

Equipment Lease Training Seminars by Mr. Terry Winders, CLP

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.