

BUSINESS CAR LOANS MADE EASY

The Definitive Guide

WRITTEN BY DAN FOX



AUSTRALIAN CREDIT LICENCE: 382952

BUSINESS CAR LOANS MADE EASY - THE DEFINITIVE GUIDE

INTRODUCTION

Obtaining business finance for any sort of vehicle can be a daunting task with so many products and so many financiers in the marketplace today. Our job at Fox Car Loans is to simplify and make easy your ability to obtain business finance for any sort of vehicle that you wish to purchase.

Business car loans are quite different to the standard personal car loan. Personal car loans are great for mums and dads, families & people working for wages that want to purchase a car. However, when you're in business and you want to finance an asset like a car, a van, ute, or truck that will help grow your business or that will help generate more profit, it's very important that we use the most suitable finance product that you qualify for.



We use over 30 different lenders for business car loans. These lenders all have their own credit criteria and guidelines for which customers will be approved or which customers will be declined.

When dealing with Fox Car Loans, we offer a FREE 15-minute NO OBLIGATION LOAN ASSESSMENT, which gives us and our clients a very good understanding of which products and lenders will be most suitable for you.

In this e-book, I'm going to explain to you the types of vehicles that can be financed for business use. I'm going to discuss the different product types available for business car loans and we will also discuss many of the different requirements that as a business owner, you should have in place prior to applying for your business use car loan.

With this e-book, my goal is not to sell cars or rush you into getting a business car loan. Instead, I'd like to equip you with the information that everyone should know, but most people don't, when looking at business car loans. And when that time comes, you'll be ready to make a better and more informed decision.

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ABOUT US



Thousands of customers just like you have used Fox Finance Group to get a car loan tailored to suit them. In fact in 2006 when our company began we did it with the sole purpose of bringing the best finance deals to everyday Australians. Whether you are a Doctor, a tradesman, self-employed or have bad credit, we have a huge range of loan products to suit everyone.

For more information about us, please go to www.foxfinancegroup.com.au

WHAT TYPE OF VEHICLES CAN BE FINANCE FOR BUSINESS USE?

Many of our 30 business finance lenders have specific criteria for vehicles that will be funded for business use. Some have criteria of only wanting to fund very late model vehicles, so no more than 5 years old when you purchase them. Other lenders have criteria of not financing certain brands of vehicles. Other lenders have different criteria. So when applying for business car loans, it can be quite difficult as a business owner to identify which lender you should use. Some of our 30 lenders will finance any vehicle. And when I say any vehicle, I mean any vehicle. We finance the usual cars, vans, trucks, utes, motorbikes, plant and equipment, earth moving equipment – a whole host of different vehicles.

We also finance for business use some classic cars, unusual cars, vintage cars, American imports, and Japanese imports. The key criteria of many of our lenders is being able to demonstrate that the vehicle will genuinely be used for business use. If we can prove the vehicle will be used for business use, we have lenders that will fund anything on wheels.

Private or dealer sales are ALL easily financed.



BUSINESS FINANCE PRODUCT TYPES

There are several types of finance products available to business owners to fund their vehicles. These include but are not limited to chattel mortgage, lease, hire purchase, novated lease, and rent to own.

We will discuss rent to own in further detail later in this e-book. At this point, it's appropriate for me to mention that Fox Car Loans, which is a wholly own subsidiary of Fox Finance Group, is not an accounting firm and is not a financial planning firm, so we are unable to give specific advise in relation to choosing a product type that may be best for your business. We highly recommend discussing the product options with your accountant or financial planner to determine which would be the best product for your specific circumstances.

CHATTEL MORTGAGE

Many of our clients choose the chattel mortgage product. The chattel mortgage allows businesses to claim back the GST portion from their vehicle purchase in the next BAS period. This can really help the business cash flow and of course you maintain the normal tax deductibility benefits of a business use car loan.

LEASE

A lease is a tax effective product that allows you to finance your new vehicle without any capital outlay. It's often commonly described as a rental contract.

HIRE PURCHASE

A hire purchase is a commercial finance facility where the customer hires the vehicle from the financier for a set period of time and a set repayment amount. There are options with this type of product that allow you to retain ownership at the end of the contract.

NOVATED LEASE

A novated lease is a product available to individuals who are on a paid car allowance as part of their income package.

These are the main types of finance products available to assist with the purchase of business use vehicles.

AFFORDABILITY QUALIFICATION REQUIREMENTS

“Are your financials up to date? A little behind? Or your Dog ate them?”

We have access to a variety of lenders and finance products that have differing affordability qualification requirements... let's now look at which affordability requirement suits you and your business best.

CUSTOMER WITH FULL FINANCIALS

Minor prior
bad credit
is OK

If your business has up to date financials which should include completed tax returns for two (2) or more years, then this should not only prove the business's affordability for a new loan, but should also qualify the business for the best possible deal from any lender.

LO DOC

Minor prior
bad credit
is OK

Lo Doc business car loans are for those clients that do not have fully up to date financials for 2 years. This is where the business may be able to provide some proof of income in one or more of the following ways:

- ✓ financials for only one year or
- ✓ BAS statements or
- ✓ Bank statements
- ✓ Interim financials completed in an accounting package such as Xero or MYOB
- ✓ Cash flow projection

Many lo doc loans have the same interest rate of a standard car loan.

NO DOC

Prior
bad credit
is OK

No Doc Loans are where your business is unable to provide any proof of income. Generally this type of loan will attract an interest rate premium.

