

LCA Partner Program



Control Your Destiny

LCA LEASE CORPORATION
OF AMERICA

Financing you can trust.SM

Introduction

Who is LCA?

- Provider of financing solutions to support customers throughout the U.S. and Canada
- Established in 1988 to service small-ticket lease customers (financing needs under \$500,000)
- Working relationships with over 3,000 vendors
- Generated over \$900 million in booked lease volume
- Booked/serviced over 75,000 leases in Office, IT, Telephony, Security, Radios, Automobile Repair and Point-of-Sale equipment

Benefits of using LCA

- Direct Funder
- Stable Source of Funding –LCA Bank Corporation, Member FDIC
- Quick credit decisions
- Competitive Programs and Rates
- Started by Local Business Owners, run by Local Business Owners - we understand the needs of the small business owner

Experience and Expertise

Over 25 Years in Business

**Over 3000 Independent Dealer and
National Accounts**

4 Star Bank Rating by Bauer Financial

LCA's Dedicated Teams

- **Sales**

- **Business Development Officer & Regional Account Executive**
 - Joint Sales Calls
 - Meetings
 - Training
- **Internal Account Executive**
 - Process Credit Applications
 - Answer sales and credit related questions
 - Available to speak directly with your Customer to help close transactions (with your permission)

- **Documentation**

- **Dedicated Documentation Specialist**
 - Processes all funding requests
 - Works directly with you and your Customer on documentation and funding of transactions



LCA's Dedicated Teams

- **Credit**

- **Credit Analysts**

- Available from 7:30Am – 6:00PM EST
 - All Transactions are reviewed by Analyst
 - Most decisions made in under 2 hours
 - Email Notifications on credit decisions

- **SVP Credit/Director of Credit**

- Reviews larger transactions and non-standard requests
 - Available for conference calls on larger opportunities

- **Customer Service**

- **Customer Service Team**

- Available from 7:30Am – 6:00PM EST
 - Provides a Welcome Call to all new customers
 - Answers any questions on customer bills
 - Provides upgrade quotes



Partner Program Highlights

- **Partner Program**

- **\$0.00 Residual to Dealer, FMV or Rental to Customer**
- **Dealer retains Equipment at end of lease or end of any month to month extension**
- **Dealer and LCA split extended rent payment – 60% to Dealer, 40% to LCA**
- **Competitive Rates in Comparison to FMV Transactions**
- **Helps Dealer Keep Better Control of Customer by Controlling the Asset**
- **Available for Commercial and Municipal Customers**
- **Available on New and Pre-Owned Equipment**

Partner Program Benefits

- **Increased Revenue**
 - Dealer owns the equipment at the end of the lease
 - Dealer can realize increased revenue by selling Pre-Owned machines that were serviced by the Dealer
 - Renewal Sharing – Dealer retains 60% of all Renewal revenue from the Customer
 - You can charge the Customer for the expense of returning the Equipment and retain the entire amount
- **Decreased Expenses**
 - No more shipping expense back to the Leasing Company
 - The Average shipping cost is upwards of \$400.00 per Lease
 - No Early Upgrade Fees or Return Fees
 - Less Administration – No more worrying about Lease end notification or renewal issues

Real Life Analysis – Returning Equipment

60 Month Leasing Company A

Term:	60
Rate Factor:	0.01895
Equipment Cost	\$25,000.00
Payment	\$473.75
Residual (10%)	\$2,500.00
Avg Shipping Cost	\$400.00
Return Fee	\$473.75
Funding Difference	\$196.34

Total Funding	
Return Fees to Lessor at Trade-Up	
Shipping Cost to return machines (40 deals x \$400.00)	

Total Cost Difference of program

Percentage Difference

60 Month LCA Partner Program

Term:	60
Rate Factor:	0.0191
Equipment Cost	\$24,803.66
Payment	\$473.75
Residual	\$0.00
Shipping Cost	\$0.00
Return Fee	\$0.00
Funding Difference	-\$196.34

\$1,000,000.00	\$992,146.60
-\$18,950.00	\$0.00
-\$16,000.00	\$0.00

\$965,050.00

\$992,146.60

2.81%

The Good Stuff – Additional Revenue

The Good Stuff

If you have a market to sell used machines, you can bring in additional revenue by selling Pre-Owned. Since you are the servicing Dealer, you know the machines were serviced properly.

