

Introduction to Leasing

Why is Leasing Important for my Dealership?



Drives Incremental Retail



Boosts Loyalty and Repeat Business



Access to Quality Used Inventory



Attracts New Customers



Opportunity to Sell Back-End Products and Accessories

Leasing vs. Installment

Leasing

- ✓ Customer pays only for use and depreciation of the vehicle for the duration of lease term plus applicable taxes or fees.
- ✓ Terms from 24 to 48 months.
- ✓ Repurchase cycle is significantly shorter.
- ✓ At the end of the lease contract term, a lease customer has multiple options.
 1. Buy or lease a new vehicle
 2. Buy the current leased vehicle
 3. Return the vehicle

Installment

- ✗ Customer pays for entire value of the vehicle plus applicable taxes.
- ✗ Terms from 36 to 48 months.
- ✗ Repurchase cycle is less frequent.
- ✗ With installment financing, terms are often longer giving the customer less options.

Why Should my Customer Lease?



Flexibility

Multiple options at lease-end giving them control over their destiny.



More Affordable

Lease payments are often lower than installment financing over a shorter time period.



Comfort and Security

Since residual values are pre-set and all Can-Am 3-wheel models come with a standard manufacturer warranty with the option to extend coverage, your customer will feel secure knowing they don't have to worry about the future value of the unit.



Latest & Greatest

Your customer can easily change their ride every few years to get the newest model more often.

How to Sign Up

Call us at (646) 370-5471 or Email us at applications@roadrunnerfinancial.com

For more information visit www.roadrunnerfinancial.com/brp-leasing

©Can-Am is a registered trademark of Bombardier Recreational Products Inc. or its affiliate.

The financing offer described in this document is subject to credit qualifications and acceptance of customers by Roadrunner Financial, Inc. The financing program that is described in this document is the responsibility of Roadrunner Financial, Inc. Neither BRP US Inc. nor its affiliates shall be held responsible for this financing program as they relate to this program. You must obtain the written approval of Roadrunner Financial, Inc. for any consumer advertisement promoting this financing program. This program is subject to the terms of the dealer agreement between Roadrunner Financial, Inc. and the dealership. Prior to utilizing Roadrunner Financial, all dealerships are subject to underwriting approval by Roadrunner Financial, Inc., in its sole discretion. No leases will be funded without a signed Dealer Agreement between the dealership and Roadrunner Financial, Inc.