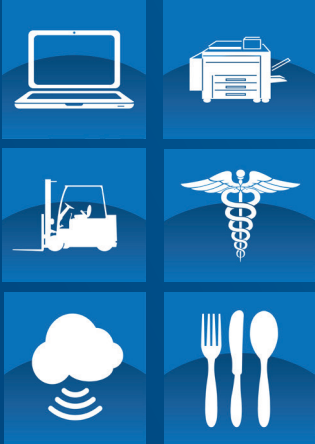




CIT Equipment Finance



Superior Service for Your Most Important Relationships

Our meticulous approach to service excellence means a personalized experience for your most significant clients.

At CIT we understand that every customer is important to you, but none more so than your largest accounts. That's why we provide a superior, personalized experience from credit application through account servicing for you and your most important customers.

From the moment you have a major account opportunity, we are there to help you win by:

- Providing a highly experienced mid-ticket expert who works your deal from application until you are funded
- Structuring and negotiating the transaction
- Engaging our attorney to address unique contractual terms
- Providing services like Premier Client (see below) and QDS customer web portal to differentiate your solution from competitors



Clients who qualify for our [Premier Client offering*](#) are assigned a dedicated leasing specialist (who develops an in-depth understanding of their preferences and processes) to manage the relationship from first invoice through asset disposition.

A dedicated leasing specialist ensures the special handling of Premier Clients by:

- Establishing a customer profile up front to understand the intricacies of the customer's account
- Communicating with the customer's accounts payable department to provide a cash application process aligned with the customer's
- Addressing all customer inquiries, including end of lease activities
- Training customers on our QDS web portal

Customers who have a positive financing experience are more inclined to continue buying from the same equipment provider, which is why we provide your most important relationships with a dedicated resource and superior service - to help you sell more equipment and keep these relationships for a lifetime.

Contact us to learn more about our [Premier Client offering](#) and to help you win your next important opportunity.

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* Premier Client customers generally are financing in excess of \$250,000; have multi-location or multi-unit installations; feature complex lease and invoicing requirements; and add equipment over a period of months or years.