10% Example

With a Sales Price of only 10% of Initial Funding (40 deals)

\$99,214.66

Add in the Cost Saving from Previous Slides

\$27,096.60

For a grand total of:

\$126,311.26

12.63%

Additional Revenue

for 40 Leases

20% Example

With a Sales Price of only 20% of Initial Funding (40 deals)

\$198,429.32

Add in the Cost Saving from Previous Slides

\$27,096.60

For a grand total of:

\$225,525.92

22.55%

Additional Revenue

for 40 Leases

Real Life Analysis – Purchasing Equipment

60 Month Leasing Company A

Term:	60
Rate Factor:	0.01895
Equipment Cost	\$25,000.00
Payment	\$473.75
Residual (10%)	\$2,500.00

Funding Difference \$196.34

Standard Purchasing Equipment Benefits

Total Funding
Lessor's Residual to Dealer

Total Cost Difference of Program

Percentage Difference

60 Month LCA Partner Program

Term:	60
Rate Factor:	0.0191
Equipment Cost	\$24,803.66
Payment	\$473.75
Residual	\$0.00

Funding Difference -\$196.34

Leasing Company A

\$1,000,000.00

-\$100,000.00

\$900,000.00

LCA

\$992,146.60

\$0.00

\$992,146.60

10.24%

LCA Additional Program Options - Co-Branded and Private Label

- **Bi-Label or Branded Lease Documents**
 - Utilizes LCA documents
 - Documents will be branded with Dealers logo and name
 - All billing will be done under the LCA name
- **Private Label Lease Documents**
 - Ability to Utilize an LCA Document or Dealers existing proprietary lease documentation
 - All Branding on Lease is under the Dealers name, including being the Lessor
 - Lease can be assigned to LCA and billed under the LCA name
 - Lease can be assigned to LCA and billed to Customer under the Dealers name

LCA Additional Program Options – Interim Rent and Bundled Leases

- Interim Rent can be included in with the Lease
 - Additional Revenue Source to Dealer
- Service/Maintenance Bundled Lease Agreements
 - Lease can be bundled with hardware and monthly service
 - LCA will pass-through to dealer the monthly service portion as collected
 - Option available to have entire year's service remitted to the Dealer in advance
 - On each anniversary, LCA will remit the next years annual service amount
 - 6% Discount on annual service amount required

NEW – LCA's E-Signature Document Program

- First in the Industry to utilize E-Signature Documents for Office Equipment transactions
- Complete Electronic Documents – E-Signature from Customer.
 - No more faxing, emailing or have original contracts signed
 - Email comes from Directly from LCA to Customer.
 - Customer Reviews Lease – clicks on Lease Acceptance and Submits.
 - Lease Document is Electronically transmitted back to LCA
 - Your Sales and Administrative Staff will no longer have to chase documents from your Customers

E-Signature Documentation Process

- **Simple Process**
 - LCA approves transaction
 - Vendor supplies LCA Information needed to complete Documents
 - Equipment Description
 - Monthly Payment or Cost
 - Signers name, title, email and cell phone#
 - LCA sends email to Signer and text to cell phone with unique security code
 - Customer E-signs documents and they are transmitted back to LCA
 - Vendors delivers equipment and invoices LCA
 - LCA Pays Vendor

NEW – LCA's E-Signature Document Program Sample Email

Dear [Customer Name],

Welcome to LCA Group eSigning. Please click on the link below to access your document package. You will then be directed to eOriginal Signing Page. Please enter your Security Code as listed below, agree to the terms and conditions and then click Begin.

