

Lease Consultant - Help UNREGISTERED



This is an UNREGISTERED copy of Lease Consultant. For registration information pick REGISTER from the contants manu.

- REGISTER
- Incentives To Register

The easiest way to understand this program is with an example.

Example: Lexus ES300

Lease Consultant	
File Help	
MSRP	34406
Sale Price	30050
Down Payment	0
Residual <input checked="" type="radio"/> % <input type="radio"/> \$	56
Money Factor / Interest <input type="radio"/> % Interest <input checked="" type="radio"/> \$ Factor	.00256
Term	36
<input checked="" type="checkbox"/> Include Tax	6
Monthly Lease Payment	443.79

The MSRP was posted on the car window in the delaership.

The Price was obtained this way:

Invoice for the car with all options desired: \$28,700 + Dealer profit for a high line luxury sedan: \$1000 to \$1500 = Price reached after some haggling: \$30,050.

This particular person decided he did not want to pay a Down Payment.

The Residual is 56% of M.S.R.P. for a 36 month lease with 15,000 miles a year (this figure is

supplied by dealer or the leasing bank).

The **Money Factor** was also supplied by dealer (or the leasing bank).

The **Term** is 36 months (3 years).

Again, in this particular case the person decided to have the **Tax** on the car included in the lease payment, rather than pay it all upfront.

M.S.R.P.

The M.S.R.P. is the Manufacturers Suggested Retail Price.

Remember that M.S.R.P. is only a SUGGESTED price, and you should never be expected to pay M.S.R.P. for a car, or to base a lease on that figure. When leasing it is important to know the Price of the car and base the lease on that. When you lease a car, the dealer sells the car to the bank which then leases it to you. Thus, a lease sale-price should not be any greater than an outright sale-price.

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Down Payment.

The down payment is also known as a Capital Cost Reduction, or Cap Cost. It is a fancy term for the money put down toward the lease to lower the monthly payments.

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Sale Price

Price should not be confused with the M.S.R.P. The "price", as it is in the program, is the price of the car if the dealer was to sell it. The price can be obtained by negotiating with the dealer (read: haggling), or from any dealer invoice publication. When using a dealer invoice publication, remember that you must account for dealer profit. A good rule of thumb is a minimum of \$100 over invoice to \$1500 over invoice. If the dealer tries to avoid negotiations by stating that the car will be leased and not purchased, remind him that he is really selling the car to the bank! You should not be expected to pay more for a lease than for a purchase.

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Residual

The residual is what your car will be worth at the end of the lease. It is usually represented as a percent of M.S.R.P.

By leasing you only pay for the depreciation of the car (plus interest). Thus, the higher the residual the lower your lease payment will be.

Lease Consultant gives you the option of entering the Residual either a percent or a dollar amount.

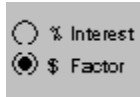


Click on the % sign to enter a percent value, or click on the \$ sign to enter a dollar amount. When changing from the percent option (%) to the dollar amount option (\$) **Lease Consultant** will automatically calculate the dollar amount represented by the percent (M.S.R.P. * percent = Dollar amount), but not vice-versa (read note).

NOTE: Once you enter the percent value it remains constant. Thus, changing from the dollar amount (\$) option to the percent (%) option will cause **Lease Consultant** to bring up the last percent value that was manually entered. It does not calculate what percent of the M.S.R.P. that dollar amount represents. This is done because the residual given by the bank is a constant, and never changes with fluctuations in the M.S.R.P. or sale price.

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Money Factor/Interest



Click on Money Factor to enter the interest rate as a Money Factor. The Money Factor is a fraction in the form of .00### (e.g. .00410, .00256) that represents the banks interest rate in the lease formula. Click on Interest to enter the interest rate in a percent form.

Lease Consultant will automatically convert from percent form to Money Factor form and vice-versa, when you click the respective option buttons.

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Lease Term

The term is the length of the lease in months.

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Tax

Your state's tax applicable to car leases.

 Include Tax:

When this option is enabled, tax on the lease is included in the monthly lease payment. Doing this will reduce your upfront fees but will increase your monthly payment. Remember that if you decide to include the tax in the monthly lease payment you will incur interest charges on the tax sum.

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Registering Lease Consultant

To Register Lease Consultant send :

- Your name
- Your address
- Any suggestions you may have
- Preferred disk type (3.5 or 5.25)
- Cheque or money order for \$24.95 payable to Steven Hodorov
- The version number of Lease Consultant you are currently using

to the following address :

Steven Hodorov
1689 East 54th Street
Brooklyn, NY 11234
USA

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Incentives To Register

Top five reasons why you should register the Shareware:

- 5 This shareware is not crippled in any way (it has no annoying beeps, delays or random keys to press) The evaluation copy is fully useful.
- 4 Registering is just the right thing to do. Your registration will encourage me to release other programs as shareware. This will also encourage me to release a new edition of this program with more features.
- 3 Your registration does make a difference. Each individual registration is personally appreciated.
- 2 Once this software is registered you will be notified of new revisions and you will be able to download new versions and register the upgrades at no additional cost for the life of the product.
- 1 Upon registering **Lease Consultant**, you will receive a copy of **Lease Consultant Pro**. **Lease Consultant Pro** can calculate the *real price* being charged, from the lease payment offered by the dealer. This way you can easily tell if the lease is really a great deal (if the price represents minimum profit over dealer invoice), or a real rip off (if its close to M.S.R.P.).

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