



# FIVE EASY STEPS TO FINANCING SUCCESS

Navitas makes closing with financing simple and convenient. We have designed the ESAB financing program to empower you to do what you do best...sell more ESAB, Victor, and Tweco welding solutions. Just follow these five steps and you will start winning more business by tapping into the power of equipment financing.



**Finance Quote** – Always include a monthly payment along with your cash price. Generate a quote through your ESAB Financing Resource Center or contact your Navitas ESAB representative to create the quotes for you. Remember when using the 0% offer; simply divide the equipment cost by 18 to get the monthly payment.



**Application Submittal** – We provide you with a variety of ways to submit credit applications. Simply visit your ESAB Financing Resource Center to access your online application or call your Navitas dedicated representative and will take the information right over the phone. You can expect to receive a credit decision in less than two hours.



**Documentation Generation** – Once the transaction is approved and finalized, we automatically generate and email pre-populated financing contract documents. We can send the required documents directly to you, the distributor or to your customer. The document package will typically include a summary letter, the Finance Agreement and any other documents that are required on approval letter for a particular customer. We will also request a copy of an end-user voided business check to debit the advance payments and documentation fee.



**Documentation Receipt/Purchase Order Generation** – The signed documents can be returned to Navitas via email or fax. Navitas will generate a Purchase Order and send to the distributor via e-mail. The purchase order authorizes your distributor to release the product to the customer.



**Delivery & Install of the Product / Final Payment** – Once we are notified that the product has been delivered and installed we will contact the customer to confirm the acceptance of the equipment and review the terms of the finance agreement. Navitas will then fund the invoice the same day the customer confirmation is completed.

Take advantage of our Hands-Free Financing services that enables you to hand off all of the tasks associated with closing your financing deals. Navitas provides you and your distributors with a free resource dedicated to helping manage the entire leasing process. As your preferred financing partner we can assist you in creating custom payment strategies designed to do one thing...move more ESAB equipment. Call your Navitas ESAB representative to schedule a program consultation today!

## GET THE NAVITAS DIFFERENCE

To learn more about our Worry Free Financing programs, contact your Financing Specialist, at 1.866.956.2848, or email at [esab@navitascredit.com](mailto:esab@navitascredit.com). We look forward to changing how you view the value of your financing partner one deal at a time.

