

EQUIPMENT LEASES

EQUIPMENT LEASES is a contract between owner of asset and user of an asset for giving right to the user of asset for using his asset for specified period of time. In exchange, the user pays fix amount to owner of asset.

TYPES OF LEASES

OPERATING LEASE

Owner gives right for shorter period (<1 Year) → Ownership does not pass → Fix payment is made by user to owner → Lessee treats this payment as expense and Lessor claims depreciation on leased asset.

Long term in Nature → Popular for high technology equipment → Ownership passes to user of asset → Lessee treats lease as a loan agreement → Loan shown as liability at PV of future lease payment value

CAPITAL LEASE

LEASE BACK AGREEMENT

An agreement in which seller of asset leases it back from buyer of asset → Seller becomes lessee and buyer becomes lessor → Used when company needs cash invested in asset along with asset for operations

Stands for Terminal Rental Agreement Clause → Flexible agreement → If lessee decides to pay higher residual value, then lower would be monthly rentals and vice versa.

TRAC LEASE

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Selling Equipment Leases

Michael Berke

A red circular graphic with a gradient, appearing as a stylized arrow or a partial circle, located to the right of the author's name.

Selling Equipment Leases:

Selling Leasing in a Tough Economy Jeffrey Taylor, 2003-05 More than 150 pages of solid proven techniques to teach even the most experienced equipment leasing sales professional new ideas on how to make more money in this tough economy

Selling Equipment Leasing Michael Berke, 1994-01 Equipment leasing currently accounts for 120 billion in sales and the field is growing But to compete successfully in this lucrative market you must understand more than the products and services you re selling States author Michael Berke Sales success depends upon what you know about the overall financial market your own organization the types and characteristics of other financial alternatives available the capabilities and shortcomings of your direct competition and the specific characteristics of the market segments in which you sell The author describes the structure of the typical leasing organization in detail to help you build a firm foundation for understanding and making leasing sales You ll discover how the credit contract administration accounts receivable and legal departments operate why they are necessary and how they view salespeople You ll also find out how you can maximize sales production while staying within generally accepted organizational and marketplace guidelines Using case studies and examples the author discusses methods for marketing and direct selling telemarketing and identifying decision makers the benefits of leasing for both vendors and end users the components of lease structures and structuring leasing and financial transactions He also explains how you can develop and maintain a winning attitude an essential complement to your technical skills and products knowledge There is more to leasing sales than simply qualifying buyers and extending credit In today s rough and tumble world lessors need to satisfy customer needs with innovative products and services and ensure that delivery is guaranteed every step of the way

CCH Accounting for Leases Jeffrey Ellis, Ronald G. Pippin, 2007-12

Selling the Intangible Company Thomas Metz, 2008-11-17 In *Selling the Intangible Company* Thomas Metz helps entrepreneurs and venture capitalists to better understand the process of selling a company whose value is strategic He addresses all the key issues surrounding the sale of a company in which the value is in its technology its software and its know how but has not yet shown up on its balance sheet Filled with in depth insights and expert advice this book provides essential information for business professionals and technology CEOs who need to understand the nuances of selling a company with intangible value

Todd Equipment Leasing Co., Inc. V. Burdett's, Inc , 1979

Wiley GAAP 2010 Barry J. Epstein, Ralph Nach, Steven M. Bragg, 2009-10-12 This is a study and analysis of all generally accepted accounting principles GAAP for 2010 restating the original highly technical pronouncements in easy to understand terms while providing battle tested implementation guidance and real world examples

Wiley Interpretation and Application of IFRS Standards PKF International Ltd, 2018-05-14 The one stop resource for IFRS interpretation and application updated for 2018 Wiley IFRS 2018 offers a complete resource for the interpretation and application of the latest International Financial Reporting Standards IFRS as outlined by the International Accounting Standards Board IASB With up to date coverage and a host of

practical tools this book provides invaluable guidance on the expanding framework for unified financial reporting Organised for easy navigation each chapter includes general statement information followed by topic specific discussion to facilitate both quick reference and in depth study The expert team at PKF International provides authoritative insight from a practitioner s perspective IFRIC interpretations and practical real world guidance ensure full understanding of the newest standards and the Disclosure Checklist helps verify compliance The IASB s efforts are paying off as more and more countries around the globe either adopt IFRS as their national standards or adjust local standards in alignment A working understanding of IFRS application is becoming essential even as the rules continue to evolve This book provides full coverage of the latest standards and thorough guidance for implementation Review the latest IFRS rules and standards Apply guidelines and best practices appropriately Gain expert insight on IFRS interpretation and implementation Ensure compliance and verify completeness Uniform financial reporting reduces the costs of financial statement preparation for multinational companies and streamlines the assessment of business results As the standards themselves evolve so must practitioners understanding of how to apply them correctly in real world cases Wiley IFRS 2018 offers a complete up to date reference to help you apply and comply with the latest international standards *Wiley IFRS 2017* PKF International Ltd,2017-04-17 The one stop resource for IFRS interpretation and application updated for 2017 Wiley IFRS 2017 offers a complete resource for the interpretation and application of the latest International Financial Reporting Standards IFRS as outlined by the International Accounting Standards Board IASB With up to date coverage and a host of practical tools this book provides invaluable guidance on the expanding framework for unified financial reporting Organised for easy navigation each chapter includes general statement information followed by topic specific discussion to facilitate both quick reference and in depth study The expert team at PKF International provides authoritative insight from a practitioner s perspective IFRIC interpretations and practical real world guidance ensure full understanding of the newest standards and the Disclosure Checklist helps verify compliance The IASB s efforts are paying off as more and more countries around the globe either adopt IFRS as their national standards or adjust local standards in alignment A working understanding of IFRS application is becoming essential even as the rules continue to evolve This book provides full coverage of the latest standards and thorough guidance for implementation Review the latest IFRS rules and standards Apply guidelines and best practices appropriately Gain expert insight on IFRS interpretation and implementation Ensure compliance and verify completeness Uniform financial reporting reduces the costs of financial statement preparation for multinational companies and streamlines the assessment of business results As the standards themselves evolve so must practitioners understanding of how to apply them correctly in real world cases Wiley IFRS 2017 offers a complete up to date reference to help you apply and comply with the latest international standards *Wiley CPA Exam Review 2010, Financial Accounting and Reporting* Patrick R. Delaney,O. Ray Whittington,2009-12-02 Everything Today s CPA Candidates Need to Pass the CPA Exam Published annually

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National Petroleum News ,1929

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