

YOUR EQUIPMENT FINANCING PARTNER

TURN POTENTIAL BUYERS INTO CUSTOMERS



Business Credit Application

Please return application to:
3400 Dundee Road, Suite 180, Northbrook, IL 60062
T 847.897.2484 F 847.423.0763 sales@beaconfunding.com www.beaconfunding.com

BUSINESS INFORMATION

FULL LEGAL NAME (INCLUDE DBA IF APPLICABLE) **CHUCK TODD, INC** PHONE # **630-555-5555** STATE **IL** ZIP **60173**
BILLING STREET ADDRESS **123 MAIN ST** CITY **DEKALB** COUNTY **DEKALB**
EQUIPMENT LOCATION - STREET ADDRESS (IF DIFFERENT THAN ABOVE) TAX ID# **000-00-0000** SALES LAST YEAR **500000** PROJECTED NEXT YEAR SALES **\$ 700,000**

OWNER INFORMATION

LEGAL BUSINESS STRUCTURE PROPRIETORSHIP PARTNERSHIP CORPORATION LLC LLP
BUSINESS START DATE (MM/YYYY) **02/1997** BUSINESS DESCRIPTION **TOWING** WEBSITE ADDRESS **www.chucktodd.com** SOCIAL SECURITY # **000-00-0000**
HOW DID YOU HEAR ABOUT US? **INTERNET** % BUSINESS OWNED **100**
APPLICANT NAME (PRINCIPAL/PARTNER/OFFICER) **CHUCK TODD** EMAIL ADDRESS **chucktodd@aol.com** STATE **IL** ZIP **60173**
PHONE # **630-555-5555** MOBILE PHONE # **11** CITY **DEKALB** MORTGAGE BALANCE \$ **20K** % BUSINESS OWNED

EQUIPMENT INFORMATION

HOME STREET ADDRESS **123 MAIN ST** HOME VALUE \$ **198K** CONTINUED EMPLOYMENT? YES NO
CO-APPLICANT NAME _____ PHONE # _____ MOBILE PHONE # _____ CITY _____ MORTGAGE BALANCE \$ _____ % BUSINESS OWNED _____
TOTAL ESTIMATED COST OF EQUIPMENT _____ EQUIPMENT MAKE _____ SUPPLIER/VENDOR SALESPERSON _____ MONTHLY PAYMENT AMOUNT \$ _____
LENGTH OF TERM (# OF MONTHS) _____



TABLE OF CONTENTS

1 | BENEFITS OF BEACON

3 | SALES SUPPORT

5 | MARKETING SUPPORT

7 | SALES RESOURCE CENTER

9 | WINNER'S CIRCLE REWARDS



BENEFITS OF BEACON

EQUIPMENT FINANCING WITH BEACON FUNDING

We understand that selling commercial equipment is hard enough without also having to sell financing. Beacon Funding provides flexible financing options tailored to meet your business needs making it easier for you to sell your equipment and run your business smoothly.

Whether your market is tow trucks, boom trucks, septic pumping, screen printing, or embroidery, our flexible competitive equipment financing programs make your equipment even more affordable. Unlike other

lenders, we specialize in equipment financing. This means there's a higher likelihood we can approve your clients to help you sell more equipment.

By partnering with Beacon Funding, our expert consultants will provide your clients with custom financing options. Simply introduce Beacon as your financing provider and we'll take it from there.

Easily track any deals financed through us and earn rewards for each deal funded.

PARTNER FINANCING SERVICES AND SUPPORT IN YOUR CORE MARKET



Sales Support

Our expert leasing consultants will help you close more deals with their extensive industry and equipment knowledge.



Sales Resource Center

An online tool to track client leases, manage your Winner's Circle Rewards, download sales literature, and more!



Marketing Support

Website, tradeshow, email, and telemarketing support to promote your equipment.



Winner's Circle Rewards

Earn points and cash rewards for each deal that's financed through Beacon Funding.

1 | BENEFITS OF BEACON

BENEFITS OF PARTNERING WITH BEACON FUNDING



Industry Specialization

Due to our vast knowledge of equipment financing, we can offer a wider credit window, longer terms, and a variety of flexible payment plans for your clients.



Quick & Convenient

As a direct lender, Beacon maintains complete control over your clients' leasing applications; approving applications in as little as 24 hours.



