



# FAX

To: Matthew Hines Manager of Leasing Fax: 877.888.7212

From

Fax

Pages

Phone

Date

Re

Additional Comments

Advice Matters!®



Name of Referring MC, MCP, MCM

Phone

Email

### Lease Vs. Loan Vs. Cash

#### Lease

Preserves Credit Lines  
 Simple Application  
 Hedge Against Inflation  
 100% Financing  
 No Additional Collateral  
 Easy Add-Ons  
 Potential Tax Advantages  
 No Down Payments  
 Longer Terms  
 Fixed Payments  
 Easier Budgeting  
 No Fees  
 Easy Trade Ups  
 Sale Lease back Options

#### Loan

Reduces Available Credit Lines  
 Extensive Documentation  
 Extensive Monthly Reporting  
 Often Requires Additional Collateral  
 Often Requires Down Payment  
 Negative Impact on Balance Sheet  
 Sales Taxes are Paid Up-Front  
 Bank Loans can be CANCELLED at any time with 30 days notice by the bank through the “Bank Demand Provision Clause”

#### Cash Purchases

Disregards Time Value of Money  
 Sales Taxes are Paid Up-Front  
 Depletes Cash Reserves  
 Negative Impact on Balance Sheet by Reducing Company’s Cash Position

#### The Advantages of Leasing

Preserve Credit Lines  
 Potential Tax Advantages  
 Simple Application.  
 Fixed Payments  
 Hedge Against Inflation  
 Easier Budgeting  
 100% Financing  
 No Fees  
 Off Balance Sheet Finance  
 Easy Add-ons  
 No Additional Collateral  
 Easy Trade-ups  
 Free up capital that is currently tied up in equipment and machinery, and use this capital for expansion, or other uses.

### Examples of Some Equipment Types

Automotive and Body shop Equipment	Fitness Equipment	Manufacturing Equipment of all types	Software and Licensing (stand-alone or package)
Baker’s Equipment	Forklifts	Medical Equipment of all types	Sports Equipment
Butcher’s Equipment	General Office Equipment	Modular Buildings	Tanning Beds
Cash Registers	Golf Carts	Office Furniture	Telephones and
Computer Equipment, software and services	Hospital/Medical/Physiotherapy Equipment	Optical Equipment	Telecom Equipment and more...
Construction Equipment	Industrial Equipment of all types	Photocopiers	
Dental Equipment	Janitorial/Cleaning Equipment	Point of Sale Equipment	
Dry cleaning Equipment	Landscape and Turf Equipment	Printers	
Fax Machines	Laser Hair Removal Equipment	Refrigeration Systems	

**I prefer the following terms:** *Please indicate Lease option and Term by checking the box of the term below the selected lease option.*

#### Full Payout

After the end of the term you can purchase the equipment for nominal amount; for example: \$1 \$10 or a \$100. Great if you want to own the equipment at the end of the term.

**Check Requested Term:**       24       36       48       60 Months

#### Fair Market Value

Designed for the customer who does not want to own the equipment at the end of the term, but would rather return, upgrade, or continue to lease the equipment at the end of the term. If the customer wishes to purchase the equipment, they will have to pay lessor the “Fair Market Value of the equipment – as dictated by the lessor. This type of contract can provide the lowest payments. This type of lease is most suited to technology equipment.

**Check Requested Term:**       24       36       48       60 Months

#### Early Purchase Opinion or Stretch Lease

The contract is structured as a Fair market value lease, however, the contract provides for a fixed, guaranteed “Early Purchase Option” that can be exercised by the customer, after a specific number of payments. For example. Total term 27 months, 24th month early purchase at 10% of the original equipment cost. This is essentially a combination of the Full Payout and Fair Market Value options.

**Check Requested Term:**       24       36       48       60 Months

*Our underwriters will work with you to structure a lease the best serves your business needs*

# Business Credit Application

Please fill out completely and fax to: 877.888.7212 or Email to matthewhines@homenwork.com

VENDOR	TERM REQUESTED	AMOUNT
Contact		Quote #
Equipment		
		New Used

## Company Information

Business Legal Name	Operating As (Trade Name)	
Address	Phone	
City	Province	Postal Code
		Fax
Type of Business	Contact (Name)	Email
Business Start Date	Structure	

## Financial Information

Business Bank	Branch Address	
Contact (Name)	Phone	Fax

## Principals Of The Company

Name	Title	Home Phone	
Address	City	Province	Postal Code
Interest in Business	SIN	DOB	

Name	Title	Home Phone	
Address	City	Province	Postal Code
Interest in Business	SIN	DOB	

You confirm that the information you have given us in respect of this application is true and complete, and you Authorize us to rely on and use this information in order to confirm your identity and evaluate your credit Worthiness in relation to the financing contract being entered into. In particular, you agree that we, our affiliates And any third parties acting for us or on our behalf (hereinafter collectively "us", "we", or "our"), may obtain a credit Report or other credit information from any credit reporting agency, credit bureau or credit grantor, and may hold, Use, exchange and disclose such information for the purposes identified above. If your application is approved, you authorize us to collect, hold, exchange and disclose your personal information, As required, in order to administer your contract, determine your insurance eligibility, and secure the assets being Financed, or as required or permitted by law. You also authorize us to use your personal information for internal Statistical analysis purposes. We will keep a file containing some or all of your personal information at 55 administration road, suite 11, vaughan, Ontario, l4k 4g9 from time to time. You have a general right to access and rectify the personal information in this file By making a written request to the above address, attention: privacy office.

