

## 2023 LEASE TRAINING CALENDAR

### FEBRUARY

ADVISORY SERVICE  
2<sup>ND</sup>

### FEBRUARY

MODERN MARKETING SOLUTIONS AND NEGOTIATION STRATEGY  
IN LEASING BUSINESS      N69,500.00      23<sup>RD</sup> - 24<sup>TH</sup>

### MARCH

LEASE PRICING AND STRUCTURING TECHNIQUES  
N69,500.00      23<sup>RD</sup> - 24<sup>TH</sup>

### APRIL

FLEET MANAGEMENT PROGRAMME  
BUSINESS SESSION - N45,500.00      TECHNICAL SESSION - N70,500.00  
BOTH SESSIONS - N100,500.00  
19<sup>TH</sup> - 21<sup>ST</sup>

### MAY

LEASING SCHOOL  
N160,500.00      16<sup>TH</sup> - 19<sup>TH</sup>

### JUNE

RISK MANAGEMENT IN LEASING  
N69,500.00      22<sup>ND</sup> - 23<sup>RD</sup>

## JULY

### OPERATING LEASE

N69,500.00 20<sup>TH</sup> – 21<sup>ST</sup>

## AUGUST

### ADVANCED LEASING CLASS

N109,500.00 23<sup>RD</sup> – 25<sup>TH</sup>

## SEPTEMBER

### FLEET MANAGEMENT

N99,500.00 20<sup>TH</sup> – 22<sup>ND</sup>

## OCTOBER

### LEASE DOCUMENTATION AND COMPLIANCE ISSUES

N69,500.00 19<sup>TH</sup> – 20<sup>TH</sup>

## NOVEMBER

### NATIONAL LEASE CONFERENCE

N39,500.00 16<sup>TH</sup>

## DECEMBER

### LEASE ADMINISTRATION: FROM ORIGATION TO TERMINATION

N69,500.00 7<sup>TH</sup> – 9<sup>TH</sup>