

*The Ultimate Guide to*

# Vehicle Leasing

Are you new to  
Vehicle Leasing?

Find out if it is right for  
**YOU and YOUR business**

By Lesley Howes - The Car Lady

*Hello, I'm Lesley,*

## **The Car Lady!**

*Thanks for taking the time  
to read this guide.*

If you are completely new to the idea of Vehicle Leasing, it's a smart thing to do because you will be in a much better position to decide if it is right for you and your business.

*Lesley x*



*Read on to  
discover more!*



*What is your car*

## **saying about you and your business?**

We all know that first impressions count, and whether we like it or not, we are judged by our appearances – and that extends to the car we drive.

- Are you driving around an old out of date car?
- Are you parking it round the block and out of sight when you visit customers.
- What is that saying about you and your business?

*Well - for a small  
outlay **you can  
change all that...***

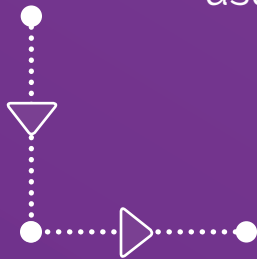


# Lets have a look at how leasing works

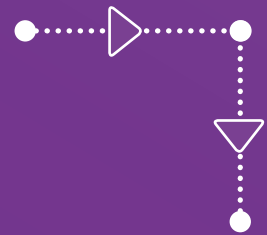
*and see if it is right for you...*



Leasing is an **alternative way** of financing vehicles instead of buying for cash, HP or maybe a bank loan, and the monthly payments are usually **a lot less than HP.**



You **never own the car** or van – think of it like long term hire.



Leasing allows you to drive a **brand new car** or van for a **low initial outlay.**



You may be able to drive a more expensive car than you imagined with all the **latest safety & economy features.**



The cars are all brand new or pre-registered so most will have a **Three year warranty**



# You choose any make and model

*so no need to compromise*



It is **fixed cost** – so no nasty surprises – you know exactly where you are.



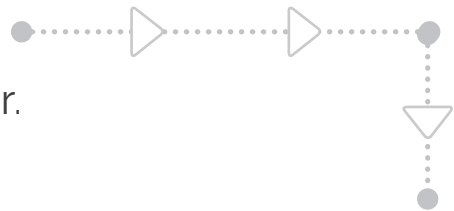
No need to worry about unexpected repair bills.



You can include all routine servicing, maintenance & tyres for **easy budgeting**.



**You choose** how long the Lease is for – 2, 3, 4 or 5 years – and how many miles per year.



**“We have got a brand new car which we love!”**

**“”**  
**Zoe Trodd,**  
Director,  
Sevenoaks  
Tutoring

"From the very first phone call to the last letting us know when the vehicle would be arriving at our door, the whole process was smooth, efficient and completely stress-free! We felt we were in safe hands with Lesley taking care of the organising, and we were right. Everything was processed efficiently, quickly and from our perspective, effortlessly, and we have got a brand new car which we love!"



**Easy disposal** – your car is collected when your lease ends.



*And all this is available for both business and personal use!*

*Leasing allows you to*  
**keep cash in  
your business!**

To be used for important things like GROWING your business, or to spend on MARKETING for example.

As Paul J Getty is quoted as saying " If it appreciates buy it – if it depreciates Lease it "

so why would you want to tie up huge chunks of your cash in a depreciating asset!

*"If it appreciates  
**buy it -**  
if it depreciates  
**Lease it"***



- Paul J Getty



*Should it be*

## personal or business?

That depends on your circumstances and who is going to drive the car.

### Limited Company

If you are the Director of a **PROFITABLE LIMITED** Company it is worth checking out driving a **fully electric vehicle** to enjoy the massive tax benefits while they are available. Also to be enjoyed by employees – paying as little as 2% Benefit in Kind Tax (23/24) on their Company Car. Please visit [www.electricleadlady.co.uk](http://www.electricleadlady.co.uk) or get in touch for more information.

However Directors driving petrol or diesel cars should still consider **PERSONAL CONTRACT HIRE** because you will not pay BIK (Benefit in Kind) income tax on the car and the company will not pay Class 1A National Insurance.

