

A short message
from the hands-on
lender that wants to
leave its fingerprints
on your new
office furniture.



We'll be brief.

We want to earn a position among your "recommended lenders" to the organizations that purchase your office furniture and equipment.

For sure, you already have relationships with one or more lenders. But sometimes even the best arrangements are missing something important – such as a lender that:

- can do complicated transactions
- can structure deals to make even somewhat "iffy" credits qualify
- can do upfront deposits and progress payments as portions of orders are delivered
- can do loans or leases
- can do financing directly without broker or other third-party involvement

That pretty much describes Butler Capital and why we want to leave our fingerprints on your furniture sales in the months and years ahead.



Here's what a hands-on lender such as Butler can do for you and your customers:

Deals where you'll want to deal us in ...

Butler's accustomed to the **complicated** transaction where speed and quick turnaround are critical. Send us the tricky credit or the deal that needs **structured financing**. We've found a way for many a borrower to qualify for a fixed-rate loan or lease over the past three decades.

Deals that are a good deal for your firm ...

Need an **upfront deposit** from your buyer along with **progress payments** as you deliver the goods? No problem for Butler. Our payments can keep up with your deliveries.

Want frequent, detailed information on how your buyer's credit application and disbursements are progressing? We take special pride in constant **communications** with manufacturers and distributors so they remain in the loop and in control of their sale.

Need a hassle-free way to **adjust payments** to reflect **changes** in furniture or equipment orders? We're quick-change specialists. We know the drill.

What's typical of a Butler Capital loan or lease deal ...

First, our hands-on approach. We're not some remote lender. We're in your locale and can be in your office to help you close a sale if need be. (How do you think our fingerprints got on that desk anyway?)

Next, there's our ability to provide your customer with a one-time equipment credit line so that there's just one application—one time—for purchasing power when it comes to furnishing and equipping an office. We can set up turnkey financing for an entire project—furniture, equipment, telecommunications systems, software, security—you name it.

Finally, competitive pricing is always part of a Butler deal. We're a solid alternative to bank or SBA financing.

What's the big deal ?

Making your sale, getting paid promptly, and retaining a satisfied customer is a big deal for your firm—so our top priority is helping you reach those goals.



**Here's a brief sample of Butler deals –
done quickly, professionally, painlessly.**

**Points of Light Foundation,
Washington, DC**

Butler provided \$750,000 for office equipment.

**Metropolitan Regional Information Systems, Inc.,
Rockville, MD**

In 1995 Butler initially provided \$400,000 line of credit for furniture and office equipment when MRIS, as a startup operation, opened its offices in Gaithersburg, MD. Since then, Butler has provided more than \$3.5 million in financing as MRIS has grown to be one of the largest regional multiple list services in the U.S.

**Dominion Dental USA, Inc.,
Alexandria, VA**

In 1996 Butler provided Dominion Dental, a startup dental insurance provider, with a \$125,000 credit line to furnish and equip its new Alexandria office. Since then Butler has financed more than \$1.5 million in additional furniture, computer, and communications equipment as Dominion has grown into a multi-state operation providing dental insurance plans to hundreds of companies.

**Prudential Carruthers Realtors,
Severna Park, MD**

Butler has financed more than \$600,000 of furniture and computers as this well-known realtor has added new sales offices to its network.

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