



Module Six

Part 2 – Contract Hire

Positioning:

The structure and benefits of a Contract Hire agreement to include Services and Leasing. This Programme has been designed to follow on from Part 1 – Leasing and Finance, but it is also a standalone course for delegates who have an understanding of Leasing but who need to enhance their knowledge and skill in selling financial solutions inclusive of maintenance and services.

Deliverables:

- Provides delegates with the confidence, motivation, skill and knowledge to convince customers of the benefits and values of Contract Hire

Contents:

- Overview of Leasing as a Financial Tool
- Understanding Contract Hire
- Benefits and Values of Contract Hire
- Finance and Management Overview
- Cost of Ownership (TCO)
- User and Operations Overview
- Asset Management
- Procurement, Commissioning, Service, Maintenance and Disposal
- Accounting Implications for Contract Hire
- The CEO's Perspective on Contract Hire
- Off Balance Sheet Funding – 90/10 Rule
- Customer Evaluation – Situation Analysis
- The Sales Process for Contract Hire
- Projects and Industry Specific Role-Plays

Who Should Attend?

- Sales resources responsible for selling capital goods with maintenance and services incorporated within a Contract Hire package, and where financial packages form part of their portfolio