



Rent to Purchase Program

You don't know if your kid is going to stick with the flute for a long time and you don't want to put a lot of money into an instrument that is just going to sit in the case, renting is for you!

There is a minimum rental period of three months, payment due at the start of the rental agreement. Three months gives the player enough time to develop new habits of practicing so that they can get to know their instrument. At ANY TIME you can return the instrument and the contract will be terminated before the next payment is due.

This is rent to purchase. That means that 100% of the equity you build will go into your final purchase price. Your equity will be your monthly rental fee minus the \$5/month insurance charge.

The \$30 monthly fee includes a \$5 a month charge for insurance. This insurance covers normal wear and tear, accidents, and theft (when you submit a police report filed within 72 hours of the incident). The insurance DOES NOT cover neglect and abuse. Leaving an instrument in a car is ABUSE. Musical instruments cannot take 20 minutes in a hot car. They are an attractive item to be stolen. DO NOT LEAVE INSTRUMENTS IN A CAR. A flute is a small enough instrument, it can easily be carried around in a backpack. If an instrument is damaged or stolen as a result of neglect or abuse you will be charged the final purchase price.

It is my desire to encourage beginners by offering great instruments at the lowest prices possible. If they purchase an instrument they are happy with they are more likely to stay with music and the flute for life. I am not in business to get a quick sale, I am here to build life-long customers. To do this I offer an incentive to buy your instrument for an incredibly low introductory price. At the end of your minimum rental period I offer a second chance to purchase and I apply 100% of your rental fees to the second chance purchase price. For new flutes I again offer a third chance to pay off at 12 months for a reduced price.

For the DZ-100 the payoff is structured like this:

Full term of the contract is based on Suggested Retail Price of \$775 plus insurance

Low Introductory Price of \$445 comes with one-year Warranty and 30-day cash back Guarantee.

Minimum rental period second chance purchase price \$475 minus \$75 in rental payments = \$400 payoff.

12-month third chance purchase price \$625 minus \$300 in rental payments = \$325 payoff

	Introductory	Min. Rental Period	12-month	31-month Term of contract
Price	\$445	\$475	\$625	\$775
Rental Equity	\$0	\$75	\$300	\$775
Payoff Amount	\$445 + Tax	\$400 + Tax	\$325 + Tax	\$0.00
Total Plus Insurance	\$445 + Tax	\$490 + Tax	\$685 + Tax	\$905



Rent to Purchase Program TERMS AND CONDITIONS

Erik Nugent DBA Nugent Flutes shall be referred hereinafter as "Nugent Flutes" and the customer shall be referred hereinafter as "Renter". Renter agrees to abide by the terms and conditions of the Rental Agreement as described herein:

Return: Instruments must be rented for a minimum period of 3 months. All fees for the initial 3-month rental period are due at the beginning of the initial 3-month rental period and must be charged to a valid credit or debit card. This initial payment is non-refundable, if Renter decides to return the instrument before the initial 3-month rental period expires. After the initial 3-month period, this will be a monthly Rental Agreement. The Renter may return the instrument to Nugent Flutes at any time thereafter. This agreement will be cancelled provided all fees have been paid up to the date of return. **THE INSTRUMENT MUST BE RETURNED TO ERIK NUGENT OF NUGENT FLUTES ONLY.**

Rental Purchase Option: We will apply 100% of your rental payments (excluding insurance and taxes) toward the purchase of the rented item, or toward the purchase of any other like instrument of equal or greater value, up to 80% of the value of the purchased instrument. Renter agrees to forfeit any accumulated purchase credit for failure to pay or return an instrument.

Late Charge: If a rental payment is not received within 7 (seven) days after it is due, a \$5 penalty will be charged to Renter for all months that this account is delinquent. Late fees do not add to Renter's equity for rental purchase option.

