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## Tips to Finance Your Fleet Business

As an owner of a small- or medium-sized business, tackling the never-ending to-do list each day can seem like a challenge — especially when that list involves thinking about your finances. When they aren't top of mind, your business's stability and growth can be negatively impacted. This is especially tricky for businesses with company vehicles.

The good news is you can make strategic decisions for your fleet by taking a look at the bigger picture of your business. Evaluating your vehicles' intended usage, company finances and overall budget can help you streamline the fleet management process and set you up for success.

### Think MAST

**Miles** – How many miles does your fleet anticipate driving this year?

**Application** – Does your company have the right vehicles for the job? In other words, are your vehicles hauling feathers or cement?

**Specifications** – What vehicle equipment is needed: towing and hauling, custom storage or onboard power?

**Term** – A good replacement cycle plan can help save you money in the long run.

### Determine Your Best Financing Options

**Lease or own** – Compare the advantages of each. While leasing may have lower payments freeing up funds, owning allows for less frequent turnover and mileage flexibility.

**Fleet financing** – Get a commercial fleet financing partner. In addition to expertise in fleet financing, Ford Pro<sup>™</sup> FinSimple<sup>™</sup> offers a Commercial Line of Credit (CLOC) that helps fleet owners save time. A CLOC provides easy, transparent financing with flexible terms that are ready to be used anytime throughout the year.\*

### Understand Your Company's Fleet Finances

**Plan and set goals** – Take stock of your current vehicles and expected replacement cycle. Don't wait until a vehicle is needed. Your business goals should include plans for future changes.

**Review past expenses** – Past expenses can provide a reference point for what to include in a fleet budget and highlight areas that need attention.

**Forecast** – To forecast potential costs for your fleet, try increasing a previous year's budget by a flat percentage or start from scratch.

**Track results** – It's essential to make this a routine part of your business processes.

### Find a Commercial-Centric Partner

**Establish a relationship** – Look for a dealership that has experience in commercial vehicles. This ensures you receive help for your business-specific needs. When you're ready to finance, they're ready to deliver throughout the purchasing process and the life of your vehicle.

**Service is key** – Good vehicle service helps you avoid downtime with streamlined maintenance, repairs and parts to keep your fleets in working order. Some dealerships even provide 24/7 mobile service.\*\*

To learn more about how Ford Pro FinSimple can serve as a resource for your commercial financing needs, please visit [fordpro.com/en-us/financing](https://fordpro.com/en-us/financing).