The webinar will start in just a moment.

### Coffee is brewing,

#### be right with you.



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#### Leasing Your Copier What You Need to Know

#### **Today's Presenters**



#### **Cathy Miles**

Business Improvement Specialist





**Business Improvement Specialist** 

#### DID YOU KNOW?

- 90 % of our customers choose to lease as opposed to purchasing

- You don't have to wait until the very end of your lease to make a change

- You have options!

TAXABLE FRANKLEY Investment Palue at 373 967 Year end 804 029 424 963 1 296 731 446 211 467 459 1 859 317 468 522 005 037 2 499 808 491 948 620 915 3 227 076 516 545 2 324 149 4 050 935 3 124 764 42 372 R 28 331 4 033 850 69 491 Start at monthly 5 063 675 can he do R 35 414

#### Advantages to Leasing

- No worries about lack of up-front capital

- Access to the newest technology

- Flexibility of terms (36, 48, 60 months)

#### Types of Leases

- Fair Market Value
- Dollar Buyout

### Bundled Leasing

- Includes service costs
- Ease of invoicing one payment

- Increases only on service, not lease payment

#### **Other Associated Costs**

- Service
- Insurance
- Personal Property Tax
- Sales Tax
- Transitional Billing
- Lease Origination Fee

#### Timing of your Lease upgrade

- Buyout considerations
- Proper notification
- Penalties



## What happens at the end of term?

- Notification
- Buyout
- Shipback

## Options at the end of your lease

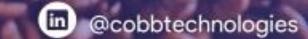
- Upgrade

- Purchase
- Return

#### Whats Brewing Next?



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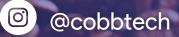
#### September 27, 2020

### Security Series: Social Engineering

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# Thank you for Joining us.

For any other Questions contact us at