Credit Card Authorization: Renter agrees to provide Nugent Flutes with a current Credit or Debit card for the initial three-month rental period beginning on _____. At the end of this period Nugent Flutes is authorized to charge the Credit or Debit card the monthly fee on the _____ day of each month. If Renter is more than 10 (ten) days delinquent, Nugent Flutes is authorized to submit a credit card charge for the rental due to the Renter's card on file plus any late fee(s) due. If the Renter is declared in default of this Agreement as outlined herein, Nugent Flutes is authorized to submit a charge for the total sums owed under this Agreement including any remaining balance due to purchase the equipment plus any late fees. If Nugent Flutes takes possession of the equipment, a credit or debit card charge will be submitted to the Renter's credit or debit card for any past due payments.

Default: Nugent Flutes can declare a Renter to be in default if (i) Renter fails to pay a scheduled rental payment and late charge within 25 days after the due date of the scheduled rental payment. (ii) Renter provided inaccurate or misleading information on this agreement (iii) any other circumstance that Nugent Flutes feels endangers the safety of the equipment. If Nugent Flutes declares a Renter to be in default, the equipment must be returned to Nugent Flutes within 24 hours or it will be subject to repossession. Failure to return the rented equipment to Nugent Flutes in the event of default at their request may constitute under the laws of the state of Arkansas, an act of theft which is considered a felony punishable by fine or imprisonment.

Repossession: If Nugent Flutes declares a Renter to be in default of this Agreement, Nugent Flutes is entitled to repossess the equipment according to the State of Arkansas and Federal law. If Nugent Flutes takes possession of the equipment, it is agreed that this agreement shall terminate and there shall be no further responsibility on either party with the exception that the Renter will be liable for past due payments. Renter will also be responsible for any collection fees associated therewith.

Replacement Coverage (Loss/Damage Waiver): In the event of loss or neglect Renter will be responsible for compensating Nugent Flutes in an amount equal to the Retail Purchase Price of the equipment in question, less any applicable rental payments. Nugent Flutes will subsequently provide a replacement instrument of equal quality. Proof of loss and circumstances satisfactory to Nugent Flutes will be required. For this coverage, rental account must be current and Renter must file a police report within 72 hours and notify Nugent Flutes within 72 hours.

Repair and Maintenance: Nugent Flutes will make the appropriate repairs and adjustments to keep the equipment in proper playing condition as long as the account is current. This does not include the restoration of finish, Abuse or Neglect, or careless handling. If Nugent Flutes determines that repairs were caused by Neglect or Abuse Renter will be charged for the cost of repairs.



Rent to Purchase Program

Renters Name (Parent): _____

Address: _____

City: _____

Home Phone (_____) _____ Work (_____) _____ Cell(_____) _____

E-mail: _____ Date of Birth: _____

Driver's Lic. # _____

Employer: _____ Employer's Address: _____

Personal Reference: _____ Phone(_____) _____

Players Name: _____ Players Age: _____ Players Grade _____

Players School: _____ Players Private Teacher: _____

School Teacher: _____

Credit Card #: _____ Exp. _____ Visa MC Amex Disc

I authorize Nugent Flutes to charge payments as prescribed in terms of this contract to my credit/debit card account. I agree to maintain this account open and within credit limits to permit the timely charges of my payments. I may change credit card account by informing Nugent Flutes prior to the due date of any payment. I agree to be responsible for any charges or fees assessed by my bankcard company or collecting bank due to a closed or an uncollectable amount.

Instrument		
Brand: Di Zhao	Model: DZ-100	Serial #:

Initial 3 month rental fee: \$75

3 Month Insurance Fee: \$15

Taxes: \$8.10

Total:	\$98.10	Due at signing of the contract.
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Monthly Fee thereafter: \$25

Monthly Insurance Fee: \$5

Taxes: \$2.70

Total Monthly Charge:	\$32.70	Due every month on the _____ of the month for the total of 31 months of the contract.
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I have read, understood and accept the Instrument Rental Terms and Conditions:

Signature: _____ **Date:** _____

Printed Name: _____