Best-In-Class Services

We take pride in offering our customers superior service. Our leasing consultants repeatedly receive outstanding feedback, reinforcing our ability to provide first class customer service.



Tax Incentives for Your Clients

Equipment financing or leasing offers certain tax advantages that may not be available if purchasing with cash or a traditional bank loan. Providing your clients with the opportunity to lower their total equipment cost by thousands of dollars.

Close More Deals

We are able to offer approvals for a range of businesses, whether they are established or start-ups. We are also able to offer 100% financing on our leasing and financing programs. These programs allow your clients to acquire the equipment they need with little or no down payment. Therefore, your clients buy your equipment sooner, allowing you to close more deals with equipment financing.



Beacon is able to approve three out of four credit applications that we receive. This means more business for you!

Whether your client has strong or challenged credit, you can send them to Beacon with confidence that his or her approval chances are good.

See what our clients & partners have to say:

“ My consultant is very professional and a pleasure to work with. He is precise with everything that is needed to get the job done.”

- M&R Printing Equipment, Inc.

“ Beacon Funding always strives to please all parties involved in the transaction: customer, distributor, and lender.”

- Crawford Truck Sales

SALES SUPPORT
Customers love working with Beacon Funding Consultants.



FAST & AFFORDABLE FINANCING

“ My consultant and his team are excellent. They do whatever it takes to make the customer happy. And they walk you through the process, hands down best around. I would recommend anybody in this business to use Beacon Funding.

Tommy Endsley, Charlene's Waste Services LLC



SELL YOUR INVENTORY WITH A FLEXIBLE EQUIPMENT FINANCING PARTNER

Let us help get your clients financed at a low monthly rate. With our payment quoting tools and expert sales consultants, the sky's the limit! Simply introduce us to your clients and we'll be sure to provide flexible financing plans, customized to meet their business' needs. Our lease consultants will work hard to ensure your clients get low monthly rates.

Your clients are researching your equipment and payment options before they contact you. Our real-time monthly payment quoting tools reveal the most attractive payments and get your equipment sold.



We have the sales and quoting support you need.

beaconfunding
equipment financing solutions

PAYMENT REFERENCE CARD
Use the following tables to estimate monthly payments for your clients.

Equipment Cost Factor - Estimated Monthly Payment					Equipment Cost Factor - Estimated Monthly Payment				
EQUIPMENT COST	COSTLY FACTOR	FACTOR	MONTH	PERCENTAGE	EQUIPMENT COST	COSTLY FACTOR	FACTOR	MONTH	PERCENTAGE
\$1000 to \$5000	Best	10	12	1.5%	\$5000 to \$10,000	Best	10	12	1.5%
	Good	10	12	1.5%		Good	10	12	1.5%
	Perf	10	12	1.5%		Perf	10	12	1.5%
\$5000 to \$10,000	Best	10	12	1.5%	\$10,000 to \$20,000	Best	10	12	1.5%
	Good	10	12	1.5%		Good	10	12	1.5%
	Perf	10	12	1.5%		Perf	10	12	1.5%
\$10,000 to \$20,000	Best	10	12	1.5%	\$20,000 to \$50,000	Best	10	12	1.5%
	Good	10	12	1.5%		Good	10	12	1.5%
	Perf	10	12	1.5%		Perf	10	12	1.5%

Beacon Funding Solutions is a service mark of Beacon Funding Solutions, LLC. All other marks are the property of their respective owners. © 2019 Beacon Funding Solutions, LLC. All rights reserved. Terms and conditions apply. See our website for more information. Beacon Funding Solutions is an Equal Opportunity Employer. M/F/V/D. Beacon Funding Solutions, LLC. All rights reserved.

UTILIZE OUR UNIQUE SALES SUPPORT TOOLS



Easy Payment Quoting

Our Payment Reference Card is a quick and easy way to provide your clients with a payment estimate. You can also determine a low monthly payment quickly and easily online with Beacon's Equipment Financing Calculator. Visit beaconfunding.com/calculator to try it out! You can receive up-to-the-minute payment estimates for your clients. All you have to do is input an equipment cost and it will generate a small range of possible payments.



Expert Consultants

Our financing reps are on your side to help you get your deals done. You can count on us to work tirelessly to help your customers get the equipment financing they need. We will work around-the-clock to get your customers a financing decision within 24-48 hours, allowing you to move/sell your equipment faster. Your rep is also available to answer financing questions and put your customers at ease.



