



Power Tools for Small Ticket Leasing

Richard Galtelli, James Johnson, Barry Marks

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This book is written for small ticket lessors, brokers and funders by authors with more than 75 years of experience in equipment leasing. It contains over 350 review questions for review. It is a one-of-a-kind resource for participants in this equipment leasing space. Content includes three chapters on fundamentals and the uniqueness of the small ticket leasing market; 5 chapters on critical lease documentation issues; 5 chapters on selling and promoting equipment leasing; and 4 chapters on developing productive and profitable relationships with vendors and funders.

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