

Some reasons why being a leasing agent now is so much easier and better than in 1982 when our founder began his full-time leasing career:

1. Use of electronic document transfer
2. Use of fax machines that was just beginning in about 1983
3. Use of FedEx to courier documents since we mostly used the U.S. mail, not tiny, regional Fed Ex
4. We had just 1 local lender and now we have 25+ national lenders all linked electronically
5. We had just local customers since people preferred working with local lenders only
6. Vendors definitely preferred local leasing companies then, not now
7. Access to data list was in large bound books, not live database files!
8. Transaction sizes were \$1,000, sometimes \$5,000, or a huge \$30,000
9. All transactions above \$5,000 needed tax returns and financials, now computerized scoring enable "application only, no financials" up to \$75,000 generally
10. A new Xerox word processing machine only, no other features was \$15,000!
11. A huge hard drive on a computer someone would want to lease was a huge ten megabites!
12. Incomes were \$10k-\$15k per year, now a good leasing agent should expect to earn \$50k-\$100k+
13. Today's high cost of expensive equipment enables big-ticket leased equipment for us to finance.
14. Working from home or anywhere is now possible and the norm, then it was virtually impossible!
15. Repeat business now is so easy since companies constantly need new high-tech, high-cost equipment!
16. The future is bright due to the proliferation of automating almost all aspects of our society including electronic records, the digital age, trends toward high-tech equipment in all fields and especially healthcare.
17. The field then and now is virtually unregulated due to the highly disciplined excellent people in the field not bringing the Government down on the field
18. The field is so much more interesting now, you can work from Coast to Coast, any vertical market, specialize with just vendors, just end users, or both, pick the industry type, and many other benefits.
19. Overhead now is even lower than it was in the past.
20. The one tough part now is the extreme knowledge, skill, and talent, and hard work that is required to succeed now.
21. The internet was not even in our vocabulary in 1982!
22. The cost of funds now is very low since we work with quality banks, not the old 14-18%. You can be proud of your career by providing bank rates and not having to worry when asked "what the rate is"
23. With the trend now of having groups of NATIONAL lenders as we do, NATIONAL customer prospects, NATIONAL vendor prospects, and NATIONAL referral source bankers, you can truly build a career that is tailored to your personality, ability, personal preferences, and income goals. All of this was just not possible in 1982.
24. Availability of information to verify facts given to us. Imagine getting a personal credit bureau by phone, one reference at a time, not a PDF over the net as it is now. Imagine not having the web to learn all about a company you are trying to learn about! Verifying corporate status, licensing, trade and bank references was all manual, by US Mail, or maybe a little faxing!!
25. Credit decisions from lenders took days not minutes.
26. Sending tax returns on a transaction took days by US Mail and then more days each time a lender turned down the case. Now, we can get a PDF from the CPA in New York and put 300 pages on the desk tops of 4 lenders in 5 minutes, not 8 days!!!