



OPERATING LEASE PROGRAMS

CUSTOMIZED OPERATING LEASE OPTIONS TO FIT HOW YOU OPERATE

Every business operates differently, and so should every lease. Glesby Marks designs Operating Lease programs that align with how your company runs, your financial priorities, and your growth plans. Our approach gives you the benefits of vehicle usage without the capital expense of ownership, while maintaining flexibility as your needs change.

Operating Lease terms typically range from 24 to 60 months, allowing fleets to scale and adapt over time. At the end of the lease, Glesby Marks manages the remarketing process and passes along any available proceeds.

A CONSULTATIVE APPROACH TO OPERATING LEASES

Each Operating Lease begins with a clear understanding of your objectives. Our team works closely with leadership to review how vehicles are used across the organization, including replacement cycles, mileage patterns, and budget considerations. From there, we design a lease structure that supports today's operations while positioning your fleet for what's next.

Programs are customized to address:

- Lease terms and structures aligned with operational rhythms
- Payment strategies designed to maintain predictability
- Replacement planning to help reduce downtime and aging vehicles
- Usage terms that reflect real-world fleet performance

CLIENT-FRIENDLY LEASE TERMS

Glesby Marks Operating Leases are structured with practical, transparent terms that support day-to-day fleet use:

- No early termination penalty after the first 12 months
- No mileage restrictions
- No wear-and-tear penalties

!! BUILD AN OPERATING LEASE THAT SUPPORTS YOUR BUSINESS

Your fleet should work for you, not the other way around. Glesby Marks designs and manages Operating Lease programs built around your operations, your priorities, and your long-term plans.

FLEXIBLE LEASE STRUCTURES

Every Operating Lease can be structured to match financial preferences and operational needs.

Available structures include:



RESIDUAL LEASE STRUCTURE

Payments are amortized over a longer period, with the option to remarket or extend the lease at approximately the three-quarter mark.



DECLINING PAYMENT STRUCTURE

Payments begin at a higher level and decrease over time, providing flexibility as the lease progresses.



LEVEL LINE PAYMENT STRUCTURE

A consistent monthly payment throughout the lease term to support straightforward budgeting and planning.



TERM-TO-ZERO LEASE STRUCTURE

The lease is fully expensed over the selected term, typically 24 to 60 months, with a zero balance at lease end.

ONGOING SUPPORT

YOUR FRACTIONAL FLEET PARTNER

An Operating Lease with Glesby Marks extends beyond financing. We support your lease with integrated fleet management services designed to simplify oversight and provide continuity throughout the lease term.

Our capabilities include vehicle acquisition, upfitting coordination, maintenance programs, fuel solutions, GPS and telematics, license and title services, and remarketing. Clients benefit from a single point of contact and real-time visibility into fleet performance, along with proactive guidance as needs evolve.

CONSISTENCY YOU CAN RELY ON

When you partner with Glesby Marks, you gain a dedicated team that stays with you throughout the lifecycle of your fleet program. From onboarding through ongoing management, your contacts remain consistent and familiar with your business, your objectives, and how vehicles support daily operations.

This continuity simplifies communication, builds trust, and allows us to adjust lease structures as your business changes, keeping your fleet predictable, efficient, and aligned with your goals.

WHY CHOOSE GLESBY MARKS FOR OPERATING LEASES

Since 1976, mid-market companies have relied on Glesby Marks for flexible, transparent Operating Lease solutions. As an independent provider, we source any make or model and structure leases around your specific needs.

LET'S START YOUR OPERATING LEASE

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