

# **BYEBYE LEASE**

**LEASE TRANSFER GUIDE**

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## LEASE TRANSFER GUIDE

First, we want to thank you for using our services. Since we pioneered the concept of lease transfers in Quebec in 2003, we have helped thousands of customers dispose of their leases. Yours will be next.

Because it takes time and specific knowledge to transfer a lease, the experience can be complex, frustrating or even distressing. But thanks to our services, the process is much simpler.

We created this guide to help you through every step of a lease transfer, giving you the benefit of the knowledge and experience we've accumulated over our 40 years in auto leasing and financing.

Read this guide carefully and you'll see it's possible to transfer your lease simply and fairly for both parties.

Sincere thanks to all our customers,

ByeByeLease.ca

A division of the ALBI le Géant group

## What we offer you

### **Expertise and visibility**

You'll save time and money thanks to our know-how in the area of car leasing. The visibility we offer on several Web search engines makes your lease available to thousands of potential buyers each month. Your vehicle will be posted on our two websites: [ByeByeBail.ca](http://ByeByeBail.ca) and [ByeByeLease.ca](http://ByeByeLease.ca).

### **Easy changes to your ad**

You can make changes to your ad directly from your account in the My Account section.

### **Lease Transfer Guide**

Consult this guide for an easy and successful lease transfer. In addition to offering suggestions and tips and pointing out pitfalls to avoid, the guide tells you everything you need to do and how to do it well to make your transaction as smooth as possible.

## How to improve your lease takeover offer

There are two important steps to ensure your lease is as attractive as possible to potential buyers: 1) Identify your lease's strengths and weaknesses. 2) Set an incentive.

What seems like a good deal to you is not necessarily a win for someone else. For instance, some people want to rent a car for a shorter period than the conventional lease term. A 48-month lease doesn't meet their needs, but a 24- or 36-month lease may be ideal. Others are looking for a bargain and prefer to take over a lease where a substantial down payment has been made. This gives them a lower monthly payment than they could otherwise get on an identical vehicle. And other people will overlook a higher monthly payment because they're attracted by the incentive offered.

The best strategy is to find out what monthly payment is offered by car dealerships for a new vehicle of the same model, and then determine what incentive could increase interest in your lease.

### **Is your offer a good deal?**

If you've been using your vehicle less than a year, you need to make your lease attractive to potential buyers. Compare your lease payment with the payment on a new vehicle of the same model. If the lease price on the new vehicle is close to yours, you'll have to offer an incentive to attract potential buyers.

### **\$299 seems better than \$349**

Clearly, the more attractive the deal you offer, the quicker your lease will move. We strongly recommend that you offer an incentive in the form of a lump sum or a monthly reduction, equal to the value of 2, 3 or 4 instalments. For example, if there are 20 months left till the end of the lease, and your monthly payments are \$349, you would have two options: either list your vehicle at \$299/month ( $\$50 \times 20 = \$1,000$ ), or offer a one-time bonus of \$1,000 payable at the time of transfer.

### **Did you make a substantial down payment that makes your monthly payments appealing?**

If you did, it's not necessary to offer an incentive. In the comment box on your ad, indicate what the monthly payment would be if you hadn't made the down payment. You can check with your car dealership to determine what that amount would be.

**Have you used less mileage than included in the lease?**

This can be of value to a new lessee. Mention it in the comments box on your ad.

**Have you used more mileage than included in the lease?**

In this case, your lease may only interest people who don't travel very much. But to make your offer attractive to more people, you could offer an incentive equal to the value of the excess mileage used. For instance, consider the case of a 48-month lease including 100,000 km (25,000 km/year) and charging 10 cents for each additional kilometre. If you travelled 60,000 km in 24 months (i.e., 10,000 km more than the average yearly usage included), it would be appropriate to offer a bonus of \$1,000 (10,000 extra kilometres x \$0.10).

**Did you buy an extended warranty or other guarantees?**

If so, mention it in the comments box of your ad.

## How to prepare your vehicle

Although the responsibility to ensure that the vehicle is in good condition belongs to the lessee, who must have the vehicle inspected by a car dealership, we advise that you repair any damage before transferring your car to the new lessee.

No one wants to take on a poorly maintained vehicle. And keep in mind that the first impression is the most important. So make sure your vehicle is in ideal condition when a potential buyer wants to see it. You can for instance have it cleaned at an ALBI professional cleaning centre.

### **Make sure all regular inspections are up-to-date**

Before meeting a lessee, gather all your maintenance receipts, relevant documents and booklets. If you don't have them, ask your dealership for a copy. This simple step will not only be appreciated by the lessee, it can help prevent unnecessary hesitations and delays.

## Steps to take with your dealership

First, go visit your car dealership:

- Ask to meet the leasing manager and keep their business card. This person will be your main contact and will oversee the preparation of all the documents needed for the lease transfer.
- Confirm what costs are associated with the lease.
- Some dealerships require that the vehicle be inspected before the transfer. If this is the case, get the inspection done to avoid delaying the transaction.
- Get 4 or 5 credit application forms from your leasing manager so interested lessees can fill them out. Send their contact information to your manager, who will contact the potential lessee and start the transfer process.

**NOTES:** We suggest you fill out the credit application yourself with the lessee present. Once it's completed, fax it immediately to your leasing manager.  
In the event that you find someone interested in buying your vehicle instead of taking over the lease, get the current balance of your rental, which will be the amount of the sale.  
Rest assured that dealership staff will do everything in their power to facilitate the sale of your vehicle. And remember: you won't have to pay fees if a sale is concluded. All relevant costs will be borne by the new buyer, who will pay the dealership directly.

### **Copies of your lease**

Keep 4 or 5 copies of your lease to give to every serious lessee who is interested in your vehicle.



## Steps to take with a potential lessee

Your contact information will be available through the website to those interested in your lease. They will contact you directly.

You will receive the contact information of interested buyers who have made a contact request. Don't hesitate to contact them.

Since all the details of your lease will be available on the website, only those who are really interested will make a request. These people are targeted just for you.

Always have the relevant documents on hand to give the buyer at the first phone contact. It's preferable to make a home appointment with interested people.

### **Other tips**

- Find out in advance what costs are involved in the lease transfer, such as inspections, repairs and dealership charges. You should know exactly what the fixed costs of the transfer will be.
- Determine the maximum incentive you can offer to get rid of your lease, and disclose it from the start to avoid losing potential lessees.
- The administrative costs associated with the transfer are generally borne by the tenant (you). Use this argument as a negotiating tool.

## What to do when you reach an agreement

Once you're finished negotiating with the lessee, follow these steps:

1. Get a deposit equal to or greater than one monthly payment, including taxes.
2. Fill out a credit application and fax it to the leasing manager.
3. Notify the leasing manager as soon as possible.
4. The next day, follow up with the leasing manager about the credit-check approval. It takes about 24 hours to get an answer. Once the approval is received, the transfer should be made within 48 hours.
5. Confirm the date and time at which the transfer becomes effective to both the leasing manager and the lessee.
6. At the agreed-upon time, go to the dealership with the lessee to sign the required documents and to deliver the vehicle.
7. Make sure that the dealership performs a visual inspection before the lease is transferred and that they attach a record of the inspection to your file.

**Tip:** Even if an interested buyer has given you a deposit, they can change their mind or be refused financing. If this happens, make arrangements to meet anyone else interested in your lease and ask for a deposit again, repeating the same steps as before. When the transfer is definitively settled with someone, you can give the others their deposits back.

Now, you're ready!

We wish you the best of luck and we thank you for your trust.

**Note:** Please remove your ad once you've transferred your lease.