

# PAWNEE

## LEASING CORPORATION

### *How we do credit*

#### Hint # 1

*Demonstrate that you understand the lessee and can recommend a favorable credit decision.*

- Make sure the application is complete and legible.
- Can you vouch for the vendor?
- Does the deal meet the Pawnee Leasing Broker Guidelines for industry, equipment, geographic requirements, time in business and base credit scores?
- For the protection of our lessees, we cannot do leases for applicants who are not proficient in the English language and/or are not long-term residents of the United States.

#### Hint # 2

*Anticipate questions by our analysts such as:*

- Are all owners identified?
- Does the equipment and nature of the business make sense?
- What experience does the applicant have in the business or industry being presented?

#### Hint #3

*We look at credit submissions differently based on the size of the request.*

#### Hint # 4

*While we only lease to businesses most of our credit decisions are based on the owners' personal credit history.*

- Does the credit bureau have enough information
- Have a bureau and test the scores against Pawnee Leasing guidelines
- Open public record/collection items
- Number of public record/collection items, open or closed
- Bankruptcy
- Amount and utilization of revolving debt
- Home ownership
- Comparable credit
- Slows in the past 12 months
- Over-all debt and debt service

#### Hint # 5

*Know how non-credit bureau information is considered by our analysts and use that knowledge to accelerate our decision and get the deal done.*

- Liquidation value of equipment
- Available cash or liquid resources
- Credit reporting agencies

#### Hint # 6

*For larger lease requests we look very favorably on continuing "outside income" as a source of business or personal operating capital.*

If you have any questions on this audio feature or Pawnee Leasing Corporation's Broker Guidelines & Programs please contact your regional representative at 800-864-4266 or by e-mail:

East – Dawna Hammonds, ext. 233, [dawna@pawneeleasing.com](mailto:dawna@pawneeleasing.com)

Central – Scott Woodring, ext. 255, [scott@pawneeleasing.com](mailto:scott@pawneeleasing.com)

West – Dana Freeman, ext. 213, [dana@pawneeleasing.com](mailto:dana@pawneeleasing.com)