



Ren'T'Own®/Lease'T'Own™ Dealer Testimonials

Steve Taylor—SD Taylor Leasing

Northland's Lease'T'Own™ business model has been a great addition to our group of Dealerships. Through these tough economic times we've been able to keep our business flourishing with Lease'T'Own™. The program is customer friendly and extremely profitable for our dealerships. Within the first 10 months of operating the program, my Lease'T'Own™ Accounts Receivable topped over 1.7 Million Dollars and the profits keep rolling in!

Mike Cederlind – Cederlind Auto Center

Using the Northland successful business model we have increased our sales and receivables by 1000 percent in a year and a half. We have been able to relocate from our small 2500 sq/ft lot to a facility of over an acre. If we kept doing business the way we were it would have been bankruptcy for sure! Not that we have Northland's proven system we are increasing our profits daily. The tough economic times demand a different way of running a vehicle dealership. We had to think outside the box. With RTO and the IDAR daily rental programs we are growing while everyone else is closing.

Rick Weaver – Meadowbrook Auto Sales

"Almost everyday I'm so thankful I found your ad for Ren'T'Own® because our business was struggling. The only regret I have is not finding it 5 years ago. We could be over the hump of the investment and rolling along. As for a testimonial, all I can say is you saved our business and the 6 full-time employees we have here and their families. I also appreciate all the help that Northland always supplies."

Sammy Hinson – Hinson Auto Sales

"Cash flow is critical to any small business. Ren'T'Own® brings in the cash flow to weather those months when business is taking a break. Also, the tax advantage is great. You pay taxes only on your collections versus total payments on BHPH. Ren'T'Own® has been a miracle at my business."

Joe Zawatski – North Coast Auto

"As a fairly new Lease'T'Own™ dealer, I just wanted to drop you a line to tell you what a fantastic program it is. I've been losing money like crazy, with the way the market is here in Cleveland, for the past two years. In less than 6 months, I've gone from selling 4 to as many as 22 cars per month. My clients love the program as much as I do. My collection rate is over 97%. It just doesn't get much better than this."

Mike – Southside Motors

Northland's Ren'T'Own® program has been a life line for my dealership through this economic downturn. Public interest in the program has kept foot traffic on my lot high. Northland's contracts are very easy to read, explain, and complete. Plus Northland's dealer service division is always there to answer any questions. They send supplies and GPS devices promptly, and work with you to make sure all your needs are met. I doubt my lot would still be open without Northland's Ren'T'Own® program.

Sherry – Bucket Motors

We are very pleased to be part of the Ren'T'Own® program. We are getting a great response from our area and our customers are happy to have us as an option. Working with everyone at Northland has been easy and I would recommend this program to anyone who is interested in expanding their business.

Billy Weaver – Worth County Motors

"We decided to start doing RTO® after we attended a Wayne Reaves seminar. The results have been great for us. There are two main reasons we decided to do RTO®. One was that it allowed us to pay income taxes based on the money we received on a cash basis and also sales tax on a cash basis. The other reason was that it eliminated the need for a related finance company. We have averaged 53 RTO® units since we started 4 months ago and have nothing but high praises for the Northland people who have made this very successful transition for us."

Sean Cox – XRAC

"Ren'T'Own® has been a great alternative to BHPH. We have been able to turn what was once an exercise in baby-sitting into a very profitable endeavor. Ren'T'Own® provides responsible training, quality business materials and a very knowledgeable staff combined into a convenient and dependable Ren'T'Own® program. We couldn't have done it without Ren'T'Own®."