

Why are suppliers offering leasing?

Offering your customers a more attractive alternative than paying with cash is a powerful way to unlock the true sales potential of your business. WestWon is the ideal partner to help you achieve it.

Here are some reasons why so many organisations like yours use WestWon as the finance partner for their customers.

OVERCOME CAPITAL COST OBJECTIONS

Give your customer an easy way to afford your solutions

WESTWON IS YOUR SOURCE OF KNOWLEDGE

Having our involvement provides an additional representative for the client and yourself to liaise with, in turn helping to secure the sale

INCREASE ORDER VALUES

Present a customer with a low cost, affordable rental and regularly see an increase in the scope and scale of their order

SIMPLE PROCESSING

As Sales Aid Finance experts, our systems are designed to be simple and effective, allowing you to concentrate on winning more customers

PROTECT YOUR MARGINS

Avoid line-by-line price comparison and potential price checking by using a monthly rental instead

ELIMINATE RISK

As the bank(s) ultimately provide your customers with the finance, this removes any debt risk from you and your business

CLIENT RETENTION

Leasing naturally helps you retain your customers meaning they are more inclined to renew with you at the end of the initial period

SPEEDY PAYMENTS

Once a lease goes live, you will normally be paid within 72 hours having a positive impact on your business cashflow and reduces average debtor days

UPGRADE & ADDITIONAL SALES

Leases can be upgraded throughout providing you with the opportunity to sell further equipment during the term

PROACTIVE PARTNER

We pride ourselves on the energy and activity we put into supporting you and your sales force. We recognise that by helping you grow, we also flourish

“ I buy appreciating assets,
I rent depreciating assets. ”

-JOHN PAUL GETTY



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