

Why offer a lease finance option on your Furniture & Fitout projects

Offering customers a lease finance option as an alternative to paying up-front could help you increase your sales.

Your customers may not be aware they can lease an interiors project, so introducing a cost-effective and tax efficient option could help turn more prospects into customers.

Why offer a lease option to your customers?

Increased use of Alternative Finance

The finance landscape is changing; businesses are moving away from traditional methods (bank loans & overdrafts) and increasingly using alternative finance options including leasing. The growth of UK asset finance demonstrates that clients are actively seeking alternative funding sources.

Upgrade the project

Client's fixed capital budgets limit what they can purchase. Leasing breaks this down into monthly rental payments, enabling clients to revisit the scope of their project or add new features that might otherwise be unaffordable, and allowing them to achieve the project they want rather than the one their budget allows.

Easy and saves you time

We do all the paperwork, keeping you updated throughout.

Offer payment options

There are generally 3 finance options: Cash, Bank or Lease. However most customers are not aware of the lease option.

Unlock projects

Removing your customer's biggest hurdle, the up-front capital outlay, can both help their cash flow and accelerate project approval. Resolving cost objections by providing an alternative solution can revive projects, eliminate stumbling blocks and overcome budget restrictions enabling you to win more work.

Protect your profit margin

Breaking down the capital cost into monthly repayments can help protect margins, as you're less likely to be asked for a discount.

Competitive edge

Offering a lease option might differentiate you from your competition's proposals.

Quick decisions

Securing a lease agreement is far quicker than obtaining a bank loan or overdraft extension, so orders are processed promptly and with fewer obstacles.

Swift payment, no bad debt

You'll be paid smoothly in line with your payment schedules. You have no risk of bad debt or any need for credit control to chase payments.

Win more projects

Plus Finance will notify you 6 months before the end of your customer's lease, giving you the ideal opportunity to re-establish contact and discuss any further projects.

Let Plus Finance help you win more business, contact a member of our team today on 01494 783773

Why partner with us?

- Specialists in the office furniture and fitout industry
- Wide range of funding partners
- Established and experienced
- Dedicated Account Manager
- Sales & marketing support

Benefits for your client

- Maximise Cash Flow
- Fixed payments
- Tax advantages
- Existing bank credit lines remain intact
- Spread cost over time



CELEBRATING
15 YEARS

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