Joint Calling

We offer on-the-spot financial advice to your customers with a joint call. If you have an appointment with a client who you feel would be interested in leasing, give your designated lease consultant a call, and plan for them to join you for the meeting. Joint calling combines your equipment expertise with Beacon's financing knowledge. This is a proven way to close more sales.


**YOUR
FINANCING
PROBLEMS
SOLVED**



MARKETING SUPPORT

HELP YOUR SALES FORCE WITH CUSTOM MARKETING STRATEGIES

Our marketing support services actively market your business to our audience of nearly 500,000 engaged potential buyers.



Email Marketing

Beacon has an extensive database of tens of thousands of opt-in clients interested in your equipment. Our direct email campaign tools are designed to generate leads for your sales team. Our sophisticated expertise in email marketing and marketing automation is the ideal way for us to promote competitive monthly equipment payment options for your inventory.



Custom Literature

We're pros at customizing equipment financing literature and collateral for our valued equipment vendor partners. Our custom financing and leasing literature showcases your brand, equipment, and contact information with Beacon's competitive monthly payment.



Call Center Telemarketing

We've built a domestic call center that enables us to offer our equipment financing services to thousands of businesses on a daily basis, that may be interested in buying your equipment. We'll craft a calling campaign that promotes your equipment with our competitive monthly payment programs for an offer that's too good to pass up.



