



## COMMON LEASING MISTAKES

### The Lease Term Trap:

**Mistake: The term is so long, breakdowns increase, technology changes, & productivity's hurt**  
Longer terms mean lower cost right? Not necessarily—lower payment, yes, but higher cost in the long run.

60 month term

\$300/month payment funds dealer \$14,285

Does not function at optimum for full term

Forced upgrade includes payoff in new lease

More breakdowns

Outdated technology

More frustration for you

36 month term

\$300/month payment funds dealer \$8,645

Does function at optimum for full term

Update equipment more frequently

New equipment features

Compatibility with new software and drivers

More productivity for you

### The Shady Side of What Leasing Companies are Doing:

**Mistake: Forced to buy 5-year old technology**

At lease end, FMV price ranges from 35% to 55% of the original new cost. However, your dealer is given a lower Upgrade price ranging from 25% to 40% of the original new cost.

- You can't shop—other dealers can't compete
- You pay an inflated amount—pay for dealer's Upgrade cost in the next lease

### Know When it Ends:

**Mistake: 1-year automatic lease renewal**

Our **No-Lease Rental Program**<sup>SM</sup> keeps you from making these Leasing Mistakes.

Call **Clear Imaging Solutions**, your Exclusive Source for the **No-Lease Rental Program**<sup>SM</sup>.

*Working with Clear Imaging Solutions was just great. The representative took the time to explain how the new technology could help us, he listened to what we wanted, and then he provided just what we needed.*

*Barbara Ultra Contractors, LLC*