



Module Six

Part 1 – Leasing and Finance

Positioning:

This Module is specifically designed to teach delegates who are new to Leasing what the product is, how it works, how it is administered and applied.

The structure of a Leasing Agreement, the financial implications for both the Lessee and Lessor, together with benefits and values.

Deliverables:

- Provides delegates with a working knowledge of Leasing as a financial tool and how its application can benefit customers

Contents:

- Types of Leasing Products and Services
- Lease Rates and their Presentation
- Benefits and Values of Leasing
- Leasing Tax Implications:
 - Lease v Buy Evaluation
 - Accounting Treatment – FASB13, FRS5 and SSAP21
- Compiling and Presenting Leasing Proposals
- Credit Underwriting and Risk Assessment
- Lease Documentation
- Ascertaining Need for Financial Products
- Mid Term Upgrading and Technology Refresh
- End of Term Options
- Projects and Industry Specific Role-Plays

Who Should Attend?

- Sales resources responsible for selling capital goods where financial packages form part of their portfolio
- Sales people wishing to expand their working knowledge of the benefits of Leasing and / or tax implications and underwriting criteria