



## Fleet Leasing Readiness Checklist

Leasing a fleet with **Summit Fleet** is the easiest way to get the vehicles you need without the hassle of ownership. Whether you're expanding your business or optimizing your current operations, our leasing solutions provide unmatched flexibility, cost savings, and convenience. Use this checklist to prepare for a seamless leasing experience.

### Define Your Fleet Needs

- A. How many vehicles do you need to keep your business running smoothly?
- B. What types of vehicles best suit your operations (e.g., sedans, vans, trucks, specialty vehicles)?
- C. Do you require any specific upfitting or customization to maximize efficiency?
- D. Would seasonal leasing help you scale during peak demand periods?
- E. What is your estimated mileage usage to ensure the right lease structure?

### Explore Financial Benefits with Leasing

- A. Would lower upfront costs and predictable monthly payments benefit your business?
- B. Have you considered how leasing can free up capital for other investments?
- C. Are you aware of the tax advantages leasing can provide?
- D. Would you like to eliminate unexpected repair and depreciation costs?
- E. Does leasing provide greater financial flexibility compared to purchasing?

### Lease Terms & Conditions

- A. What lease term works best for your business (e.g., 12, 24, 36, or 48 months)?
- B. How much mileage do you expect to use annually?
- C. What are your end-of-lease preferences—renew, return, or purchase?
- D. Need flexibility? Our leases are designed to adapt to your changing business needs.
- E. Do you want maintenance and repair services included for peace of mind?

### Maximize Maintenance & Insurance Advantages

- A. Would a maintenance-inclusive lease save your team time and money?
- B. Are you looking for a leasing provider that helps you stay ahead of repairs?
- C. Do you need guidance on selecting the right insurance coverage?
- D. Want to ensure your vehicles meet compliance and safety standards?
- E. Would tracking maintenance schedules through our support team add value to your fleet?



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## **Optimize Fleet Efficiency & Performance**

- A. How can tracking vehicle usage help improve fleet performance?
- B. Would reducing fuel costs and monitoring driver behavior benefit your bottom line?
- C. Do you want an easy way to prevent underutilization or overuse?
- D. Are telematics solutions a smart investment for your fleet?

## **Partner with Summit Fleet for a Seamless Experience**

- A. Looking for a leasing provider with a trusted track record?
- B. Want expert guidance and customized solutions designed for your industry?
- C. Need flexible lease options to grow your fleet as your business evolves?
- D. Interested in customer success stories showing how Summit Fleet delivers results?
- E. Ready to start saving time and money with Summit Fleet?

## **Drive Your Business Forward with Summit Fleet**

- A. Review your custom leasing proposal and finalize your agreement.
- B. Set up the best lease structure to meet your business goals.
- C. Schedule delivery or pickup of your vehicles with ease.
- D. Train your team on best practices for fleet management.
- E. Monitor fleet performance and scale as your business grows.



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