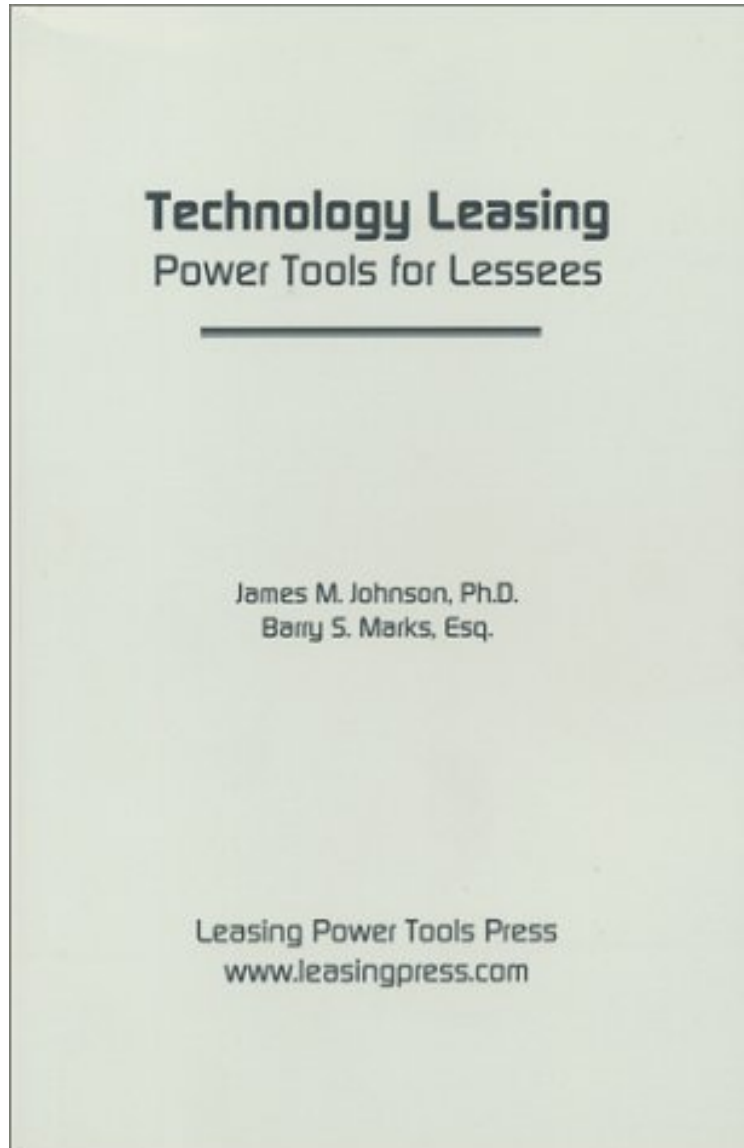


Technology Leasing: Power Tools for Lessees

James M. Johnson, Barry S. Marks
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James M. Johnson, Barry S. Marks : Technology Leasing: Power Tools for Lessees before purchasing it in order to gage whether or not it would be worth my time, and all praised Technology Leasing: Power Tools for Lessees:

This unique book enables business professionals to understand and negotiate leases for their technology equipment needs. Written in an informal style, the authors explain technology lease contract provisions, what to look for and what provisions to avoid. The centerpiece of the book is a typical technology lease, with author commentary on how the

contract should be modified to protect the lessee's interest, the lessor's likely comeback, and where compromises may be struck. The book offers detailed examples of lease versus purchase analysis for technology leases, with an emphasis on desktop computer leases. A follow-on chapter highlights how various factors will influence the attractiveness of leasing, and in which direction. Technology Leasing also includes a valuable chapter focusing on how to best compare leasing proposals from several bidding lessors. For the uninitiated, the book includes a valuable time value of money chapter, which explains, with numerous examples, how to analyze leasing cash flows with payments in advance or arrears, monthly or quarterly payments, yield calculations and other standard leasing numerical issues.

About the Author Dr. James M. Johnson serves on the board of Trustees of the Foundation for Leasing Education, and on the Editorial Board of the Journal of Equipment Lease Financing. Johnson's previous books include *Power Tools for Successful Leasing* and *Fundamentals of Finance for Equipment Lessors*. Johnson serves as an expert witness in leasing disputes, and is an advisor to lessor and lessee clients. Barry S. Marks, Esq., serves on the Editorial Boards of the Journal of Equipment Lease Financing and the Equipment Leasing Newsletter. Marks is Coauthor of *Power Tools for Successful Leasing* with James Johnson. In 1999, Mr. Marks became the first lawyer certified as a Certified Lease Professional and serves on the Board of Trustees of the CLP Foundation. Mr. Marks counsels clients nationwide regarding leasing and lending issues, and is admitted to practice in Alabama, Georgia and Florida.