



PREFERRED PARTNER PROGRAM (P3)

OBJECTIONS

1	Interest rates are too high right now	Commodore continuously adapts to market rates to be as competitive as possible. Bank loans are just as high or offer less flexible term lengths. If you reach your parts purchase target, interest rates aren't a factor since you will earn back the total cost of the equipment, including interest.
2	I pay cash for all my equipment/I don't want to lease or finance	Why tie up capital when you can finance and let the equipment make you money from day one? There are no down payments, hidden fees, or security deposits. Also, did you know about additional tax incentives for financing? You own the equipment and can capitalize on accelerated depreciation.
3	What happens if I miss the purchase target	If you do miss the mark one month, it resets the next. I will help track your sales each month and give you updates. I want you to make the most of this program, so if you're close to missing in the last few days of the month, we can work together to reach your purchase goal.
4	I want to pay off my agreement early and not be charged interest	You can pay off your full agreed balance at any time and you will not be charged a penalty fee, but interest will be charged. This may seem like a bad thing, but these types of agreements allow for zero down, making equipment acquisition easier. Remember, every month you spend \$XX with NAPA, we credit you back up-to the total payment, including interest.
5	I don't want to be tied to only one parts supplier	You don't need to purchase everything from NAPA, you just shift some of your parts purchasing to us. If there is a month where you can't meet that purchase target, you can just try again the next month with the same dollar target.



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