

# KLI Consulting Group LLC

Equipment Financing, Working Capital & A Whole Lot More

*It pays to have knowledge and experience on your side*

[Kliconsultinggroup.com](http://Kliconsultinggroup.com) - [Info@kliconsultinggroup.com](mailto:Info@kliconsultinggroup.com) - 603-665-0661 - 422 Central Ave. Suite 231 Dover, NH 03820

Member of





# KLI Consulting Group LLC

## Joining LIFC

I was invited as a guest by Paul Fetscher. After meeting the group, I felt like I was home because everyone was speaking my language.

When I applied to become a member, Michael called me to advise me that since I was not a New York Company I could not join the group.

I pleaded my case to Michael stating that “You can take the boy out of NYC but never take the city out of the boy.” My 50-year history proved that! He laughed and said that he would allow it.

I’m thankful to be a member of LIFC and look forward to developing relationships and any future endeavors that may come from being a part of this group.



# KLI Consulting Group LLC

## KLICG's Mission

Utilizing years of experience and expertise to help business owners plan and execute their financial needs in order to produce a viable, sustainable and profitable existence as a business entity.



## Founder

Clifford Metcalfe Jr. started his first equipment leasing company in 1991. Due to hard work and diligence, he became a trusted source and one of the leaders in Restaurant Financing.

After 48 years of developing relationships with all types of companies, Clifford has become an Independent Consultant with the purpose of helping companies cope with the changing times.

The Goal of the **KLI Consulting Group** is to work with their clients to help them develop an understanding of what resources are available and to orchestrate the best Plan for their success.



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## Consulting Services



Evaluate the current Financial Picture of the client's Business



Provide advice and resources to help business owners find stability



Help Implement "The Plan" to move to a more viable and profitable Business



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## Provide Financing Options

- Use our expertise to approach funding sources, providing “Lease to Own” products, Working Capital, and all types of Loans
- Negotiate the most affordable programs
- Consult how to use these resources to support “The Plan”



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## Examples

Reviewed the status of a Restaurant Owner with a major bankruptcy. Presented the best financial picture to two major markets, setting up a face-to-face meeting at his location. Was able to provide \$400K in financing which enabled him to complete a 20,000 sq ft, five-part kitchen. His sales rocketed from \$6 million to a net result of \$16 million within the first year.

A Coffee Shop Owner who had a credit score of 550 required a coffee roaster and bagging machine for his coffee business. He owned his Miami based location outright. After spending a little time to repair his credit he was able to qualify for a lease to own program for all his equipment. He now has so much business he needs to move to a larger location.

A customer needed equipment valued at \$50K. The Vendor agreed to rent the equipment to him for 12 months, applying 60% of the lease to purchase. We were able to place a 36-month Lease to Own contract at 50% of his rental costs. Within 36 months he will own the equipment outright while building credit history for himself and his business.



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## Providing Equipment Vendor Sales Support

- ▶ We can provide sales support for vendors who sell equipment of any kind. We have relationships with dozens of markets that will provide financing for all types of restaurants from start-ups, additional locations and remodeling.
- ▶ We have an automated system that enables customers to easily fill out applications online, which automatically populates our database, and sends a notification to the chosen vendor informing them of the interested client. Our system submits to the market we choose at the touch of a button.
- ▶ The customer is immediately contacted by a KLICG representative to review their plans and credit footprint.
- ▶ The vendor is kept apprised of the application status as it is processed.
- ▶ You can drive your web-based sales with our online sales tools, including a calculator for the customer to see what is possible.





Considering giving us  
a chance to help?

Reach out to Us!

Clifford A. Metcalfe Jr.  
President

Direct - 603.665.0661

[Clifford@KLIConsultingGroup.com](mailto:Clifford@KLIConsultingGroup.com)

[KLIConsultingGroup.com](http://KLIConsultingGroup.com)



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## Questions and Answers