

All Your Commercial Equipment Needs
From Phone Systems to JETS
\$5,000 to \$\$\$\$\$Millions



Funding Visions Developing Dreams

Issue: September 2008

Did You Know?

Money or the lack thereof is the biggest stress inducer in the lives of Americans and money is the leading cause of disagreements in marriages.

Definitions

Caveat Emptor

Latin for "Let the buyer beware". It is the principle in commerce that the buyer purchases at his own risk in the absence of an express warranty in the contract.

Newsletter

JGI Companies

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Quotes

Any man who can drive safely while kissing a pretty girl is simply not giving the kiss the attention it deserves.

Education is what remains after one has forgotten what one has learned in school.

Learn from yesterday, live for today, hope for tomorrow. The important thing is not to stop questioning.

Albert Einstein

WELCOME to the JGI Newsletter. We at JGI value & respect our past, present & future clients, our vendors and their businesses. We want you to be well informed about financing choices and we want your business to grow as a result. We will endeavor to deliver relevant & timely information that will make your job easier. We welcome any suggestions you may have or ideas for topics you are interested in. Always feel free to contact us with any questions. We are here to help you find the best solution for you or your clients and your business.

Jim Jones, President & CEO

Betty M. Bledsoe, Leasing Director

Check out **JGI Companies'** newest development project in Columbia, SC. **Sandhills Medical Center** is a modern one-stop center unlike anything in the area. Visit the website at www.sandhillsmedicalcenter.com.

******Check out the JGI website at www.jgicompanies.com******

STOP – Before you sign those lease documents!!

We all have heard the reasons businesses use leasing to acquire equipment – improve your cash flow; hedge against obsolescence; faster write offs; using your cash for other things; 100% financing; tax benefits. When you decide to use leasing, do you know what to look for & question before you sign those documents? We at JGI always have your best interests in mind and so, we want you to be aware of all the terms and conditions of your transaction. Let's take a look at five of those details:

1. What is your purchase option? Have you have been told that you can own the equipment at the end of the lease for only \$1 or maybe it's supposed to be a Fair Market Value at the end? Make sure that is exactly what the lease documents say.
2. What are the terms regarding the end of lease requirements? No matter what your purchase option is, you must follow the terms of how to finalize the lease to the letter. If you need to send a certified letter 90 or 120 days prior to the final payment in order to satisfy the terms, then make sure you know that and set yourself a reminder to do just that.
3. Are there any hidden fees? JGI always discloses all fees (documentation, inspection, prefund, etc.) to our clients prior to signing the lease documents. Be careful, other companies might not be so ethical and charge these fees without your knowledge. They might deduct them from your security deposit that you were planning on using to make your final payment. Ask questions if you're not sure.
4. Is interim rent required? Interim rent is a per diem charge for the period between the lease beginning and the first day of your regular billing cycle, like interim interest on a mortgage.
5. Is tax included in the payment? Lease Agreements list the payment prior to tax being added. At JGI, we add "plus tax" to any quote that we give our clients so that they will not be surprised when they receive their first payment notice. The tax is based on the rate in effect at the location of the equipment, so be aware and double check to make sure it is right.

If you are unsure of where to look to verify any of these details, then ask us. We will be happy to show you exactly where to look. We pride ourselves on our honesty, integrity and full disclosure our clients.