
BUSINESS NEWSWATCH UPDATE

Lawyers Use Good Judgment with Leasing

An issue of The ABA Journal features an article by Ason Kraus titled, "Reasons to Rent." It states that "Leasing (renting) lets you upgrade technology fast, without a big cash outlay".



Kraus goes on to quote a legal administrator of a Charleston, S.C., law firm who pushed his group to lease their computer equipment. His argument was not financial, but rather that leasing (renting) equipment would force the company to upgrade its office technology on a regular schedule. "The big advantage to leasing (renting) is that a lawyer does not have to plunk down a big chunk of change up front."

A solo practitioner in St. Louis said, "That means you can have positive cash flow in the first month. You can have a fully equipped law office for very little cash up front."

Deciding *how* to acquire new technology solutions is just as important as deciding *what* equipment to select. The right choice could save you thousands of dollars. Professionals who want to equip their offices with the latest technology while conserving their cash will want to explore lease options including the SHIELD program. SHIELD provides more value and less risk than any other method of acquisition!

The SHIELD program offers many benefits other than just preserving your cash such as tax-deductible payments, off-balance sheet financing, and multiple options at the end of term. Not to mention, SHIELD also features a System Replacement Guarantee that is unmatched in the industry so that your business can always enjoy the best that technology has to offer!

Ask your sales representative why leasing is becoming the financial preference for lawyers, accountants, physicians, and other professional organizations.