

With all the sales advantages for you, and business benefits for your clients...

## Which key questions should you be asking your clients about financing and leasing?

- **How do you currently fund**  
your IT acquisitions?
- **Are you aware**  
that IBM Global Financing offers below-market financing rates and allows you to upgrade mid-lease?
- **Did you know**  
that leasing provides you with the flexibility to return, renew, extend or purchase your equipment at the end of your lease?
- **Have you heard**  
that IBM Global Financing provides complete financing for IBM and non-IBM IT solutions—hardware, software and services? Perhaps, you would like to consider including additional projects to a lease proposal?
- **Are you familiar**  
with our flexible terms, designed to meet your budget requirements?
- **Is there another part of your business**  
that would give you a greater return than an investment in technology?
- **Did you know**  
that leasing allows for environmentally friendly disposal and data security when the asset is returned at end of lease?
- **Did you realize**  
that upon transition to a new IT solution, you can sell or dispose of your obsolete or excess IT equipment to IBM Global Financing?
- **Would you like to discuss**  
your financial and budgeting objectives with our IBM Global Financing team?

Ask these questions, offer your professional guidance, and...

**Engage your IBM Global Financing representative today to begin selling more, faster!**