RENT TO OWN

Prior
bad credit
is OK

Rent to Own products are perfect for small businesses who want to keep their risks low and their options open. Renting a business vehicle gives you some options that the other products don't. For example, trying a vehicle or testing a vehicle before you buy, Rent to Owns are generally a short-term contract such as 12 months so you're not committing your business to a long-term 5-year loan. With Rent to Own, you can upgrade or simply return the equipment at the end of 12 months. If you decide to buy the vehicle at the end of 12 months, generally you will get a rental rebate which is somewhere in the vicinity of the 75% of the rental you paid. Rental payments are also 100% tax deductible.

LO DOC

Minor prior
bad credit
is OK

There are varieties of reasons why some businesses will not qualify for a traditional bank or finance company loan. These reasons can include but are not limited to:

- ✓ bad credit for the business owner
- ✓ slow payment history for the business
- ✓ inability to prove income
- ✓ very low security values
- ✓ very unusual asset to be purchased

Our strong relationship with the finance company Fox Car Loans enables us, at Fox Car Loans, to obtain approvals for many businesses that would otherwise be unable to obtain finance for a vehicle. We understand that the continued growth and profitability of your business can be reliant on having the right business use vehicles. The team at Fox Car Loans will look outside the box to find a way to approve the loan. Sometimes, that might mean asking the customer to provide additional security or a guarantor. So if as a business owner, you are sitting there today reading this e-book and you are thinking to yourself, "I'm not going to be able to get finance for my business because of blah.. blah.. blah", then think again! Talk to one of our business car loans brokers at Fox Car Loans and let us find a solution for your funding needs.

OUR GUARANTEES

How do you know we are the right broker to get you the best deal on your new loan?

9 Outrageous Unequalled Industry First Guarantees

In fact, in 2006 when I founded this company, I did it with the sole purpose of bringing the best finance deals to everyday Australians. Whether you are a Doctor, a tradesman or have bad credit, we have a huge range of loan products to suit everyone.

GUARANTEES:

So now you have total peace of mind that you know you are getting the best deal. But that's not all we guarantee, here is a list of some other important guarantees we offer you:

- ✓ Before you take a loan with us, we will beat any legitimate written quote*
 - ✓ If, after taking a loan through Fox Car Loans, you are offered and accept a better car loan deal within 30 days, I will refund any difference in interest to you!**
 - ✓ We guarantee NO HIDDEN COSTS - our staff will explain all loan contracts to you so you clearly understand all the fees and charges that may be relevant on your new loan. We will even explain ways you can save money with your loan contract.
 - ✓ We guarantee to take every care possible when obtaining, using and storing your personal information. The protection of your personal information and your privacy is paramount to us and we do not give your personal information to any other party.
 - ✓ We guarantee you will be happy with our service - we have our own internal complaints process. And of course we are a member of COSL, an external dispute resolution process. But if by any chance you are not happy, then call me personally on 0401 679 744 and I will endeavour to find a solution to your concerns that satisfies you.
 - ✓ We guarantee to stay up to date with the latest and best loan products in Australia - in fact I dedicate a number of hours every month to searching out new and better loan products for our clients.
 - ✓ We guarantee you a professional experience. We are licenced with the Australian Securities and Investment Commission (ASIC) as an Australian finance broker (you can verify our licence at the free government register www.connectonline.asic.gov.au/RegistrySearch) and I have been in finance myself for over 25 years.
 - ✓ Our clients are like our family - we guarantee we will treat you professionally and courteously, just as we would expect our family members to be treated.
 - ✓ Best of all, we guarantee to keep you informed of your loan progress every step of the way. No more sitting at home waiting and waiting, wondering what is happening with your loan application.
- So, how do you get the best deal for your new loan... Call us now on 1300 665 906.**

*You must provide us a written quote no older than 30 days and it must be personally addressed to you and confirm your unconditional approval with this lender.

**All you have to do is provide us with a copy of the new loan contract so we can calculate the correct interest adjustment figure for 30 days. We will also assist you to close or cancel the original loan if you request us to.



ABOUT THE AUTHOR

Dan grew up on the Sunshine Coast and he and his 3 boys now enjoy everything the Coast has to offer. Fox Car Loans started in 2009 and operates from their Head office in Maroochydore. Dan says, "Like me, my staff possess a real passion for achieving loan approvals for our customers. This is what separates us from other companies."

After graduating year 12, Dan Fox began his banking and finance career at Westpac Banking Corporation in Brisbane in 1988. He worked for the bank for seven years, excelling in his career and working his way up to management. Whilst working for Westpac, Dan also began his Bachelor's Degree in Business, with a major in Banking and Finance.

After leaving Westpac, he began his 10-year role with Avco Finance and Insurance (now known as GE Money). Dan held a few positions within this company, including branch manager of several finance branches, and area manager of the retail/interest free division.

At this point, Dan wanted to expand his finance experience and personal and professional achievements, and accepted a role as a finance broker with Capitalcorp Finance and Leasing in 2005.

In 2006, Dan established Fox Finance Group and then in 2009, Fox Car Loans was introduced to the finance industry with Dan explaining, "After over 20 years' experience with several finance companies, I decided to establish Fox Car Loans to offer good customers the second chance they deserve."

Fox Car Loans is wholly Australian owned and operated.

For more information about the author, please go to www.danfox.com.au





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