Authorized Signature	Name (Please Print)	Date
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Authorized Signature	Name (Please Print)	Date
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# Personal Net Worth Statement

Please fill out completely and fax to: 877.888.7212 or Email to matthewhines@homenwork.com

Referrer Name

Email

## Personal Information

Legal Name

SIN Number

DOB

Home Address

Home Phone

Name Of Spouse (If Applicable)

Spouse's Employment (If Applicable)

Annual Income Statement		Annual Personal Expenses	
Borrower's Gross Annual Salary Or Draw		Mortgage / Rent Payments	
Spouse's Gross Annual Salary Or Draw		Property Taxes	
Rentals or Realty Income		Personal Loan / Lease Payments	
Interest & Dividends		Credit Cards	
Management Company Net Income		Other Obligations (Child Support / Alimony)	
Other Income (Indicate Source)		Estimated Annual Living Costs	
<b>Total Annual Income</b>		<b>Total Annual Expenses</b>	

Net Worth Statement			
Assets		Liabilities & Equity	
Cash (Savings & Chequing)		Mortgage On Residence	
Value Of Residence		Overdue Property Tax	
Value Of Marketable Securities (Stocks, Bonds, Gic, Term Deposits, Mutual Funds)		Unpaid Income Tax	
Value Of RRSP's		Credit Card(s) Balance(s)	
Other Real Estate		Amount Owed On Vehicles	
Value Of Vehicles		Other Personal Loans Or Mortgages	
Other Assets (Describe Below)		Total Liabilities	
		Net Worth	
<b>Total Assets</b>		<b>Total Liabilities &amp; Net Worth</b>	

**If the answer is YES to any of the following questions, please explain on a separate page.**

- YES NO Have you ever declared bankruptcy or had a judgment rendered against you?
- YES NO Are you party to any lawsuits or claims?
- YES NO Do you have any arrears in taxes (income, GST/PST, property, business) or payroll deductions?
- YES NO Are you providing your personal support or acting as a Guarantor to any third-party financing?

# Personal Net Worth Statement

Please fill out completely and fax to: 877.888.7212 or Email to [matthewhines@homenwork.com](mailto:matthewhines@homenwork.com)

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You Confirm That The Information You Have Given Us In Respect Of This Application Is True And Complete, And You Authorize Us To Rely On And Use This Information In Order To Confirm Your Identity And Evaluate Your Credit Worthiness, In Relation To The Financing Contract Being Entered Into. In Particular, You Agree That We, Our Affiliates And Any Third Parties Acting For Us Or On Our Behalf (Hereinafter Collectively "Us", "We" Or "Our"), May Obtain A Credit Report Or Other Credit Information From Any Credit Reporting Agency, Credit Bureau Or Credit Grantor, And May Hold, Use, Exchange And Disclose Such Information For The Purposes Identified Above. If Your Application Is Approved, You Authorize Us To Collect, Hold, Use, Exchange And Disclose Your

Personal Information, As Required, In Order To Administer Your Contract, Determine Your Insurance Eligibility, And Secure The Assets Being Financed, Or As Required Or Permitted By Law. You Also Authorize Us To Use Your Personal Information For Internal Statistical Analysis Purposes. We Will Keep A File Containing Some Or All Of Your Personal Information At 55 Administration Road, Suite 11, Vaughan, Ontario, L4k 4g9 From Time To Time. You Have A General Right To Access And Rectify The Personal Information In This File By Making A Written Request To The Above Address, Attention: Privacy Office.

Signature: \_\_\_\_\_

Day \_\_\_\_\_ Month \_\_\_\_\_ Year \_\_\_\_\_

***Please use this area if you answered YES to any of the questions, on the previous page.***



## Business Questionnaire

*Complete if Business is less than 3 years old or a Start Up*

1. Who are the owners of the business?
  
2. What percentage does each own?
  
3. How many employees will you have?
  
4. How much was invested into the business to start it, and by whom?
  
5. Do you have a line of credit with your bank?
  
6. How is this line of credit secured?
  
7. What are your target markets?
  
8. What were you doing in the previous 2 years before starting this business?
  
9. What are your sales forecasts?
  
10. What are monthly operating expenses (overhead)?

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