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Negotiating Business Equipment Leases is designed to help you negotiate long term equipment leases at favorable rates while avoiding the blind spots pitfalls and out and out deceptions that frequently take place in leasing The author coaches both the negotiating novice and the experienced professional step by step through every critical phase of the lease negotiation process from choosing the right lessor to gaining and keeping maximum bargaining leverage to closing the deal You ll discover how to quickly spot a lessor s Achilles heel and turn it to your advantage as well as protect yourself against the questionable tactics some leasing companies use to gain the upper hand You ll learn how to check out the background and reputation of prospective lessors how lessors profit in a lease transaction and what concessions they ll make on request why lessees often compromise before the deal request is made how to gain respect credibility and bargaining power what to look for in a lessor s offer how to write a bid letter RFQ that gets your leasing requirements met why putting together the lease agreement is part of the negotiation process and even how to get out of a lease when necessary *Negotiating Business Equipment Leases* is your personal lease advisor enabling you to negotiate as a leasing expert even if you have no financing or negotiating background For the experienced negotiator the information offered here will add even more power to your bargaining ability **Entrepreneur Magazine's Startup Start Your Own Successful Retail Business** Jan Kingaard, 2002 **Legal Master Guide for Small Business** Fred S. Steingold, 1983 **The Entrepreneur Magazine Small Business Advisor** Entrepreneur Magazine, 1995-05-01 Like having a team of top business consultants on call 24 hours a day but a whole lot cheaper From the experts at Entrepreneur magazine comes your total guide to starting managing and growing a small business Written to meet all the information needs of entrepreneurs small business owners and those thinking about going into business for themselves this practical user friendly guide tells you everything you need to know about setting goals and objectives assessing risk finding the right location financing marketing pricing taxation insurance record keeping personnel management purchasing inventory time and stress management legal matters advertising sales obtaining expansion capital and many other topics of vital importance to smart enterprising business people like you Proven strategies techniques and expert tips on every aspect of starting managing and growing a small business Defines all important terms and clearly explains difficult concepts in plain English Packed with useful worksheets checklists sample forms and other valuable business tools that you can put to work for you today Chapters include listings of trade associations periodicals on line services software government agencies and other valuable sources of business assistance and information Also available from the Entrepreneur library Entrepreneur Starting an Import Export Business Entrepreneur Making Money

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