Security Code: SENT TO YOUR CELL PHONE

You will then be taken to the document package for signing. Please read and review all documents before starting the signing process. When you are ready to begin signing, click on the START button on the left side of the screen. You will be directed to the first signature field which will state 'Click Here'. After clicking on the field click the NEXT button on the left side of the screen and you will be directed to the next required signature field. Continue this process until all fields are complete and a button appears on the bottom of the screen that says APPLY SIGNATURE. At this point you will be asked to scan and attach any additional documents as required (Drivers License, Advance Payment Check). If you are not able to scan and attach these items please fax them to us at 800-736-0218.

This eSigning package will expire . If you have any questions regarding this process, please contact Jill Vogel at jvogel@leasecorp.com or 248-743-5164.

Thank you for your business!

You have been invited to complete (e.g. review, fill-out, sign) your documents using the eOriginal SmartSign® Web service. To begin the process, simply click on the link below.

[CLICK HERE TO ACCESS YOUR DOCUMENTS](#)

E-Signature Documentation Information

- Available for all Customers – Commercial, Municipal, Non-Profit
- Available on transactions up to \$75,000.00
- D&A can be E-Signed or manually signed when equipment is delivered
- Open to all equipment and terms normally available

Copy of the Electronic Original® document managed by the eCore® On Demand (EOD™) Service

LCA LEASE CORPORATION <small>OF AMERICA</small> <small>Financing you can trust.™</small>		LESSEE: (including your successors and assigns, called "You" or the "Lessee") Complete Legal Name of the Lessee: (Current Manufacturing/Shipping)					
Billing Address: City: _____ State: _____ Zip Code: _____ Phone #: _____ Fax: _____ Federal Id No. (FID#): _____ Organizational ID (if any): _____		City: _____ County: _____ State: _____ Zip Code: _____		City: _____ County: _____ State: _____ Zip Code: _____		City: _____ County: _____ State: _____ Zip Code: _____	
Address: 402 Killeb Street City: _____ State: _____ Zip Code: _____		City: _____ County: _____ State: _____ Zip Code: _____		City: _____ County: _____ State: _____ Zip Code: _____		City: _____ County: _____ State: _____ Zip Code: _____	
Initial Term: 24 MONTHS <small>(Months)</small>	Payment Due Each: MONTH <small>(Mo., Qtr., 1/2 Yr., Yr.)</small>	Base Periodic Payment: \$637.98 <small>(Per Applicable tax)</small>	Advance Payment(s): \$637.98 <small>(Per Applicable tax)</small>	Documentation Fee: \$99.00	Security Deposit: \$ 0.00	PURCHASE OPTION – You must contact us at lease end to exercise.	

1. Terms and Payment Schedule, Taxes and Fees: You shall pay LCA Bank Corporation or its affiliate, Lease Corporation of America ("LCA", "we", or "us", which includes all successors and assigns) all amounts due without set-off or deduction on a due date set by us. You are responsible for complying with the due date. Unless we notify you, all payments must be sent to us at the Michigan address provided. You will pay timely all taxes and fees related to the Equipment under this Lease. You will reimburse us on demand for any taxes or fees and for any filing or release fees and other reasonable administrative expenses we pay. You will pay us a documentation and processing fee to advise our administrative costs. **THIS IS A "FINANCE LEASE" AS DEFINED UNDER THE UNIFORM COMMERCIAL CODE.** We may insert any missing information onto this Lease and to correct any misprinting or other minor errors. Michigan law will govern this Lease. You agree to be subject to suit in Michigan courts and waive any right to a jury trial. This Lease is the full and entire agreement between you and us in connection with the Equipment. This Agreement cannot be amended or modified except in writing signed by you and us. You waive all rights and remedies you may have under UCC 2A-509 through 512.

2. Ownership of Equipment, Liability: We own the Equipment. You will keep the Equipment free from liens and encumbrances. If this Lease should be determined not to be a true lease, you grant us a purchase money security interest in the Equipment and authorize us to perfect and protect our security interest in the Equipment. We are not responsible for any losses or injuries to you or any third parties caused by the Equipment's installation or its use. You will reimburse us for, and to defend us against, any claims for losses or injuries caused by the Equipment and any related costs or actual attorney fees.

