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NO DOC SALES ASSIST

PARTNERSHIP PROGRAM



PARTNERSHIP PROGRAM



FINANCE THAT SELLS



NO DOC SALES ASSIST

INTRODUCTION

Thank you for your interest in the 'No Doc Sales Assist' Partnership Program. Customers buy from businesses that are easy to do business with. This Program **GUARANTEES** to improve your profits and cashflow by making it easy for your customers to buy from you.

No other finance provider will back your business in this way.

With a track record of improving business cashflow, 'No Doc Sales Assist' offers your business a **NEW FRONTIER** of business equipment financing enabling you to **sell more equipment**, and distinguishing you from your competition.

The business world is forever changing. So how do you keep up with this change in your business? The businesses that take off and succeed are those that embrace the tools that make it a pleasure for your customers to buy. The greater flexibility and priority credit assessment given to you as a Member will enable your business to dramatically **shorten the sales cycle and sell more.**

Our GUARANTEE.....If you integrate the Partnership Program within your business using the tools provided, and your business does NOT increase turnover within the next 90 days, we will refund \$250 for every settled 'No Doc Sales Assist' finance application referred to us by your business over that period.

As a Member, you'll receive a FREE marketing and point of sale package (**VALUED AT \$1600.00**) which includes:

- Customer Flyers
- Business Cards
- Stickers
- Partnership Program Logo for use in your own marketing
- Training for you and your sales team to ensure that finance is effectively incorporated into the sales message
- Invitations to Partner only events
- Priority credit assessment, processing and settlements
- Access to the simplest sales tool available to businesses today

This 'No Doc Sales Assist' Partnership Program package contains the following information:

- **Section 1 - The Key Benefits for You & Your Business**
- **Section 2 - The Key Benefits for Your Customer**
- **Section 3 - How to Partner With Us**

Please take the time to complete the **Membership Form** at the back of this booklet and fax or mail it back to us at the address provided. We look forward to working with your business to realise the profits that you work so hard for.



SECTION 1

SO WHAT'S IN IT FOR YOU?

1. Increased Sales - No Extra Effort!!

This sounds too good to be true, however, it 's been shown time and time again that offering a finance solution for your customers provides more than just an alternative payment plan.

Equipment finance is an essential tool for modern business. As a sales and marketing tool it can be the difference between making the sale and not making the sale.

The 'No Doc Sales Assist' Partnership Program offers you an ability to sell to a whole new range of customer. Could you sell more if you could offer your equipment to:

- **Someone who had been in business for as little as a day?**
- **Someone who has no residential security?**
- **Someone who had limited or no financials?**



These scenarios are beyond the ability of traditional business equipment finance programs to manage.

That is.....UP UNTIL NOW!!

If you were to go into any large homeware, furniture or electrical retailer this weekend, almost all will be offering their customers a finance package aimed at convincing the customer that they should purchase the goods they have just seen. A computer for example, no longer costs \$2300, but rather \$130 per month. Price is no longer such a large objection in the purchasing decision.

In many cases, FINANCE MAKES THE SALE

I registered my ABN on the 2nd August and on the 3rd August I had been approved for finance for the purchase of a forklift for my business. The approval was back to me within an hour of the application and the supplier was paid the same day meaning I could go and pick up the equipment.

John Stark – Liverpool, NSW

2. Improve Cashflow

Time is money, and in many businesses the quicker you can move stock off the floor the quicker you can generate the next sale. We have worked hard at making sure the sales cycle is as short as possible.

You can now offer your customers a 1 hour approval (from the time the completed application is lodged). It's then possible in many cases to settle the transaction the same day meaning that you get paid quickly.

This is GREAT NEWS for business cashflow.

3. No Extra Work For You

We don't expect you to take your focus off your main tasks, which are to make sales and serve your customers.

We do the work for you, from providing marketing material for use within your business, right through to dealing with your customer to secure the finance.

All you need to do is put your client in contact with us by phone. We provide you with a special Express 1300 phone number that you can call or your customer can call. We do the rest!!

4. How Competitive Are Your Prices?

The ability to offer finance to your customers enables you to take the price to a large extent out of the purchasing equation. The focus reverts to what the equipment is going to cost your customer on a monthly basis. This helps you to minimise damage to margins associated with discounting.

5. There's No Joy In Bad Debts

When your customer purchases from you using the 'No Doc Sales Assist' program, **you receive your money up-front.** No more chasing of bad debts or delinquent accounts.

While I have been in business for just over 2 years, my wife and I have chosen to rent as we need to make sure that all our additional cash reserves are used to grow the business. No Doc Sales Assist enabled us to finance our new printing equipment where other finance companies were requiring us to have residential security or a longer period in business.

Paul Gibbs – Adelaide, S.A.



SECTION 2



SO HOW DO MY CUSTOMERS BENEFIT?

Buying From You Should Be As Natural As Breathing!!

- Simply the easiest application process
- We lend to more people
- No financial information needed
- Approvals within an hour
- Pick up equipment quickly
- Little or no initial outlay
- Easy monthly repayment program
- Potential 100% tax deductibility (with business use)
- Competitive Rates

SECTION 3



HOW TO PARTNER WITH US

We are being selective about who we invite to take part in the **'No Doc Sales Assist' Partnership Program**.

