



The Complete Equipment-Leasing Handbook: A Deal Maker's Guide with Forms, Checklists and Worksheets, Second Edition

Richard Contino

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All forms, checklists and worksheets are contained in Volume II, sold separately.

From agriculture to manufacturing, from finance to information technology, equipment leasing involves sophisticated concepts often understood only by experts. The Complete Equipment-Leasing Handbook, A Deal Maker's Guide, Second Edition, a two volume set with each volume purchased separately, both combines and extensively updates the author's The Complete Equipment Leasing Handbook, A Deal Maker's Guide with Forms, Checklists, and Worksheets to present both a thorough overview of the entire process (from the lessor's, the lender's and the lessee's perspectives) and all the tools necessary for successful transactions, whether you're on the lessor's, the lender's or the lessee's side.

Volume I updates the text material found in the First Edition and is filled with checklists, explanations, and examples offering guidance, for example, for questions such as:

- How does the leasing marketplace really work?
- What is the best document for a particular situation?
- When is leasing a poor choice?
- What is the best way for a company to solicit lease bids?
- What should a properly written lease cover?
- What tax and economic risks does a lessor have?
- How should a lease be analyzed financially?
- What are Uniform Commercial Code rules for leasing and secured lending?
- What are the newest financing trends in leasing?

Volume II, which updates the forms, checklists and worksheets originally contained in the First Edition, contains 115 agreements and ready-to-use forms.

The Complete Equipment-Leasing Handbook, Second Edition, Volume I, explains the business of leasing both domestically and internationally and takes you step-by-step through the entire process of conducting a leasing transaction, with information on special considerations such as leveraged leasing as well as crucial tax and accounting issues. Volume II provides forms, checklists and worksheets for ready reference. Both volumes together provide an invaluable resource for anyone needing to be informed of the legal, financial, and business strategies of leasing equipment and the tools necessary to get the leasing deals done.

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Susie Vadnais:

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Patrick Duenas:

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