3. No Warranties, Maintenance and Installation, Insurance: WE LEASE THE EQUIPMENT TO YOU "AS-IS" WITH NO WARRANTIES, EXPRESS OR IMPLIED. You shall continue making all payments to us when due even if the Equipment is not properly installed, does not operate as represented or warranted, or is unsatisfactory for any reason whatsoever or if there is a problem with the Supplier or with the provision of maintenance or other service. You shall make all such claims only to the Supplier. Upon your acceptance of the Equipment, you will have no set-offs or counter-claims against us. For the Lease term we give you all equipment warranties, if any, given to us by the Supplier. You may contact Supplier to receive a description. You are responsible for registration and maintenance of, and for any damage to, the Equipment. If the Equipment is damaged or lost, you must continue to make all payments under this Lease. You will (a) keep the Equipment insured against all types of loss, including theft, and name us as loss payee and (b) maintain general public liability insurance policy. The insurance must provide we be given at least 30 days advance notice of cancellation or change. If you do not provide us with acceptable evidence of insurance before any payment due date, you will pay us with each payment a risk fee equal to 0.25% of the Equipment's original cost. The risk fee will not relieve your duty to maintain insurance coverage and will not provide you with any insurance benefits or protection from us. The risk fee will stop when you provide us with acceptable proof of insurance, but you will not be entitled to any refunds or returns of previously paid risk fee.

4. Your Representations and Warranties to Us: You and any guarantors represent and warrant to us, and we rely on the fact that: a) you have freely chosen to lease the Equipment from us only after considering purchasing it; b) the Equipment is leased exclusively for your existing business purposes; c) we own the Equipment and have no duty to repossess or recall it if you default; and d) the Equipment is new and has a remaining economic life of one year beyond the Initial Term or as allowed for a true lease by the IRS if you are solely responsible for any data, information, images, or the like ("Stored Data") used in any systems in relation to the Equipment and indemnify and hold us harmless for any claims related thereto; f) you shall remove, delete and scrub all Stored Data from the Equipment before it may be returned to us or transferred to another person.

5. Location of Equipment, Equipment Return, Termination: You will keep the Equipment only at your address. At lease end you will immediately return the Equipment, in good working condition, to us with all expenses prepaid by you. At the end of the Initial Term, if you have not returned or purchased the Equipment, the Lease automatically renews for successive one-month terms with the same payment and terms until returned or purchased. This automatic renewal will not waive or cure any default, or will it cause waiver of any of our remedies upon default.

6. Assignment: You may not sell, transfer, assign, or sublease the Equipment or this Lease. We may sell, assign, or transfer this Lease under the Equipment. The assignee will have the same rights that we have and you will not assert against any assignee any claims, defenses, or set-offs that you may have against us.

7. Collection Charge: If full payment is not paid when due, you shall pay us, as applicable, each of the following charges when allowed by law. If not allowed, you shall pay the maximum charges allowable by law for the corresponding charge. The charges are: a) late charge the greater of \$ 15 per dollar of each late sum or \$15.00, plus b) an interest charge of 1.5% per month, for every month after the first month in which the sum is late, plus c) a collection call charge of \$20.00 per call, plus d) a returned check or non-sufficient funds ("NSF") charge the greater of \$50.00 or actual bank charges to us plus e) other amounts allowed by law.

8. Default and Remedies: If you do not pay any amount when due or default this Lease we may accelerate the remaining balance due and demand the Equipment's immediate return. If you do not return the Equipment within 10 days of our notice of your default, you will also pay us the Equipment's end of Lease estimated fair market value (computed to be 25% of the original equipment cost), discounted at the end of 9% per year. We may also use any remedies available to us under applicable law, including repossessing and selling the Equipment at a private sale without notice to you. You will pay our reasonable attorney's fees (the greater of \$500.00 or 25% of the amount you owe) and actual costs. We have no duty to mitigate any damages to us caused by your default. We both agree that all purchase options, if any, (whether separate, included or implied by law or otherwise) are contingent on you not defaulting (whether or not cured), and that we may, without notice, terminate all such options. If we file a lawsuit, you and the guarantors agree that we can serve you (or either of us) in addition to other legal process service methods.