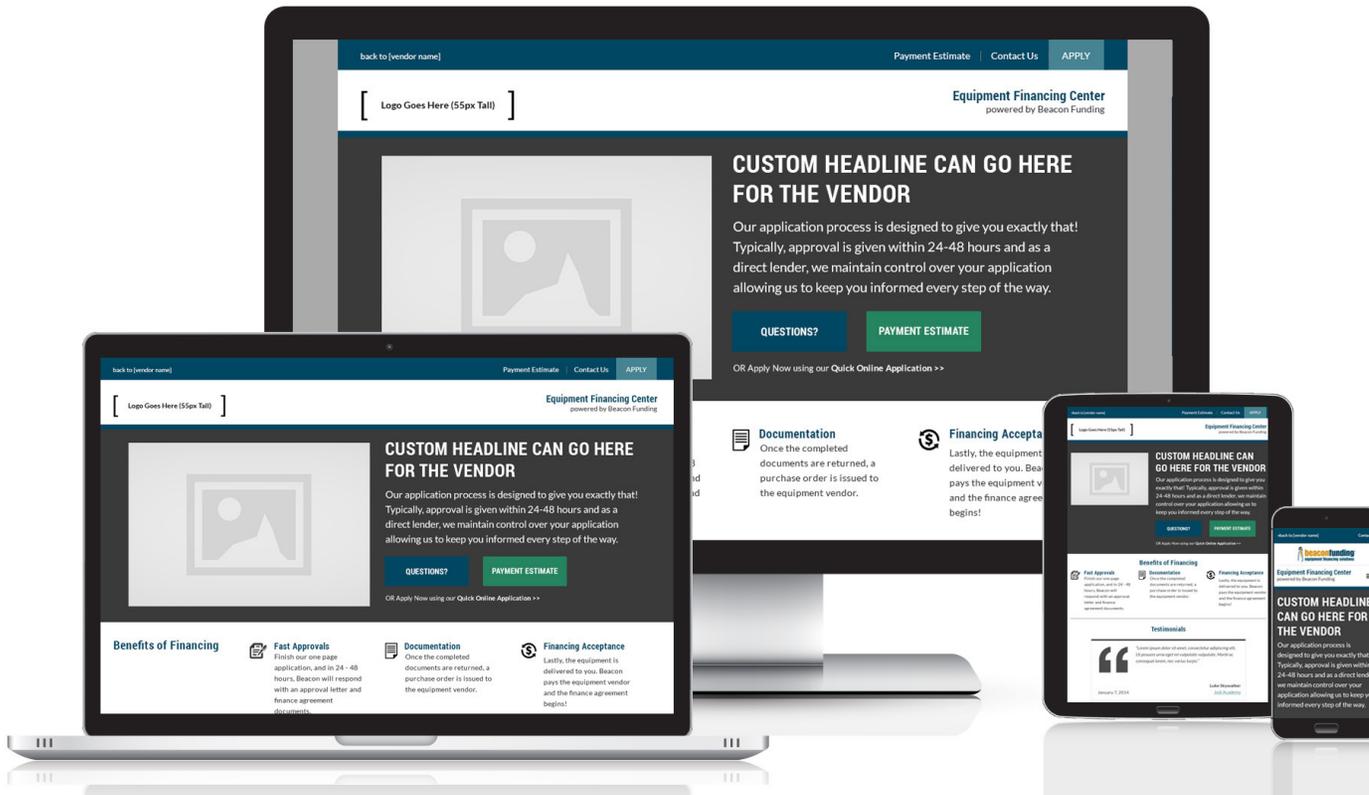
Event Signage & Tradeshows

Beacon provides event and tradeshow support by designing co-branded marketing collateral, pre and post show marketing campaigns, in-booth support, and custom signage promoting your equipment with a competitive monthly payment. Our payment signage is perfect for displaying your equipment in showrooms, at tradeshows, or at any other event.

OFFER FINANCING DIRECTLY FROM YOUR WEBSITE

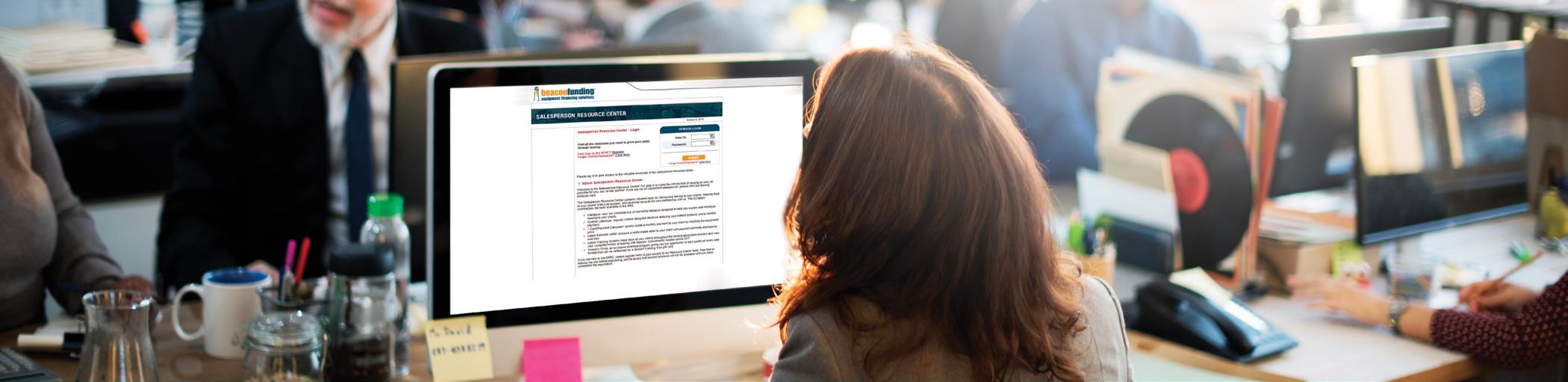
Website Marketing

Our personalized Equipment Financing Center (EFC) provides online quotes customized for your equipment. Branded to match your website, our EFC is an online portal that help customers calculate low monthly payments, apply for financing, and contact financing consultants with their questions. Promoting a low monthly payment on your website, the EFC will help make your equipment appear even more affordable. Best of all, our EFC has no cost or commitment and can be up on your website within days!



Let Beacon get the word out for you.

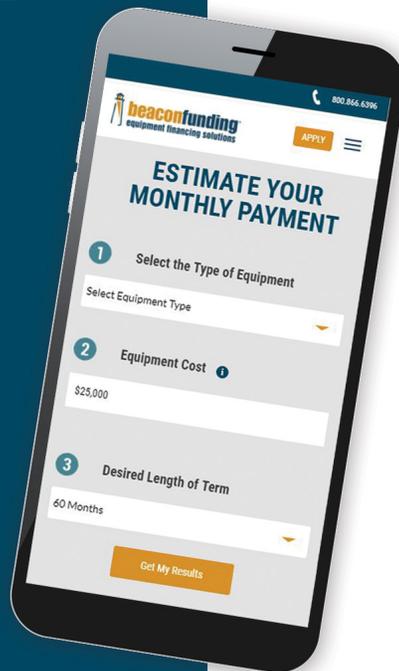




ACCESS EXCLUSIVE ONLINE FINANCING RESOURCES

Our online Salesperson Resource Center is your go-to spot for all of your equipment financing sales and marketing resources. You can: access the Winner's Circle rewards program, keep track of your clients' leases, download custom literature, and more!

