

About **Your** Finance Company

Your Finance Company, LLC operates specifically to help vendors increase sales by allowing you to offer your clients lower monthly payment amounts using our competitive finance rates. Several vendor programs are available, each tailored specifically to meet the needs of your company and focused on providing quality care and attention while helping to increase your sales! Your Finance Company gets your deals funded more quickly to dramatically increase cash flow and to ensure fast payment! Realizing your objectives and obligations becomes easier to do!

Your Finance Company offers unique sales training for designated vendor sales forces as well as other sales and marketing services, including joint marketing efforts. Our quality of service and ability to get deals done can be accredited to more than 100 years of combined experience, leadership, and business expertise among our members!

Call Your Finance Company today!



Your Finance Future

Depending on the equipment cost, up to 88% of the lessees choose the leasing company that is recommended by the equipment vendor. By offering the services of your own leasing company, you will control the sale. Many of your customers that paid cash for their equipment may have been able to afford better or more equipment if they had been given a lease option. Perhaps they may have been able to use the cash to expand their businesses, thus requiring more of your equipment during the expansion. YFC's primary role is to provide the required funding to your customers to insure they do business with you and not your competition. If your competition becomes a factor in the transaction, your lease representative will often know and inform you immediately. We are committed to maintaining a valuable and lasting relationship with you!



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An affiliate of Wirt Financial & Leasing Services.



Your Finance Company, LLC

EQUIPMENT
FINANCING

VENDOR
PROGRAMS

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Supporting Your Needs

- ✓ By providing the highest quality of service!
- ✓ By maintaining a lasting relationship!
- ✓ By increasing your sales!
- ✓ By continually evaluating changes in technology to ensure outstanding service!
- ✓ By providing competitive rates and prices!
- ✓ By offering unique and personalized Vendor Programs!



Increase Your Sales

Integrating the power and simplicity of equipment financing into your company's sales and marketing programs will **increase sales**...period. Equipment financing supports sales growth faster than any other single sales or marketing tactic. Customers respond more positively to monthly payments than to large, capital expenditures. Be easy to do business with, manage more aspects of the sales process - faster - by offering and providing equipment financing.



Optimize Your Performance

Every sale proposal should be presented with a lease-financing alternative. Focus on selling your products based on a monthly payment that is within your customer's monthly budget. You can convert those customers who are reluctant to make a buying decision due to the objection of having to make a large upfront cash outlay. Leasing produces a greater monthly operating profit, allowing your customers to return to lease more equipment.

Programs for Your Company

Leasing Plus Program

- Lower number of requests for leasing with high service level
- Timely credit decisions, quick payment, and a dedicated account

Preferred Vendor Program

- Heavy reliance on leasing with special needs. Customized service levels.
- Guaranteed turnaround applications and payment
- Special pricing, joint marketing, and promotions
- A dedicated account management team to support your needs

Private Label Program

- More control of the leasing process *within* the business
- The benefits outlined above plus the lender provides private label credit applications, lease documents, and lease promotions
- Municipal and Federal Leasing Programs are available

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