

Welcome to the National Service Cooperative Equipment Financing Resource Guide



GIVE YOUR CUSTOMERS MORE WAYS TO BUY FROM YOU

Thank you for your interest in NSC financing solutions, powered by our exclusive financing partner Navitas Credit Corp. By offering your customers affordable extended payment plans you instantly overcome budget and price objections. Now you can provide your customers with monthly payment plans that can match their exact cash flow needs. Best of all, once your customer is interested in learning more about the program, you simply contact your Navitas Financing Specialist and they do all the work to get your sale closed.

The NSC/Navitas Financing Advantage

- **Free Training for your entire sales team**
Learn how to position your sale and over-come objections
- **Free Marketing Support**
Take advantage of our proven finance marketing campaigns
- **Lead Generation Tools**
Simple to deploy web apps that turn site visitors into leads
- **Pre-Funding**
Can fund you up to 100% of your equipment upfront
- **Online Portal**
Submit deals and get updates 24X7
- **Flexible Credit Terms**
Support wide variety of credit types... even start-ups
- **No Credit Risk**
Once Navitas pays you, we take on the risk of non-payment

Six Steps To Financing Success

Welcome to worry free financing! Navitas makes it simple and convenient to close more sales with the power of financing. Just follow these six easy steps:

Step One:

Call Navitas to obtain monthly payment quotes

Step Two:

If your customer is interested in a payment option, complete your online Express Credit Application.

Step Three:

In two hours or less you will receive a credit decision.

Step Four:

Upon approval, we will send your customer pre-populated documents for signature.

Step Five:

Your customer electronically signs and returns the contract documents

Step Six:

We confirm your equipment is installed and pay you any remaining funds due.

FINANCE CREDIT EXPRESS APPLICATION

Get your customer credit approved in less than two hours! All you need to do is complete and submit your Credit Express application and we do all the rest.

It's Time To Make Equipment Leasing Part Of Your Sales Strategy

In today's highly competitive marketplace, simply offering a cash price is no longer a viable sales strategy. Here are 10 reasons you can't ignore on why you need to start offering your customers financing today.

We look forward to helping your company meet all its current and future equipment financing needs. For more information, contact **Ezra Kuskin** at **866.756.2848 ext. 106** | ekuskin@navitascredit.com



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**COMMAND MORE SALES WITH
NAVITAS FINANCING**

The NSC-IndEx Navitas Advantage

The Navitas program gives you an opportunity as an NSC/IndEx member to offer your customer a monthly payment option for either purchasing new equipment or servicing some of their current equipment. As a bank owned lending institution, we have the ability to work with a wide range of credit, including start-up businesses. Our newest program allows us to finance components for walk-in coolers/freezers, which no one in the industry currently offers.

The NSC-IndEx Navitas Financing Advantage

- ♦ A, B & C type credit including ONE day old startups – great for new businesses!
- ♦ Finance NEW & USED equipment – gives customer more purchasing power!
- ♦ Credit decisions in under 2 hours
- ♦ 90 Day Deferred Payments, Seasonal, Quarterly and Annual Payments
- ♦ Free Marketing Support - Take advantage of our proven finance marketing campaigns
- ♦ Pre-Funding - Can fund you up to 100% of your equipment upfront
- ♦ No Credit Risk - Once Navitas pays you, we take on the risk of non-payment

The NSC-IndEx Member Advantage

- ♦ We pay the full amount up-front (100% pre-funding) including a 1% bonus on all deals.
- ♦ **Referral Fees** – As a member of the NSC you get to take advantage of an additional 1% of the transaction amount once the deal funds
- ♦ Integrated Navitas 'resource center' page on your site. These are made to look like your website by Navitas' professional marketing team
- ♦ Special IndEx "Emergency cooler component financing" program. Able to finance the components of a walk-in; condenser, compressor, evaporator and even the gas and labor charges!
- ♦ We have 'cash-back' programs for qualified customers - \$25k or 50% of the equipment cost, whichever is lower
- ♦ Ezra Kuskin is and has been the finance specialist that works with you. He is well-versed in all IndEx/NSC programs
- ♦ As a bank owned finance company we have additional services, at no cost to you, such as internet tools, an online portal, and a professional marketing team. Among other things we can create co-branded flyers so you can focus solely on what you do best – *servicing* and *selling* equipment.
- ♦ Navitas works on behalf of the member, which means we have your best interest in mind

The Navitas financing option will be a great way for you to break into your equipment selling program, as well. This will certainly allow your customers more purchasing power than they have had previously and that means bigger and more sales for you!

To learn more or ask any questions, please do not hesitate to reach out to your Navitas rep,

Ezra Kuskin, Finance Specialist

856-751-3700 ext. 106 or email EKuskin@NavitasCredit.com



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