customer chooses to finance their acquisition through The Leasing Centre, you receive your money up-front. No more chasing bad debts or delinquent accounts.



Build Better Relationships

The Leasing Centre's operating lease (or rental) product allows your customers to upgrade their equipment at any time, usually without changing their monthly payment. This gives you the opportunity to maintain ongoing relationships with your customers by offering them the flexibility to upgrade, as well as purchase add-ons and optional extras following the initial sale.



What's in it for your customers?

- Little or no initial outlay
- Potential 100% tax deductibility (with business use)
- Upgrade, add, delete or modify equipment at any time
- Easy cashflow management with predictable monthly payments
- Financed equipment is often off balance sheet, and so does not affect asset ratios or ability to borrow from banks
- Highly competitive rates
- Flexible end-of-term options
- Unparalleled service – Tailor Made Finance, the Easy Way

Membership Benefits

Partner for Profit

The Leasing Centre's Preferred Partner Program provides members with access to everything an equipment supplier needs to offer their customers a complete and flexible finance solution. The Leasing Centre's Preferred Partner Program can work wonders for your bottom line, and make it easier for your customers to buy from you. It can help shorten the sales cycle and move inventory. It can also give you a valuable competitive advantage.



Best of all, membership is absolutely FREE!

As a Preferred Partner Program (PPP) Member, you'll have access to:



- Customised, jointly branded marketing material
- Preferred Partner logo for use in your own marketing and point of sale activity
- Training for your marketing and sales teams to incorporate finance into sales message
- Regular rate chart updates where relevant
- Invitations to Partner-only events
- Regular Partner newsletter
- Priority service from quotation to application to payment
- Faster approval times where possible
- Access to special finance offers such as special rate offers and payment holidays
- Some of the most competitive rates in the market



HOW TO JOIN

Simply complete the Preferred Partner Program application form and forward it either to your Account Manager at The Leasing Centre, or fax to (02) 9747 4407. Upon approval, you'll receive a welcome pack including a certificate, logo, and marketing material.

QUESTIONS?

Speak to your Account Manager, or drop an email to partner@theleasingcentre.com.au

Tailor Made Finance, the Easy Way

Unmatched Experience

Since 1992, The Leasing Centre has been at the forefront of the Australian equipment finance scene. Our Directors and Account Managers have consistently led the asset finance domain, from refining leasing in Australia 25 years ago, to pioneering the rental concept in several industries. In addition, our specialists are experts in their fields, having had experience across a variety of industries and markets. Our success is based on service - we pride ourselves on our relationships; with clients, suppliers, and Australia's leading banks and finance companies.

Just ask any of our tens of thousands of customers, large and small:

- Hospitality, Tourism & Gaming
- Restaurants & Catering
- IT & Telecommunications
- Agriculture, Resources & Mining
- Local, State and Federal Government.
- Retail, Wholesale & Distribution
- Manufacturing & Printing
- Professional Services
- Medical & Veterinary
- Automotive

Sydney

Level 5, 74-76 Burwood Road
Burwood NSW 2134
Phone: (02) 9744 7099
Fax: (02) 9747 4407

Melbourne

Level 5, 434 St Kilda Road
Melbourne VIC 3000
Phone: (03) 9867 5000
Fax: (03) 9867 5522

Brisbane

Level 12, 379 Queen Street
Brisbane QLD 4001
Phone: (07) 3229 9066
Fax: (07) 3229 9788



Contact us on 1800 640 738

The Leasing Centre (Aust) Pty Limited ABN 84 057 766 551. The Leasing Centre recommends clients always seek independent financial advice on relevant accounting, taxation and legal matters. Every effort has been made to ensure the information contained in this material is correct at time of publication. Any action taken by any party on the basis of information in this material is at the sole risk of that party.

Partner Membership Form

Please complete the following application form and either return it to your TLC Account Manager or fax back to (02) 9747 4407. This information is required in order to provide benefits of membership to the Preferred Partner Program. Please Note: There is no obligation for any further action or cost on your part. A representative of The Leasing Centre will contact you upon approval.

