



The Complete Equipment-Leasing Handbook: A Deal Maker's Guide with Forms, Checklists, and Worksheets

Richard M. Contino

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"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."

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