

**90 DAY
NO PAY!**

Balboa Capital
is currently offering a
90 DAY NO PAY finance
promotion on
24, 36, 48 & 60
months on hard and soft costs!

CALL YOUR CUSTOMERS NOW AND TELL THEM ABOUT THIS OFFER!

Close more sales and let your customers save money while doing so.

WE CAN OFFER YOUR CUSTOMERS

Application over the phone

Credit decisions in less than 2 hours

100K deals require applications only

We can fund off of faxes (even the advanced payments)

Additional approvals to help you up sell

We can auto score a transaction for the customer before we submit it

Call Brandon Finazzo today at (949) 553-3414 or email brandonf@balboacapital.com



Equipment Leasing Tax Advantages



ACQUIRING EQUIPMENT YOU NEED IN 2009 IS A SOUND FINANCIAL STRATEGY

Section 179 Tax Deductions
Have Been Extended



Section 179 Advantages For A Non-Tax/Capital Lease (\$1 Buyout or 10% PUT)

- Businesses that purchase less than \$800,000 in equipment and put into service this year can DEDUCT THE FULL PURCHASE amount up to \$250,000
- One time bonus depreciation of 50% on the remaining value for equipment purchases that exceed \$250,000 (Deduction begins to phase out dollar for dollar after \$800,000)
- Most business equipment qualify: machinery, computers, software, trucks, office equipment and office furniture are eligible

Act now! These larger tax deductions under Section 179 are scheduled to be gone in 2010. Even if you decide to lease the equipment as a Fair Market Value (FMV) lease you can still claim the lease payments as a business expense and deduct 100% of the payments.

Brandon Finazzo
Vendor Services
Phone (949) 553-3414
Email brandonf@balboacapital.com



IT'S EASY TO GET THE LATEST EQUIPMENT YOU NEED!

FINANCE PROGRAMS

STATED OPTION LEASES

A stated option lease allows a company to finance equipment without a large up-front payment. While there is a large payment at the end of a **stated option lease**, the customer's monthly payments are reasonable. This enables the customer to retain cash flow while using the equipment. At the end of the stated option lease, the customer can purchase the equipment for a guaranteed amount — thus eliminating the risk of making an unknown "fair market value" purchase. A company should consult a CPA or tax consultant to determine whether an **option lease** is in its best interest.

FAIR MARKET VALUE LEASES

Also called an Off Balance Sheet Lease, this financing option is linked to the covenant the company has with the bank, financial institution, or bonding company for an On Balance Sheet debt. It's similar to the **stated option lease** in that there can be a lump sum due on the equipment at the end of the lease. The amount due is based on the fair market value of the equipment at the end of the lease period, as appraised by the financial institution.

ACCELERATED PAYMENT PROGRAMS

An **accelerated payment program** is the quickest way for a company to build equity. Such a program increases the value of a trade allowance in the event of an early trade-in and is ideal for companies who don't have a huge net worth. Of all the financing options, this has the lowest gross repayment. The customer will actually be paying less in interest costs. Since the company is paying the bulk of the equipment cost in the early years, the accelerated payment program is also one of the most attractive to lenders.

SKIP PAYMENT PROGRAMS (90 Day No Pay, \$100 for first 6 months)

The **skip payment program** is designed to match the customer's sales period. It is often the ideal choice for companies that have equity and are able to make higher payments during the nine months of the year that they are producing. With a **90 Day No Pay option**, the customer can take delivery of the equipment without having to make regular payments for 90 days. The customer can also start making revenue before real payments even begin by paying **\$100 for the first six months** and then beginning normal payments thereafter.

CONDITIONAL SALE CONTRACTS

As the most common financing option, the **conditional sale contract** requires an initial down payment and level payments spread out over several years. Often referred to as a **straight purchase**, this is the easiest repayment structure of all. With a conditional sale contract, a company usually establishes equity up front by making a significant down payment with no money due at the end of the contract.

Brandon Finazzo

Vendor Services

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RATE SHEET

MARCH 19, 2009

\$1.00 PURCHASE OPTION

Transaction Size	# Adv Pmts	24	36	48	60
\$1,000 - \$2,500	2	.054187	.039083		
\$2,501 - \$5,000	2	.051953	.036721	.030114	.026243
\$5,001 - \$10,000	2	.051070	.035759	.029128	.025247
\$10,001 - \$25,000	2	.050192	.034852	.028157	.024220
\$25,001 - \$50,000	2	.049321	.034381	.027655	.023690
\$50,001 - \$75,000	2	.048455	.033956	.027202	.023213
\$75,001 - \$150,000	2	.048455	.033956	.027202	.023213

End of Lease: * Purchase equipment for \$1.00.

FMV PURCHASE OPTION

Transaction Size	# Adv Pmts	24	36	48	60
\$1,000 - \$2,500	2	.051140	.037719		
\$2,501 - \$5,000	2	.048758	.035229	.029421	.026014
\$5,001 - \$10,000	2	.047794	.034212	.028403	.024953
\$10,001 - \$25,000	2	.046835	.033250	.027399	.023912
\$25,001 - \$50,000	2	.045880	.032750	.026926	.023422
\$50,001 - \$75,000	2	.044930	.032297	.026409	.022937
\$75,001 - \$150,000	2	.044930	.032297	.026409	.022937

End of Lease: Choose one of the following options:

- * Purchase equipment at Fair Market Value.
- * Return equipment to Balboa Capital.
- * Continue to lease at the then Fair Market Value Renewal Rental Rate.

10% PUT

Transaction Size	# Adv Pmts	24	36	48	60
\$1,000 - \$2,500	2	.051140	.037280		
\$2,501 - \$5,000	2	.048758	.034700	.028775	.025325
\$5,001 - \$10,000	2	.047794	.033711	.027724	.024221
\$10,001 - \$25,000	2	.046835	.032730	.026686	.023132
\$25,001 - \$50,000	2	.045880	.032220	.026196	.022620
\$50,001 - \$75,000	2	.044930	.031758	.025661	.022111
\$75,001 - \$150,000	2	.044930	.031758	.025661	.022061

End of Lease: * Purchase equipment for 10% of original transaction size.

For rate quotes over \$50,000, flexible payment plans, or sales assistance, contact:

Brandon Finazzo
949-553-3414 or FAX 949-399-3114