Upon entering, you will be prompted to complete a one-time registration form if you are a new participant. To register, visit beaconfunding.com/sprc or contact your financing consultant to help you. Once registered, you can begin accumulating points toward a Visa Prepaid card.



PARTNER FINANCING TOOLS

Available in the Salesperson Resource Center

Easy Payment Quoting

- **Payment Estimate Letter**

Beacon's Payment Estimate Letter is an ideal way to generate a professional and competitive financing payment estimate, which can be delivered right to your client along with your equipment proposal.

- **Payment Calculator**

With Beacon's online Equipment Financing Calculator, you can receive up-to-the-minute payment estimates for your clients. Simply visit beaconfunding.com/calculator to use it for your clients.

ACCESS HELPFUL FINANCING RESOURCES



Winner's Circle Rewards

Beacon offers its partners the Winner's Circle (WC) Rewards Program. This program was created to incentivize equipment sales professionals to offer financing options on every equipment inquiry. For every equipment sale funded with Beacon, you earn points towards credit on a Visa Prepaid card. You can review, track, and redeem your Winner's Circle Rewards points in the Salesperson Resource Center.



Financing Literature

Supply your clients with Beacon's helpful and informative leasing literature with a simple click of your mouse. In the Salesperson Resource Center (SPRC), you'll find a variety of our standard leasing literature available to be printed or downloaded for future distribution or reference.



Online Deal Tracking

Never lose track of a deal with Beacon Funding's lease tracking system. You can review the status of an application, approval, documentation, purchase order, and payment on any pending deal. Also, you can get real-time updates on all correspondences with client and manager reports.



Access the support you need - in one spot.

HOW CAN BEACON FUNDING HELP YOU?



Sales Support

We'll handle all of the equipment leasing, so you can concentrate on what you do best - selling the equipment.



Sales Resource Center

Easily add equipment financing to your sales routine. Introduce financing, track referrals, and keep leasing top-of-mind.





Treat Yourself:
Redeem points, and spend it
the way you want

EARN POINTS TO PURCHASE

Beacon Funding's Winner's Circle Rewards Program allows us to give back to you, showing our appreciation for your partnership.

Winner's Circle is an incentive program designed to reward our preferred partners with ongoing incentives to keep equipment financing top-of-mind.

This gives you the opportunity to earn points that can be redeemed for credit on a Visa Prepaid card in addition to your regular sales commission.

How does it work?

- For every deal referred that results in equipment financed through Beacon Funding, you'll receive Winner's Circle points equal to the net financing amount.
- The more financed deals you refer, the more Winner's Circle points you accumulate.
- You can begin redeeming your points after you refer four deals that are funded by Beacon or save them to reach higher reward levels. It couldn't be easier, and there's no limit to the number of points you can earn.



THE BENEFITS OF WINNER'S CIRCLE REWARDS

Credit to Cash

Access your account through an ATM.

Reloadable Cards

The Winner's Circle Rewards Program is an easy, quick, and convenient way to be rewarded! For every deal that's financed through Beacon, you'll earn points and cash rewards. Furthermore, instead of getting a new card each time you redeem your points towards Visa credit, you can reload your card time and time again.

Purchasing Power

Visa-branded cards are accepted at more than 20-million locations in more than 150 countries. You can also use the card to make purchases online and over the phone. Use the card for your business expenses, travel, or a night out on the town!

Safe & Secure

Lost or stolen cards will be replaced with no penalty to the card holder. Simply notify your financing consultant and a replacement card will be issued containing the balance remaining on the card at the time it was reported missing.

Email Updates

Receive an email statement every time you earn or spend your Winner's Circle points. Statements of your account activity will arrive monthly via email.

Superior Services

By logging into your account online, you can: access your real-time point balance, detailed account activity, transaction information, and online ordering.

Talk to us about how you can start earning Winner's Circle points!

847.897.2499



Refer financing, earn points, get rewarded.





Contact your financing consultant to become a vendor financing partner today!

**E
P
F**

To learn more about vendor financing, visit:
W: beaconfunding.com/vendor-financing

 **beaconfunding**
equipment financing solutions

