



**Laurentide**  
Financial Services

A vendor's guide to  
Laurentide Equipment Rentals

> HOW YOUR BUSINESS CAN BENEFIT  
FROM A CUSTOMER FINANCE  
SOLUTION

Providing a finance facility to your customers offers you a host of advantages. Here are just a few.

> **You can market your business as a 'one stop shop' with the ability to provide a complete solution to customers.**

We can structure a finance program on an undisclosed basis, so your business can benefit from providing a seamless, end-to-end solution to customers. Bundle products and services such as installation, training, maintenance, implementation and financing into one convenient package.

> **It can help increase your customer retention and repeat business opportunities.**

Could your business be losing sales because you can't offer a rental finance solution to your customers? Many customers can't afford to purchase the goods they need up-front, and want the flexibility that rental provides. If your business doesn't provide a rental alternative, you run the risk of customers choosing to buy from a competitor that does.

> **You can reduce the credit risk to your business.**

We can finance up to 100% of the solution and take on all credit risk. We also provide an extensive range of back office functions – such as credit assessment, documentation, settlements and account management – to support the program.



## > OUR FINANCE SOLUTIONS

**Our rental programs are simple and designed to help your clients take advantage of the latest technology.**

**We offer terms of 12-60 months, with the flexibility of three different end-of-term options.**

### > **Rental Program**

This program offers all the convenience of a complete bundled solution. Payments can be structured to suit a range of needs.

### > **Master Rental Program**

The Master Rental Program offers all the same advantages as the Rental Program, but also allows for ongoing drawdowns under a master facility.

### > **End-of-term options**

At the end of term, your client has the flexibility of three different options available to them: continue to rent the equipment, return the equipment to us, or make an offer to purchase it (conditions apply). Contact us for more information.



## > FREQUENTLY ASKED CUSTOMER QUESTIONS ABOUT RENTAL

### > **What will my rental payments be?**

We can tailor a custom financing solution with competitive, market-sensitive rental payments to meet the needs of your business. Contact us for more details.

### > **Will my rental payment stay the same even if interests rate rise?**

We offer fixed-payment financing so your client will know the total cost upfront – and this stays the same over the term of the rental.

### > **What happens at the end of the rental term?**

You have the flexibility of three different options available to you at the end of the rental period: you can continue to rent the equipment; return it to us; or make an offer to purchase it (conditions apply). Contact us for more details.

### > **Can I add to the system during the rental term?**

Yes – we make it easy for you to add to your finance solution. Through the Master Rental Program there is minimal additional documentation – just a one-page schedule. The additional financing can be structured to end at the same time as your original rental, or at a time that you request.

> 3 KEY BENEFITS TO YOUR CLIENTS

Renting can  
also benefit your  
customers.  
Here's how...

1

> **Your client can keep their technology up to date.**

Renting formalises your client's asset replacement strategy and provides the flexibility for regular equipment upgrades. This means your client can always benefit from the latest technology.

2

> **Your client doesn't have to worry about the risk of equipment obsolescence.**

Technology-based equipment eventually becomes obsolete – all too soon it will no longer be efficient or compatible with new technologies. When your client owns the equipment, they have no choice but to take on this risk themselves. With rental, however, the risk can be transferred to us.

3

> **Your client can free up their capital.**

Renting provides a cashflow-friendly way of obtaining the latest equipment without tying up capital, so your client can use their funds elsewhere to really benefit their business. We can also provide the option of financing their current equipment through a sale and leaseback arrangement, helping them release their invested capital.



Contact us today >

# Could you be offering more to your customers? Help your business get – and stay – in the fast lane with a tailored financial solution from Laurentide Equipment Rentals.

**> In today's increasingly competitive environment, every business needs to find new ways to stay ahead of the pack.**

That's where Laurentide Equipment Rentals can help. We provide customised financial solutions to help you offer more to your customers.

Use our solutions to increase sales to new and existing customers, expand your service offering and improve repeat business opportunities. What's more, your customers will benefit from improved cash flow to their business, access to the latest technology, and the flexibility that only renting can provide.

No matter what business you're in, we can create a financial solution that enhances it. That's the Laurentide difference.



## > ABOUT LAURENTIDE EQUIPMENT RENTALS

Laurentide Equipment Rentals is a division of Laurentide Financial Services, a specialist provider of asset finance solutions. We offer a complete range of asset finance products for the financing of a wide range of business equipment.

Since our inception in 1988, we have grown to be one of the largest finance brokerages in Australia – with absolute commitment to client service and our ability to consistently **achieve the best financial solutions** for our clients. We look forward to assisting you and your customers with any asset finance requirements.

### Contact the Laurentide Equipment Rentals team:

Suite 1, 17-23 Myrtle Street North Sydney NSW 2060

PO Box 167, North Sydney NSW 2059

Phone: (02) 9954 5044

Fax: (02) 9955 6544

Email: [finance@laurentide.com.au](mailto:finance@laurentide.com.au)

Disclaimer: This brochure contains purely factual information only and a description of Laurentide Equipment Rentals ("LER"). LER is not an authorised deposit-taking institution for the purposes of the *Banking Act 1959* (Commonwealth of Australia), and the obligations of LER do not represent deposits or other liabilities of Laurentide Financial Services Pty Limited (ABN 81 410 425 612). Laurentide Financial Services Pty Limited does not guarantee or otherwise provide assurance in respect of the obligations of LER. The information contained in this brochure is not an expression of opinion or recommendation and does not constitute financial product advice, general advice or personal advice and should not be relied on as such. LER makes no representation, warranty or promise that the information contained in this brochure accurately describes the provision of finance or leasing services in any particular jurisdiction. To the extent permitted by law, LER accepts no responsibility for errors or misstatements, negligent or otherwise. The information may be based on assumptions or market conditions and may change without notice. No part of the information is to be construed as solicitation to make a financial investment. © Laurentide Financial Services Pty Limited