For any questions or more information, please either contact your TLC Account Manager, call us on 1800 640 738, or go to www.theleasingcentre.com.au

Company Name:

Trading Name:

ABN:

Address:

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State: Postcode:

Primary Contact Name:

Phone:

Fax:

Email:

Website:

Year Company Established:

Director Name (if Public Company, write 'Public')

Director Since:

Director Name:

Director Since:

Industry:

Type of Equipment:

Equipment Description (attach brochures if available)

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.....
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Anticipated Monthly Financing Volume:

\$ or units

Average Transaction Value

\$

Target Markets:

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Resale Value & Market Description:

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Effective Life of Equipment:

.....
.....

Signature:

Name:

Position:

Date:

TLC Account Manager (if known):

Program Terms and Rules

The Leasing Centre's Preferred Partner Program (PPP) is designed to help our Partners boost sales volume and margin by offering an alternative, tax-effective and highly attractive payment option to their customers.

Members of the Preferred Partner Program can look forward to unprecedented levels of support from The Leasing Centre, including sales trainings, regular rate chart updates, co-branded marketing material, Partner-specific events, newsletters, proactive account management and more.

In joining The Leasing Centre's Preferred Partner Program, you agree to the following Terms, Conditions and Rules:

- 1) There is no cost associated with PPP membership.
- 2) The Leasing Centre will not sell or share your information with any third party except where required for the approval of specific equipment finance transactions.
- 3) You agree to allow TLC to send you email and physical mail on occasion by way of providing information and updates to members of the PPP. Should you wish to Opt Out of receiving these updates, please send an email requesting this to partner@theleasingcentre.com.au.
- 4) You agree that any information provided to you by TLC as a member of the PPP is considered Commercial in Confidence and will not be shared with any third party without the express permission of The Leasing Centre. This includes (but is not limited to) rate charts, sales training information, special offer proposals and the like. It does NOT include any Client targeted marketing material, which may be used at your discretion.
- 5) You agree to always accurately represent The Leasing Centre's products. You must not make misleading statements about payments, contracts, credit, terms, or any component of the financial instruments themselves. The Leasing Centre does not provide taxation or legal advice, but simply represents and recommends appropriate equipment finance solutions. We recommend that every Partner follow this example unless they are an Accountant, Tax Agent, Lawyer or Financial Planner as you may be liable for any incorrect advice provided to your Client.
- 6) As a PPP member you will be provided with a Preferred Partner logo for use on your marketing material or wherever you see fit. In using this logo, or The Leasing Centre name, you may not imply any Agency relationship with TLC. You may only use the logo to positively reflect the partnership between yourself and TLC. You may not use the logo for any parody or otherwise negative purpose.
- 7) In applying for finance with The Leasing Centre, your Client is protected by the National Privacy Principles and the Privacy Act. Please understand that the Client will be asked to provide confidential information as part of their application. We are not able to share that information with you without the written permission of the Client. This includes credit details, financial details, and individual contract details with regards to payout amounts and the like. Any breach of Client confidentiality can be subject to substantial personal and corporate penalties.
- 8) The Leasing Centre reserves the right to change the benefits of PPP membership at any time and without notice.
- 9) Your PPP membership is considered current until cancelled. The Leasing Centre reserves the right to cancel membership for any reason with 30 days written notice. In the case of any breach of PPP Terms, TLC can cancel your membership effective immediately. Upon cancellation for any reason, you must destroy and cease using any logos, marketing materials or any other material provided by TLC.
- 10) Should you have any questions about The Leasing Centre, the Preferred Partner Program, or a finance product or facility, please do not hesitate to contact your Account Manager at The Leasing Centre.

Phone: 1800 640 738

Fax: (02) 9744 7099

partner@theleasingcentre.com.au

www.theleasingcentre.com.au