Added to that you will be able to claim your business mileage back at the higher rate – currently 45p per mile for the first 10,000 miles, without paying tax on it.

Personal Contract Hire rates are very competitive and, although you are unable to claim back any VAT on the payments, this is usually outweighed by the tax savings made.

Please always check with your accountant but, on the face of it, this should be the most tax efficient way to fund your new car.

### SOLE TRADERS AND PARTNERSHIPS

In this case **BUSINESS CONTRACT HIRE** may be the best option, especially if you are VAT registered. Please check with your accountant if this is the most suitable way for you to finance your car.

# Other things to consider...

## **“What if I want to hand the car back early?”**

Leasing is not a flexible system – it just doesn't work like that. If you want to hand the car back early there will be some costs associated. Exactly how much will depend on how long you have had the vehicle and the length of the Contract. So if you are the sort of person who likes to change your car often and on impulse Leasing may not be for you.

## **“What happens if I go over the contract mileage?”**

No problem. There is an excess mileage charge payable at the end of the contract. It is to give you some flexibility, and not designed to be penal. If circumstances change dramatically most of our lenders will allow contracts to be re jiggled at least once.

## **“I have heard of people getting huge bills at the end of the contract – is this true?”**

The Leasing providers expect the vehicles to be returned in good condition commensurate with age and mileage. We are guided by the BVRLA . If the car or van is unloved or damaged it is not unreasonable to expect to pay for it to be put back into good condition. We suggest to our customers that any little defects are attended to before the vehicle is returned – that way you are in control of the costs.

(For more information visit [www.BVRLA.co.uk](http://www.BVRLA.co.uk))



# Reducing your carbon footprint

## *and your costs...*

Whether it is “making the switch” to **fully electric** or just becoming more aware, “Going Green” is very good for the environment – and your pocket. It is a fallacy that running your business by being considerate of the environment is expensive. When it comes to motoring it is quite the opposite. By choosing vehicles with low emissions you will save on fuel, your company car drivers will pay less tax (happy staff) and your business will pay less Class 1A National Insurance.

We find that customers, staff and stake holders like to work with a caring ethical business, so we'll help you to keep your carbon footprint as low as possible when it comes to your vehicles. It is good to be green.

## Poor credit?

### **Important**

Leasing is a form of finance, so if you have had any problems getting credit underwriting – or have had finance declined in the past – this is the time to tell us.

If we make credit applications on your behalf, which are then declined, it will leave a ‘footprint’ making it harder for you to get finance in the future, and there may be other ways that we can help you, so lets have a chat.



How much could

# YOU save on your running costs?



**Joy Barden,**  
Associate  
Partner,  
St. James'  
Place  
Partnership

***"I am loving my new car, it is a dream to drive. But an unexpected and most pleasant bonus is the savings I have made!"***

"I am saving £480 pa on car tax, £166 pa on insurance and a HUGE £2700 on fuel pa - this makes a total saving for me of £3346 pa = £278 pm. So my gorgeous new car virtually pays for itself.

I'm over the moon!"

We could help you like we helped Joy too!



# Your next step...

## Call us

If you would like more information just give us a call on

**01428 550 055**

for a no obligation chat.

## Or Visit us at...

For an idea of costs [www.thecarnetwork.co.uk](http://www.thecarnetwork.co.uk) or [www.electricleadlady.co.uk](http://www.electricleadlady.co.uk) and check out some of the hottest new car offers in the market today.

**Electric**, petrol or diesel – you choose.

## Bespoke quote?

Decide on your budget, your annual mileage and ideal time scale – then get in touch for a bespoke quote.



**Nigel Botterill**,  
Founder,  
Entrepreneurs  
Circle

***“It can cost a lot less than you expect to lease a car...”***

“I call her The Car Lady, because whenever and whatever I need, when it comes to cars she sorts it out brilliantly – from modest economical run-arounds to top-of-the-range Mercedes and BMWs. It can cost a lot less than you expect to lease a car.”

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