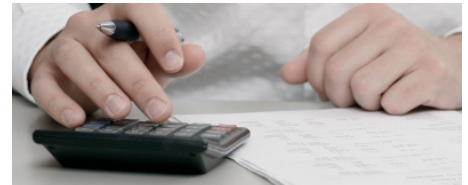


Payment Reference Card

Use the following factors to estimate monthly payments for your clients.

Equipment Cost x Factor = Estimated Monthly Payment

EQUIPMENT COST	CREDIT RATING	FACTOR		
		36 Months	48 Months	60 Months
\$3,000 to \$9,999	Good			
	Average			
	Poor			
\$10,000 to \$14,999	Good			
	Average			
	Poor			
\$15,000 to \$49,999	Good			
	Average			
	Poor			
\$50,000 to \$99,999	Good			
	Average			
	Poor			
\$100,000 to \$249,999	Good			
	Average			
	Poor			
\$250,000 to \$499,999	Good			
	Average			
	Poor			



How to Apply

- Payments do not include sales tax.
- All deals are subject to credit approval.
- The above factors may not be available for start-up businesses.
- A down payment, shortened term or increased monthly payment may be required based on time in business and credit quality.
- Do not use if the date on this table is over 30 days old. Contact us for current factors.

For more information, visit
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