

LEASING VERSUS OTHER FORMS OF FINANCE

Experts agree that leasing is the most effective use of your cash and credit resources. The table below summarizes how it compares on seven major criteria:

CRITERION	LEASE	CASH	LOAN
Initial Capital Required	Minimal. Two Payments Only	100% of Cost	Usually 25% of Cost
Terms	1-5 Years More Flexible	None	Normally 3 Years Max
Credit Effect	An additional source.	Loss of Liquidity	Reduces Availability
Budget Treatment	Usually an Operating Expense	Large Front-End Outlay: Several Levels of Approval	Usually Same as Cash
Effect on Operating Capital	Minimal, due to low front-end costs	Can be Heavy	Requires more down payment
Accounting Treatment	Generally 100% Tax Deductible. More Rapid Write-offs.	Capitalized & Recovered over at least 5 years. Cumbersome Depreciation Records	Same as Cash. Amortization Records
Payments	Generally Lower	None	Generally Higher

Allow Balboa Capital to provide a custom financing solution that fits your needs.

Selecting a leasing company is not simply a matter of getting the best rate. You need a leasing company that has the flexibility to offer you the payment structure that suits your cash flow, and has the dependability to be the financial partner to help you grow your business.

Fast Approvals: If your business is like most businesses, when you need equipment, you need it now; not a month from now. Balboa's Application Only program can get you up to \$ 75,000 with a one-page credit application, usually within 24-48 hours. And if we can't, we will let you know right away so you can consider other options.

Variety of Options: Not all businesses are alike. They have different needs and different cash flows. Balboa accommodates varied cash flows through its *STANDARD LEASE, MASTER LEASE, STEP UP, STEP DOWN, 90-DAY DEFERRED, QUARTERLY, AND SEASONAL* lease structures.

Long Term Commitment: Qualified customers receive Balboa's VIP Card which comes with a pre-approved lease line of credit. You can go to a trade show, auction, or exhibitor show room with the comfort of knowing that you have funds available to acquire equipment. VIP Club members also receive free passes to trade shows and other benefits.

Trained Dedicated Account Executive: You will not be assigned to a customer service group or novice sales person. Rest assured that your dedicated account executive has graduated our training school and receives continued training. Our sales department is staffed with *U.A.E.L. CERTIFIED LEASING PROFESSIONALS*.

Friendly Billing: Ever have a billing question, only to realize that your loan has been sold six times and you have no idea who to call? Take comfort in knowing that Balboa's in-house billing and portfolio management department can help you with any billing or end-of-term questions. You will also receive reminder post cards during and at the end of your lease to let you know where you are.

Running your business is complicated enough.

Getting financing doesn't have to be.

Balboa Capital can show you how easy it can be to get financing today with our easy application program.

