

OUR FLAGSHIP OPERATING LEASE SEMINAR

and

TWO NEW OFFERINGS

November 15 – 18, 2016

Singapore

In Singapore, from November 15 to 18, we are pleased to offer our most popular, two-day flagship seminar, “Operating Leases – Maximizing Benefits, Minimizing Risks”, followed by two new, specialized one-day seminars, “Residual Setting and Asset Management – A Case Study Approach” and “Pricing Leases – How to Profitably Meet Customer Needs”.

THE SCHEDULE & SEMINARS

Operating Leases – Maximizing Benefits, Minimizing Risks

November 15 - 16

Instructor: Sudhir Amembal

Operating leases provide the customer with a host of benefits that finance leases do not; and, simultaneously allow the lessor to benefit from profit sources not found in finance leases. The product will soon face dramatic changes in light of the new accounting rules; yet, because of the numerous significant benefits it delivers, it will continue to remain extremely viable.

Residual Setting and Asset Management – A Case Study Approach

November 17

Instructor: Shawn Halladay

Use hands-on case studies to learn about the skills and knowledge necessary to create the added customer value of fair market value leases. This course will illustrate the approach and techniques necessary to successfully navigate the opportunities of managing leased assets.

Lease Pricing – How to Profitably Meet Customer Needs

November 18

Instructor: Shawn Halladay

This seminar will assist lessors in creating transactions that meet both customer needs and internal profit requirements. Practical application of the course content through case studies and real world examples will add extra value to the learning experience.

Two early bird rate periods are being offered. Payments and registrations received on or before June 30, 2016 will receive a 10% discount off their fees. Payments and registrations received between July 1 and August 31, 2016 will receive a 5% discount off their fees.

For full registration details and seminar outlines, please email

Kelly Farnham at kelly@amembalandhalladay.com.