This Partnership Program provides members with everything an equipment supplier needs to offer their customers a unique, simple and flexible finance tool.

The 'No Doc Sales Assist' Partnership Program can work **WONDERS** for your bottom line and make it a whole lot easier for your customers to buy from you.



How To Join:

Simply complete the Partnership Program Application Form attached in this Pack and forward it to your Account Manager at:

- 'No Doc Sales Assist',
P.O.Box 385 Campbelltown, NSW 2560
OR
- Fax to (02) 4627 6493

Upon approval, you'll receive a call in order to arrange a meeting whereby we can provide a Certificate, Logo for your use, and marketing material.

Questions?

Please feel free to give us a call on 1300 792 921 or drop an email to: admin@nodocsales.com.au

Family Money Pty Ltd (ABN 58 084 157 519) T/A No Doc Sales Assist. 'No Doc Sales Assist' recommends clients always seek independent financial advice on relevant accounting, taxation and legal matters. Every effort has been made to ensure that the information contained in this material is correct at the time of publication. Any action taken by any party on the basis of information in this material is at the sole risk of that party.



NO DOC SALES ASSIST

Partner Membership Form

Please complete the following application form and return it to 'No Doc Sales Assist' at P.O. Box 385 Campbelltown NSW 2560, or fax back to (02) 4627 6493. This information is required in order to provide benefits of membership to the Partnership Program. Please note: There is no obligation for any further action or cost on your part. A representative of 'No Doc Sales Assist' will contact you upon approval. For any further information or questions, please contact us on 1300 792 921.

Company Name: _____

Trading Name: _____

ABN: _____

Address: _____

State: _____ Postcode: _____

Primary Contact Name: _____

Phone: _____ Fax: _____

Email: _____

Website: _____

Year Company Established: _____

Director's Name: _____

Director since: _____

Industry: _____

Type of Equipment: _____

Equipment Description (attach brochures if available) _____

Anticipated Monthly Financial Volume: _____

\$ _____

Average Transaction Value: _____

\$ _____

Signature: _____

Name (print): _____

Position: _____

Date: _____

Account Manager: _____

Partnership Program Terms & Conditions

The 'No Doc Sales Assist' Partnership Program is designed to help businesses increase their sales and cashflow by offering an innovative and flexible payment option to their customers.

In joining with us in this Partnership Program, you agree to the following Terms & Conditions:

1. Membership to the Partnership Program is FREE

2. Family Money Pty Ltd (ABN – 58 084 157 519) T/A No Doc Sales Assist will not sell or share your information with any third party except where required for the approval of specific equipment finance transactions.

3. You agree to allow 'No Doc Sales Assist' to send you email and postal mail by way of providing you with information and updates. Should you wish to cease this approval, please send an email requesting this to admin@hadon.com.au.

4. You agree that any information provided to you by 'No Doc Sales Assist' as a Member of the Partnership Program is considered Commercial in Confidence and will not be shared with any third party without the express written permission of 'No Doc Sales Assist'. This includes (but is not limited to) rate charts, sales training information, special offer proposals and the like. It does NOT include any Client targeted marketing material, which may be used at your discretion.

5. You agree to accurately represent the 'No Doc Sales Assist' product. You must not make misleading statements about payments, contracts, credit terms or any component of the financial instruments themselves. 'No Doc Sales Assist' does not provide taxation or legal advice, but simply suggests appropriate equipment finance solutions. We recommend that every Member also adopt this approach as you may be liable for any incorrect advice provided to your Client.

6. As a Member of the 'No Doc Sales Assist' Partnership Program you will be provided with a logo for use on your marketing material or wherever you see fit. In using this logo, you may not imply any Agency relationship with 'No Doc Sales Assist'. You may only use the logo to positively reflect the partnership between your business and 'No Doc Sales Assist'. You may not use the logo for any parody or otherwise negative purpose.

7. In applying for finance through 'No Doc Sales Assist', you Client is protected by the National Privacy Principles and the Privacy Act. Please understand that the Client will be asked to provide confidential information as part of their application. We are not able to share that information with you without the express written permission of the Client. This includes credit details, financial details, and individual contract details with regards to payout amounts and the like. Any breach of Client confidentiality can be subject to substantial personal and corporate penalties.

8. 'No Doc Sales Assist' reserves the right to change the benefits of the Partnership Program at any time and without notice.

9. Your Membership is considered current until cancelled. 'No Doc Sales Assist' reserves the right to cancel membership for any reason with 30 days written notice. In the case of any breach of the Partnership Program Terms & Conditions, 'No Doc Sales Assist' can cancel your Membership effective immediately. Upon cancellation for any reason, you must destroy and cease using any logos, marketing material or any other material provided by 'No Doc Sales Assist'.

10. Should you have any questions about 'No Doc Sales Assist', the Partnership Program, or finance product or facility, please do not hesitate to contact us on:

Phone: 1300 792 921, Fax: (02) 4627 6493 Email: admin@nodocsales.com.au