



**REGAL EXCHANGE**  
& ASSOCIATES LTD

Provider of Specialist Business Training

Leasing

Legal

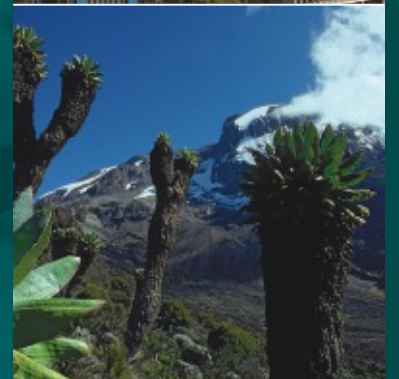
Finance

## Developing Leasing

Course Director: John McGerty  
3rd - 4th December 2009,  
Nairobi, Kenya

- Credit and Asset Risk Assessment
- Leasing for SMEs
- Leasing and Asset Finance Products
- Accounting and tax considerations
- Marketing Leasing
- Legal and Documentation

Complimentary HP 17 Calculator  
on registration



Two Day Leasing Course - Nairobi, Kenya



# Developing Leasing

## Course director

John McGerty has worked in the Leasing Industry for more than 30 years. During that time he has worked with Bank of Ireland Finance and the Industrial Credit Corporation. He has been chairman of the Irish Finance Houses Leasing Committee and Leaseurope's Council member for Ireland. He was also Co-Chairman of the 18th Annual World Leasing Convention. In recent years he has worked on an international level in leasing consultancy and has prepared reports and feasibility studies for organizations in Poland, Zimbabwe, Uzbekistan, Kyrgyzstan, Kenya and Jordan. He is currently the Asset Finance Training Consultant to the Institute of Bankers in Ireland where he has developed the Institute's Certificate Course in Asset Finance and Leasing. He regularly provides Lease Training courses in Ireland and the UK and has also presented many courses and seminars in Europe, Africa and the Middle East. Publications include contributions to 'Leasing in Ireland' and 'Banking Ireland' as well as various other magazine and newspaper articles on Leasing.

## About the course

This comprehensive two-day programme, which is intended as a further development course for those with some experience in the area of asset finance and leasing, covers finance and operating leases and other forms of asset finance.

Addressing the technical aspects of leasing – legal, financial and accounting - the programme also examines practical issues including funding, risk assessment, lease administration, asset management, defaults and problem cases.

The course will also look at the marketing of leasing and outline the attractions of leasing as an alternative source of finance, particularly for SMEs, describing sales aids and vendor programmes.

## Who should attend?

- Financial Analysts
- Asset Managers
- Lessors & Lessees
- Financial Controllers
- Accountants & Tax Advisors
- Sales Personnel
- Equipment Vendors
- Corporate Financiers
- Bankers

Regal Exchange also provides In-Company training in a range of business related topics including Legal, Financial, Leadership and Environmental issues.

Please contact the in-company team for more details on  
Tel: +44 (0) 20 3206 1150 Fax: +44 (0) 20 3206 1151  
Email: [incompany@regalexchange.com](mailto:incompany@regalexchange.com)



## Day one

### Introduction to Leasing

- Development of Leasing
- Significance for SMEs
- Consumer Leasing

### Leasing and Asset Finance Products

- Finance Leases
- Hire Purchase
- Operating Leases
- Contract Hire
- Add-on Services

### Funding Issues

- Deposits
- Overdraft Leverage Leases
- Securitisation
- Money Market

### Lease Evaluation and Structuring

- Basics of Lease Evaluation
- Structuring Lease Rentals
- Residual Values

### Evaluation Exercises

### Credit and Asset Risk Assessment

- Financial Statements
- Ratio Analysis
- Asset Risk Assessment

### Drinks reception

## Day two

### Accounting and Tax Considerations

- Accounting Standards
- IAS 17, FASB15
- Lease Classification
- Off Balance Sheet Issues
- Accounting and Tax Depreciation
- Deferred Tax
- VAT

### Leasing Company Organisation

- Organisation and Delegation
- Sales and Marketing
- Front Office Functions
- Administrative - Back Office Functions
- Services

### Legal and Documentation

- Contract Law
- Lease Agreements
- Lessor Security
- Standard Terms and Conditions

