

TRANE LEASING-
A BRIDGE FOR THE
COMMERCIAL CUSTOMER



TRANE LEASING SERVICES 2008

COMMERCIAL LEASING

7 EASY STEPS TO A SUCCESSFUL LEASE

MANY AVENUES FOR
COMMERCIAL SOLUTIONS



TRANE



Step One: Calculate a monthly lease payment, using the calculator on www.traneleasing.com, or if a municipal entity, contact Trane Leasing services, (800) 724-6026 before quoting a rate.



Step Two: Present a monthly payment option with all job proposals. If the lessee requires special structuring, or has questions, contact TLS. We will provide you an answer, or follow-up directly with the customer.



Step Three: A completed Lease credit application is needed if the customer wishes to pursue a lease. This form is available on our leasing website, downloads/literature selection. There is a Contractor's Profile form required, and available at the same location, for those dealers using the program for the first time.



Step Four: A third party leasing company reviews the customer's information. TLS can usually respond with a decision within 24 hours if the request is \$75,000 or less, and within 72 hours if the transaction is greater than \$75,000.



Step Five: Documents are sent to the customer from an approving lender. All documents need to be properly completed by the Lessee, and returned to the lender. **The lender will issue a Purchase Order to a contractor when documentation, and advance payments are confirmed as complete.**



Step Six: With completion of the steps above, an invoice is submitted to the lender. This will be by fax, mail, or a combination of both. After review, the leasing company will call the Lessee for verbal, or written verification of job completion.



Step Seven: Funding occurs after confirmation of job completion. Funding is from the third party lender, and usually within 24 hours.

Dealer/Contractor Information Packet

The following forms are available to print from our website at:

www.traneleasing.com.

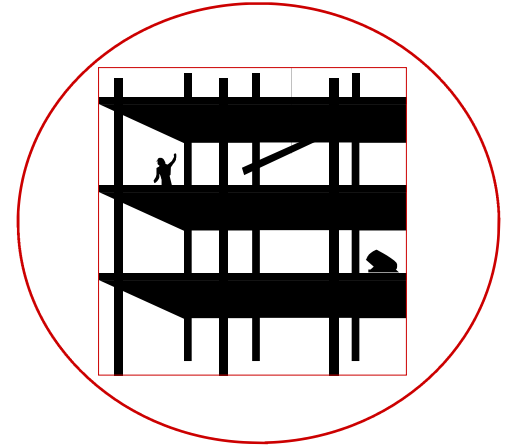
From this site's home page, click on the Downloads/Literature. These forms are at the bottom of that page.

- **Contractor Profile-** The Contractor will send this once, prior to, or at the time of their first customer application.
- **Lease Credit Application-**Form needed by commercial customer to apply for lease.
- **Not-for-Profit/Religious entity questionnaire-**This is for those entities that operate as Not-for-Profit, and should accompany any lease application from such entities.
- **Comparison page-Lease and bank loan.**

Telephone: (800) 724-6026

Fax:(877) 331-3665

The Seven Steps to A Successful Lease



Commercial Financing Options

Ingersoll Rand/Trane Financial Services

Nashville, TN 37210

VISIT THE WEBSITE AT

www.traneleasing.com

Your Direct Leasing Contacts

David Webb-

Call (800) 724-6026

or

Lisa Kelley-Mgr. Lease Syndication

(941) 739-7755