



# Real Story: How they got their truck

## Readiness Report

### The problem

Chief Wilton needed a new truck and had talked with several manufacturers. His area was growing and he needed to provide fire protection well before the revenue from the growth was received.

The problem was that the truck prices were much higher than what he thought he could afford. So, he looked at used trucks and even considered just postponing the purchase.

He was referred to ENVIZION by a friend who told him about the Readiness Report. The Readiness Report helps determine a comfortable payment plan, performs a check-up of the department's financial situation, and even comes with a certified loan amount. Chief Wilton called ENVIZION for help.

### What happened next

Chief Wilton provided the last three years financial statements and a ballpark estimate of the truck he needed.

He also talked with his ENVIZION fire finance specialist about the department's plans, goals, and situation.

The ENVIZION specialist asked about the future growth of the community. The conversation lasted about 20 minutes.

### The result

ENVIZION Financial analyzed the situation and suggested the DelayedPay Option. Chief Wilton could afford the truck he needed without any compromises. He got the truck he needed.

*"I had no idea how to get the truck I needed. I almost prevented myself from getting the truck I needed. I felt I would have to compromise. But ENVIZION helped me get all the truck I needed and fit it into my budget"* – Chief Wilton, TX

**The problem:** A Department needed a truck that they thought they could not afford. They might have to compromise their needs even though their responsibility for service was growing.

**The result:** An ENVIZION Readiness Report showed the Department how they could get the truck they needed with the terms that fit into their budget.

### Why ENVIZION Financial?

Unlike local banks, ENVIZION Financial specializes in fire truck lending and purchase planning. We've helped hundreds of fire departments across the U.S. plan for and purchase thousands of trucks valued at a half-billion dollars. That's experience you won't find anywhere else.

### What our customers say:

"Would definitely do business again" – T. Smith, TX

"You make borrowing so easy, it is a pleasure!" – S. Archer, TN

"ENVIZION was very professional" – K. Wiles, SC

"The customer service is great" - R. Baltus, IN

"This was a huge expenditure for a department of our size and you made us comfortable every step of the way" – W. Francis, IL

"These are people who can make your dream come true. They are great to work with and extremely helpful" – B. Brockmann, PA

[www.envizionfire.com](http://www.envizionfire.com)