### Defaults and Problem Cases

- Recognising Default
- Collection Systems
- Repossession

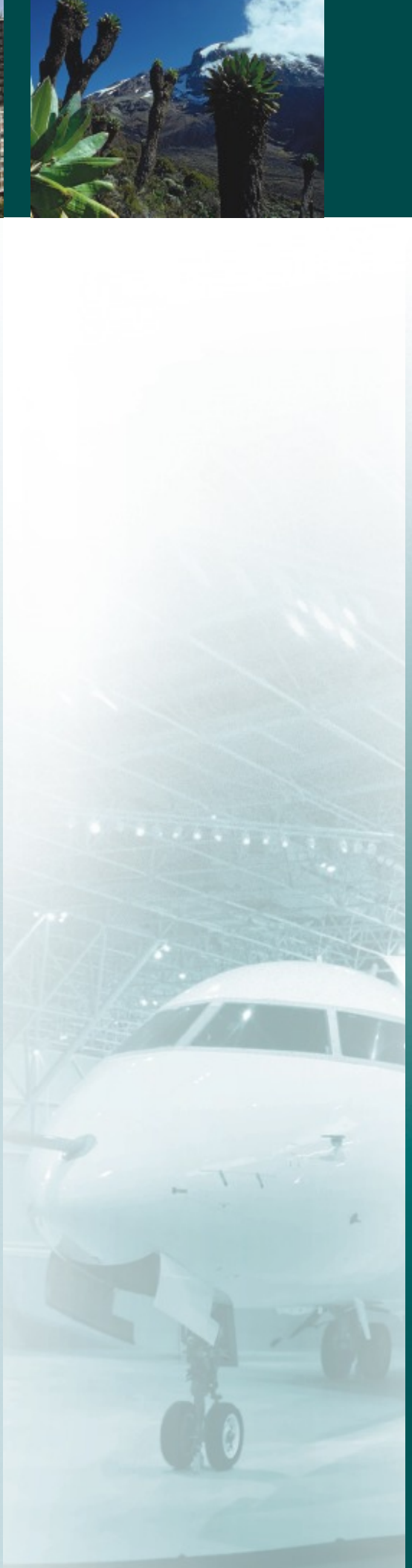
### Marketing Leasing

- Marketing Financial Services
- Sales Channels

### Sales Aid and Vendor Programmes

- Strategic Alliances
- Joint Ventures
- Captives

### Course Review





# Developing Leasing

## Registration

I wish to register for  
Developing Leasing,

3rd - 4th December 2009,  
Nairobi, Kenya

## Course fees

Standard delegate fee: £1250

The fee includes all tuition, lunches, teaching equipment and course documentation. Delegates are responsible for their own accommodation. Delegate's places are not guaranteed until payment has been received. An invoice will be sent upon receipt of booking.

## Booking/information

Mail to: Vika Kettle, Regal Exchange and Associates, 2 - 8 Victoria Avenue, London, EC2M 4NS

Tel: + 44 (0) 20 3206 1150  
Fax: + 44 (0) 20 3206 1151

vkettle@regalexchange.com  
www.regalexchange.com

Photocopies of this form are accepted

To register please fill in and return the form below

## Personal details

Family name:  (Dr./Mr./Mrs./Ms./Other):

First name:

Position:  Department:

Company:

Address:

City:  Postcode:

Telephone:  Fax:

Email (required):

I have read and agree to abide by all terms and booking conditions on this form

Participant signature:  Date:

## Sponsor

We wish to register this delegate for the course indicated above. We undertake to pay his/her fee and release him/her from all company responsibilities for the period of the programme. (please print clearly)

Name:  Position:

Signature:  Date:

## Payment details

Cheque made payable to Regal Exchange and Associates Ltd. or SWIFT. Please always quote the invoice number which you will receive once you have registered, or alternatively please quote the reference REG 2009/30 and the delegates name in the transfer instructions.

Payment method: Cheque  SWIFT

## Cancellations and refunds

For Cancellations (which must be in writing) received by Regal Exchange and Associates 15 or fewer working days before the scheduled training event, the full fee is payable. For Cancellations more than 15 working days before the scheduled training event we charge a 33% cancellation fee. Refunds where applicable, will be made within 30 days of receipt of the written cancellation. Regal Exchange and Associates reserves the right to cancel events, change venues (within the same city) and substitute trainers, tutors and consultants at its discretion. Where events are cancelled by Regal Exchange and Associates, participants will receive a full refund for course fees paid, if alternative dates offered are not acceptable. If for any reason Regal Exchange and Associates decide to amend or cancel the event we will not be responsible for air-fares, hotel or other costs incurred by registrants.

## Transfers and substitutions

Participants wishing to transfer to another course less than 15 working days before the scheduled training event will be charged a transfer fee of 33% of the full fee, on the basis that we allow only one transfer per individual made. Subsequent cancellation or transfers will be charged at the full rate. Participants wishing to transfer to another course more than 15 working days before the scheduled training event may do so at no charge. Views expressed by trainers are their own, Regal Exchange and Associates disclaims liability for advice given or views expressed by any trainer at courses listed in this brochure, or in any notes or documents provided to participants.