

# How to manage competitive Leased Assets



**By: Offsite Office Equipment Storage**

# Who has Competitive Leased Assets?



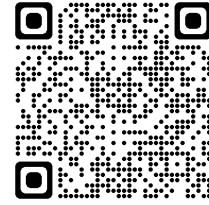
*A Net New or ZBA Prospect who has an active lease with a competitor's equipment in place.*

Typically, these prospect types can be won 18 to 24 months before their current lease agreements expire. The shorter the term left on the lease agreement, the greater the risk of additional competition.

Less than 5% of leases run their full term.

More months left on a prospect's lease = more opportunities to close net new business.

# Copier Storage & Return



Go to [www.sellnetnew.com](http://www.sellnetnew.com)

Here you will find extensive resources on how to estimate the cost to build in a proposal to pick up, store, and return a Net New Prospect's equipment you are looking to replace.

Additionally, you will find training materials on Equipment Leasing.

The purpose of this website is to help Sales Professionals prospect and close more Net New Business.

# Found a Net New Prospect?



Details matter, get every piece of information you can.

- How many months are left on the lease?
- See if you can get a copy of the old lease and a current invoice.
- Are all devices on the same lease or on different leases?
- Does the make, model, and serial #s of the devices on the leases match what your prospect has?

# Storage and Buyout Estimator Tool

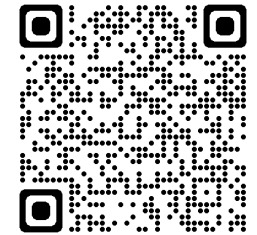


This tool is a spreadsheet that is designed to help you estimate the buyout amount and Offsite Storage & Return costs to build in a proposal.

This form can be found at [www.sellnetnew.com](http://www.sellnetnew.com) then click on **Docs & Pricing**, scroll down and click on **Regional Pricing Sheets**.

Its best to download the tool to your desktop. It will not open and be able to be edited on the sellnetnew.com website.

**Note:** This tool is for reference only and Offsite does not warrant its accuracy. To get a firm quote for Storage & Return its best to complete the worksheet and you can email the form to [sales@offsitesequipment.com](mailto:sales@offsitesequipment.com) The Buyout can still have past due amounts, sales tax, property tax, escalations, and unknown deferrals/ arrears for lease commencement dates.



# Copier pick up, storage, & return pricing



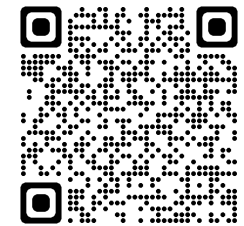
Go to [www.sellnetnew.com](http://www.sellnetnew.com)

Click **Docs & Pricing**, then scroll down and click **Regional Pricing Sheets**.

The pricing sheets are broken out by region. Each region applies to where the copier is located and to be picked up.

Please download any Pricing Sheet for your region. Any new pricing will be updated here. If you subscribe to the website, you can be notified every time new forms or articles are posted here.

Each copier has a Pick up cost, storage cost, and a return shipping cost to send the copier back at lease end.





# Storage Agreement



Go to [www.sellnetnew.com](http://www.sellnetnew.com)

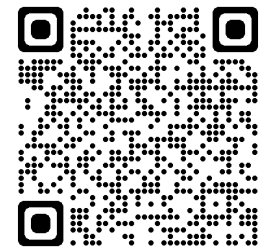
Click **Docs & Pricing**, then scroll down and click **Offsite Documents**.

This opens a library of documents designed to help you and your customer navigate the storage and return of their old equipment.

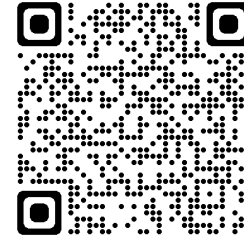
The **Offsite Storage Document** is where the copiers you are replacing that need storage would be listed along with the storage term and return shipping options.

This document is between Offsite and your customer, thus the customer's billing information would need to be filled in and the customer would need to sign the document. Docusign is available.

You can also send your details in to [sales@offsitesequipment.com](mailto:sales@offsitesequipment.com) and our team can prepare the paperwork and send it out.



# Additional Documents



Go to [www.sellnetnew.com](http://www.sellnetnew.com)

Click **Docs & Pricing**, then scroll down and click **Offsite Documents**.

**Customer Insurance Questions:** This form explains Offsite's policy on insuring equipment during storage and transit. It provides the customer with a solution to keep their existing insurance and not incur additional costs.

**LOI Instructions:** This outlines the Letter of Intent process for the customer.

**Letter of Intent Template:** This is a sample LOI the customer can copy/ paste on their own letterhead.

**Relocate Lessor Consent:** This document explains why lessors require notice when a copier is moved and we provide a sample document they can use.



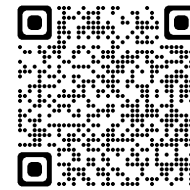
# Additional Links



**Offsite customer video:**



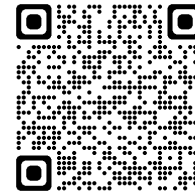
**Credit approval tips:**



**Letter of Intent explained:**



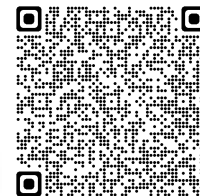
**What is the interest rate?**



**Return Shipping tips:**



**Why wont leasing companies let customers return early?**



Thank you!



## RESOURCES

[www.sellnetnew.com](http://www.sellnetnew.com) for sales training resources on leasing and how to price and build storage into a proposal.

[sales@offsiteequipment.com](mailto:sales@offsiteequipment.com) for any pricing requests, documentation requests, general questions we can help with. Phone: (888) 602-6561

Offsite Brochures are available to be sent to anyone who requests them, these are helpful handouts to prospects.

In person or Zoom sales training sessions are available for individuals or sales teams as needed.

Offsite covers the Continental United States (not Alaska or Hawaii).