



## **Northern Leasing Systems Releases Best Practices White Paper for the Micro-Ticket Lease Financing Industry**

NEW YORK, December 1, 2008 – Northern Leasing Systems, Inc. ([www.northernleasing.com](http://www.northernleasing.com)), the leading provider of third-party micro-ticket equipment leasing services in the United States, today published a white paper highlighting industry-wide best practices.

“Maintaining Trust in Micro-Ticket Leasing Operations” is intended to make sure that the interests of all parties are protected, including the merchant, the Independent Sales Organization (ISO) and the lease finance company. Northern Leasing Systems recommends adopting the best practices identified in the white paper as a way to build long-term commitments and ongoing relationships between financing organizations and merchants.

Topics include:

- How lease financing companies can most effectively structure lease agreements and merchant relationships;
- Successfully working with ISOs to deliver lease financing services critical to the merchant’s success;
- Guidelines for cultivating a strong relationship with ISOs before they begin initiating business for the lease financing company.
- Clearly defining lease provisions and operating standards for ISOs that result in a sustainable business that benefits everyone.

The best practices identified in the white paper apply most directly to lease finance companies. According to Northern Leasing Systems, without micro-ticket lease financing, “these small companies would bear a significant capital outlay to set up a process that is critical to success in today’s retail space.”

**About Northern Leasing Systems, Inc.**

Northern Leasing Systems, Inc., <http://www.northernleasing.com>, founded in 1991, is an established provider of third-party equipment leasing services that enable business owners to finance point-of-sale and other key equipment components of their business operations. The company's primary focus is to provide financing for the credit card authorization equipment market for small- and medium-sized businesses by financing the leasing of equipment selected by its customers from independent equipment suppliers.

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