



Lease Smart's LOWEST RATE GUARANTEE NOW \$50.00

Almost 3 years ago, we made a pledge to our customers to provide the lowest possible rates on equipment leases of all types.

If we couldn't beat any competitor's approved leasing rates, we would pay our customer for the privilege of quoting to them and we would give our hearty recommendation that the customer take our competitor's approval. We are very aggressive in our pricing and we are extremely confident of our rates.

Over the last 3 years, only 6 transactions have been approved by others at leasing rates lower than we could provide. To further confirm our promise to you of your lowest leasing rates, we have raised our LOWEST RATE GUARANTEE as of August 1, 1991. We **STILL PROMISE** to beat any competitor's approval on any equipment lease acquisition or we will pay our customer \$50.00 for giving us the right to bid on their project.

Put us to the test on your next equipment acquisition.

Our \$50.00 Lowest Rate Guarantee Proves YOU CAN'T BEAT OUR RATES.

“Competition doesn't create character, it exposes it.”

HAPPINESS IS A POSITIVE CASH FLOWTM is the theme of our new outdoor advertising campaign. A positive cash flow is easy to define: More money comes in than is being paid out. Leasing allows businesses to acquire needed equipment and generate a positive cash flow from the equipment in its first month of use!

Keep an eye open for our signs, and call us to let us know you've seen one. We will award honey hive leases to the first person to call in and exactly identify each of our outdoor advertising locations.

Our business continues to grow as more businesses discover the advantages of leasing over bank borrowing for their equipment acquisitions. Our business volume is 21% ahead of this time last year. We keep doing what we do best.

99.9% PERFECT?

If your efforts for perfection have reached the 99.9% level, and you are feeling self confident about it, consider:

Being 99.9% defect free allows for.....

1 hour of unsafe drinking water each month;

2 unsafe plane landings daily at O'Hare Airport;

16,000 pieces of mail lost by the U.S. Post office every hour;

22,000 checks deducted from the wrong bank accounts each hour;

20,000 incorrect drug prescriptions yearly;

Suddenly, the quest for Zero Defects makes a lot of sense.

"All things are possible until they are proved impossible - and even the impossible may be only so, as of now."

Pearl Buck.

A young, ambitious lawyer spotted billionaire J. Paul Getty in a swank restaurant. "Please forgive me for interrupting your lunch, Mr. Getty, but I'm expecting two of my best clients to come in and it would be an enormous favor if sometime during our lunch you could please just stop by my table and say, 'Hello, Bernie.' I can't tell what it would mean to me..."

When Getty had finished his lunch and was about to leave, he remembered the lawyer's request. He went back to the man's table, tapped him on the shoulder and said "Hello, Bernie."

The lawyer frowned and said, "Not now, Getty, I'm having lunch!"

A doctor, an engineer and politician were arguing about which profession was God's favorite.

"Eve was created from Adam's rib," noted the doctor, "and that was obviously a surgical operation."

"But the world was created out of chaos," countered the engineer, "clearly a major feat of engineering."

"Ahah!" exclaimed the politician. "And who do you think created the chaos?"

The difference between genius and stupidity is that genius has its limits.

NEW PROGRAMS AVAILABLE

In response to requests from our vendors and lessees, we have recently added the following additional capabilities to our services:

Canada Leases: Capital equipment being used in Canada can now be acquired using one of our new lease programs. There is a \$5,000 minimum transaction size for Canadian leases.

Mexico Leases: Equipment being exported for use in Mexico can also be leased. There is a \$250,000 minimum transaction size for leases on equipment in Mexico.

Leases into Many Other Foreign Countries are also available. Call us for details.

Automobile and Vehicle Leases: We now have a resource that provides complete vehicle leasing services for all types of vehicles, including business and passenger uses. The feedback we've gotten from our clients who have taken advantage of this new capability is overwhelmingly positive. Let us know if you have a vehicle leasing need, for either business or personal use.

Special rates apply for each of these new programs. Call us for details. We hope that these new capabilities will give us even greater opportunity to help more growing businesses to succeed and help us to continue our growth, too.