Terry has both training seminars and workshops available at your place of business. He has been teaching all aspects of equipment leasing to the equipment leasing industry for over twenty-five years.

He has taught most of the top leasing companies and has many references. His fees are reasonable. The subject matter covers all aspects of commercial equipment leasing.

Terry also does bank audits on leasing operations and expert witness support.

Previous training subjects:

Entry Level:

1. Basic Overview of Equipment Leasing Two Days
2. Equipment Lease Sales, Lessee Accounting One Day
3. Organizing a sales effort One Day
4. Documentation and Procedures Two Days
5. Accounting and Operations Two Days
6. Credit and Credit Scoring One Day
7. Tax, Legal, and Lessor Accounting rules Two Days
8. Pricing and Structuring One Day
9. Equipment Management, Residuals One Day
10. Financial Analysis and Packaging One Day
11. Broker and Package Leasing One Day

Advanced:

1. Collection and Bankruptcy Issues One Day
2. Sales Management and Organizing Sales Two Days
3. Portfolio Management & Marketing One Day
4. Computer based pricing and structuring Two Days
5. Studies in Compensation (markup, term, volume) One Day
6. New Lease products One Day

For an outline of any of the seminars listed above, including fees, please contact Terry Winders at 502-327-8666 or Email at Leaseconsulting@msn.com

Terry also has available several excellent instructors beside himself that are retired and bring a great deal of experience to the presentations.