

Equipment financing quote questions

Use this checklist for the actual service, product, site and jurisdiction. Leave missing evidence unresolved until the responsible person confirms it. Record the decision and its source before proceeding.

Business job date and responsible person

- ☐ Identify equipment, complete delivered price and the exact amount needed.
- ☐ Compare cash purchase, rental, loan and lease on the same equipment basis.
- ☐ Ask for rate basis, fees, payment dates, term, balloon and buyout in writing.
- ☐ Ask about collateral, personal guarantees, covenants and early payoff terms.
- ☐ Identify total cash paid and what ownership rights exist at the end.
- ☐ Check payment timing against seasonal collections and a downside cash case.
- ☐ Verify the lender identity and required documents through an official source.
- ☐ Use qualified financial or legal review for terms you do not understand.

Unresolved items evidence and next action

Decision owner and follow up date

Sources and record notes

Author NPMCA. Worksheet version 1.0; guide record as of 2026-10-11. Technical limits and prices must come from the exact current product instructions, official rule or dated written quote.

SBA Lender Match: <https://www.sba.gov/funding-programs/loans/lender-match-connects-you-lenders>

Guide: <https://www.npmca.org/start/equipment-financing>