

16<sup>th</sup> January, 2023

Dear Professional,

**TRAINING PROGRAMMES (FEBRUARY – JUNE 2023)**

We are pleased to present our training programmes (February – June 2023), intended to build capacity in the leasing for enhanced organisational performance and professionalism.

<p><b>MODERN MARKETING SOLUTIONS AND NEGOTIATION STRATEGIES IN LEASING BUSINESS (23<sup>rd</sup> – 24<sup>th</sup> FEB., 2023)</b></p> <p><b>Fees: ₦59,500.00/participant; (Member) ₦69,500.00/participant (Non member)</b></p> <p><b>Course Outlines</b></p> <ul style="list-style-type: none"> <li>❖ <i>Exploring the Leases Motivation for Lease</i></li> <li>❖ <i>The Lease Marketing Process</i></li> <li>❖ <i>Product development &amp; selling the lease</i></li> <li>❖ <i>Understanding lessee acquisition process</i></li> <li>❖ <i>Innovative Lease Pricing and Structuring as Marketing Tools</i></li> <li>❖ <i>Outsmarting the competition</i></li> <li>❖ <i>Developing a win-win negotiation Skill</i></li> </ul>	<p><b>Gains</b></p> <ul style="list-style-type: none"> <li>- Understand the strategies for winning the lease</li> <li>- Recognise the appropriate end of lease term strategies for each transaction</li> <li>-Understanding negotiate skills</li> </ul>
<p><b>LEASE PRICING AND STRUCTURING TECHNIQUES (23<sup>rd</sup> - 24<sup>th</sup> MARCH, 2023)</b></p> <p><b>Fees: ₦59,500.00/participant (Member) ₦69,500.00/participant (Non member)</b></p> <ul style="list-style-type: none"> <li>❖ <i>Leasing Overview</i></li> <li>❖ <i>Financial concepts &amp; calculators for leasing</i></li> <li>❖ <i>Lease Termination &amp; early Payouts</i></li> <li>❖ <i>Advanced Lease Structuring</i></li> <li>❖ <i>Operating Lease Structuring</i></li> <li>❖ <i>Lease Documentation</i></li> <li>❖ <i>Lease Amortization</i></li> <li>❖ <i>Lease or buy Analysis</i></li> </ul>	<ul style="list-style-type: none"> <li>-Gain adequate lease structuring skills</li> <li>-Understand various risks in leasing and how to mitigate them</li> <li>-Appropriate pricing and structuring techniques for a specific lease request</li> <li>-Packaging the lease to reduce risk &amp; increase the bottomline</li> <li>-Enhancing proficiency and versatility in the use of ELAN Financial Calculator</li> </ul>
<p><b>FLEET MANAGEMENT PROGRAMME: 19<sup>TH</sup> – 21<sup>ST</sup> APRIL 2023</b></p> <p>BUSINESS SESSION - N45,500.00 TECHNICAL SESSION - N70,500.00 BOTH SESSIONS - N100,500.00</p> <p><b>TECHNICAL SESSION OUTLINES</b></p> <ul style="list-style-type: none"> <li>• <i>Critical issues facing today's Fleet Managers</i></li> </ul>	<ul style="list-style-type: none"> <li>-Expanded business networking opportunities</li> <li>-Increased sales and enhanced bottomline</li> <li>-Greater insights to customer</li> </ul>

- *Volatility of cost and Cost Control Mechanism*
- *Developing vendor and fleet policy and guide. Bonding with vendor for efficiency and growth.*
- *Corporate average fuel economy (CAFÉ)*
- *IFRS 16 Accounting regulations*
- *Driver and Fleet Assets Management*
- *Implications of Sharing economy or ride- sharing i.e. Uber*
- *Meeting the fleet regulation requirements*
- *Guide to recruitment, selection, engagement and Training of Drivers*
- *Driver safety and productivity policy*
- *Driver's customer relations*
- *Optimization of distribution network as cost control measure*
- *Effective daily rate calculation and pricing strategy in Fleet Management*
- *Determining your fleet size*
- *Telematics and fleet monitoring strategies*
- *Fleet Rotation Managing the grey fleet (vehicles owned by employee but used regularly on company business)*
- *Strategies for lowering your fleet insurance*
- *Fleet asset acquisition, management, maintenance, Monitoring and Remarketing Strategy*
- *Meeting the challenges of haulage and logistics services in Nigeria*

*needs for better product offering*

- Efficiency and cost saving mechanism*
- Maximum efficiency, risk reduction and increased profitability through exposition of core fleet management principles and techniques*
- Provision of standard model on vehicle maintenance, driver and fuel management*
- Technological Advancement: Finding the latest and greatest advancement in technology with insight on how they can help enhance stakeholders' productivity and safety*

**LEASING SCHOOL: 16<sup>TH</sup> – 19<sup>TH</sup> MAY, 2023**

**FEE: N160,500.00**

- ❖ *Key Success Factors in Leasing*
- ❖ *The Leasing Process and Packaging Techniques*
- ❖ *Lease Marketing and Strategies for Wining the Lease*
- ❖ *Legal and Documentation Issues in Leasing*
- ❖ *Account and Tax Considerations in Leasing*
- ❖ *Risks Management in Leasing*
- ❖ *Asset Monitoring Strategies*
- ❖ *Financial Concepts in Leasing*
- ❖ *Pricing and Structuring Techniques*
- ❖ *Portfolio Management*
- ❖ *Managing Non-Performing Portfolio*
- ❖ *Residual Value analysis and impact*
- ❖ *Lease Termination: Holding Cost & Secondary Lease*
- ❖ *Pooling & Remarketing*
- ❖ *Advanced Yield Analysis*
- ❖ *Method of Arriving at Targeted Yields*
- ❖ *Debt Management in Leasing*
- ❖ *Succeeding with operating lease*

- *A comprehensive understanding of concept of Leasing and market*
- Enhanced Professionalism and best practice*
- Proficiency in lease packaging and practice as well as operational efficiency*
- Ability to prospect for customers and profitably, grow lease portfolio with dynamic excellence*
- Enhanced skill in lease product development, better customer satisfaction and improved bottom line*

**RISK MANAGEMENT IN LEASING -**

**22<sup>ND</sup> - 23<sup>RD</sup> MAY, 2023**

**FEE - N59,500.00 (Member)**

**N69,500.00 (non-member)**

- \* *Overview of Risk Management*
- \* *Nature of risks in leasing: Credit and facility risk*
- \* *Risk Assessment information requirement*
- \* *Credit evaluation tools*
- \* *Key elements of lessee's assessment business, management & financial analysis*
- \* *The C's in leasing*
- \* *Small/Middle Ticket credit model*
- \* *Risks mitigating strategies*
- \* *Typical fraud and preventive mechanism*

Thank you, as we look forward to welcoming your representative(s).