9. Security Deposit: The Security Deposit, if given to us, will be held by us to secure the performance of your obligations hereunder; you may not use it to pay any lease payment or other amount due. The Security Deposit, if available, may be used as a credit against the Equipment's purchase price at the end of the Lease Term. If you do not purchase the Equipment, the balance of the Security Deposit will be refunded to you without interest unless otherwise required by law upon your fulfillment of all obligations under this Lease.

LEASE ACCEPTANCE

This Lease is not binding on us until we sign it. Facsimile signatures and initials may be treated as original signatures. You have read, understood and agree to all the terms of the Lease. **THIS LEASE MAY NOT BE CANCELLED.** Neither the manufacturer nor supplier of the Equipment, or any sales representative or agent thereof, or our agent, No agreement or representation as to the Equipment or any other matter by the manufacturer or supplier or any sales representative or agent of the manufacturer or supplier shall in any way affect your obligations hereunder.

Assigned Signature of Lessee: _____ Title: _____ Date: _____
 Printed Name: _____

EQUIPMENT ACCEPTANCE AND PURCHASE AUTHORIZATION

You, certify that (i) all of the Equipment under this Agreement has been delivered to and received by you, (ii) you are satisfied with the supplier, the installation, and the Equipment, and (iii) all work necessary to use the Equipment has been done. **ACCORDINGLY YOU INSTRUCT AND AUTHORIZE US TO PURCHASE THE EQUIPMENT.**

Assigned Signature of Lessee: _____ Title: _____ Date: _____
 Printed Name: _____

GUARANTEE

"I" or "we" means Guarantor(s) and "Lessor" means LCA Bank Corporation or its affiliate Lease Corporation of America. I, jointly and severally agree to pay Lease all amounts owed under this Lease if Lessee defaults. I waive any notice of default and consent to all modifications, amendments and extensions relating to the Lease and any delay in action against the Lessee. This is a guarantee of payment and not of collection. Lessor does not need to first exhaust its remedies against the Lessee or the Equipment. This guarantee is effective notwithstanding the validity or enforceability of the Lease. I expressly waive notice of private sale of the Equipment, if applicable. I will reimburse Lessor for all expenses and attorney fees it incurs in enforcing the Lease or my Guaranty. I consent to Michigan law, jurisdiction over my person, and venue in any Michigan Court and waive trial by jury.

Signature of Guarantor (An Individual): _____ Signature of Guarantor (An Individual): _____
 X _____ Date: _____ X _____ Date: _____
 Printed Name: _____ Printed Name: _____

For Lessor Use Only
 Accepted at Troy, Michigan by Lessor: LCA Bank Corporation or its affiliate, Lease Corporation of America located at 3150 Livernois Road, Suite 300, Troy, MI 48063
 Signed: _____ Title: _____ Date: August 30, 2013 12:47:09 PM EDT

The original document is owned by Lease Corporation of America and this copy was created on Aug 30, 2013 12:47:59 PM.

Additional Offerings from LCA

- **Standard FMV or \$1.00 Leases**
- **Tax-Exempt Municipal Leasing**
- **Syndication for sub-standard credit**
- **Dealer Inventory or Showroom Financing**
- **Dealer Financing for Non-Standard Contracts**
- **Portfolio Purchases**
- **SBA Loans**

Any Questions – Contact LCA!

- **Senior Management**
 - Keith Hachey, Office Equipment Group Platform Manager
Phone: 800.800.8098 ext. 5154 • E-mail: khachey@leasecorp.com
 - Brian Kemp, SVP Sales & Marketing
Phone: 800.800.8098 ext. 5173 • E-mail: bkemp@leasecorp.com
- **LCA Dedicated Resources**
 - Amy Zins, Documentation Processor
Phone: 800.800.8098 ext. 5156 • E-mail: azins@leasecorp.com
- **LCA Reference Information**
 - Phone: 800.800.8098 • Fax: 800.736.0218
www.leasecorp.com • Email: marketing@leasecorp.com
3150 Livernois Road, Suite 300, Troy, MI 48083