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# The Complete Equipment-Leasing Handbook: A Deal Maker's Guide With Forms, Checklists, And Worksheets



## Synopsis

"Equipment leasing is one of the most complex aspects of business finance in existence, involving sophisticated concepts often understood only by experts. Consequently, business executives and purchasing professionals often fail to maximize their leverage in signing leases, or opt instead to purchase equipment outright at staggering costs. Combining the author's Handbook of Equipment Leasing with the tools from his Complete Book of Equipment Leasing Agreements, Forms, Worksheets, and Checklists, this comprehensive volume provides the legal, financial, and business background essential for evaluating, negotiating, and documenting successful equipment lease transactions. This invaluable resource for lessors and lessees answers questions like: \* How does the leasing marketplace really work? \* What is the best way for a company to solicit lease bids? \* What economic and tax risks does a lessor face? \* When is leasing a poor choice? The book also addresses crucial issues like profit strategies, forming and running a leasing company, and the leasing of equipment in the growing international market."

## Book Information

Paperback: 550 pages

Publisher: AMACOM (February 26, 2006)

Language: English

ISBN-10: 0814473792

ISBN-13: 978-0814473795

Product Dimensions: 7.4 x 1.2 x 10.8 inches

Shipping Weight: 2.4 pounds (View shipping rates and policies)

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## Customer Reviews

Wow what a book. Very complete with all types of equipment leasing. Really good for me because i own an equipment rental business and i realized that my lease protects me from a lot of liability because its more like a finance lease and customer is responsible for all upon delivery. Book is 10.

I purchased this book because I am new to the Leasing Industry. In effort to be more

knowledgeable, I purchased this book. So far, I'm in the early reading and can tell this is a GREAT ASSET! I read it every day with much anticipation. Some earlier comments spoke negatively about the CD with Forms and worksheets. My book did not have the CD, but a caption in the front of the book tells me to visit this website for download of all the forms. Actually, it went very smooth and I am delighted with all the information. One thing about the download, you will need to re-adjust the formatting to get the form to print clearly. These documents are stored in RTF (Rich Text Format) and we use MSWord 07. Not a problem, I guess I expected to download and print with no adjustments of any kind. That's not what happened. If you take the time to change your paper style, adjust your margins, and fill in your applicable data, the forms are WONDERFUL. Overall, I wish I had this guide years ago! I wouldn't be so far behind the learning curve today. Great Book! I highly encourage it.

I am satisfied. Thanks

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