

Foundation course in Asset Finance

26-29 April 2021

FLA



About this course:

A masterclass in the fundamentals of asset finance and leasing that will provide delegates with a contextual and practical framework on which they can build their skills.

The course explains to delegates how the industry has come to fulfill such a significant role in the provision of business finance; how it is currently shaped by legal, fiscal and financial imperatives; and signposts to the future of the industry.

Who should attend:

- Sales staff
- Sales support
- Credit, risk, collections and administration staff in leasing companies during their first year of employment
- Employees of professional advisors to the industry
- Users and potential users of leasing

Course Fees:

Members Price: £875 + VAT

Non-Member Price : £1125 + VAT

To book online click the link below

[Foundation course in Asset Finance](#)

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Programme Overview

Course programme - day one/two (9.30 - 13.00)

DAY 1

- 09.30 Welcome & Introductions
- 09.45 - Introduction to the asset finance market
- History
 - Trends and issues
 - Size and segmentation
- What is asset finance?
- Suitable assets
- Routes to market
- 11.00 Break
- 11.15 - Key asset finance products
- Hire purchase
 - Finance lease
 - Operating lease
- 13.00 Close of Day 1

Day 2

- 09.30 Recap
- 09.45 - Risk Assessment
- Credit
 - Fraud
- 11.15 Break
- 11.30 - Consumer Credit Act
- Key provisions
 - Impact on lessors
 - Sections 75 and 75A
- 12.00 - Case studies
- 13.00 Close of Day 2

Course programme - day two/three (10.30 - 13.00)

DAY 3

- 10.30 Methods of taking title to leased assets
- Terminations
- Guarantees and indemnities
- Sub-leasing
- The Facility Letter
- 13.00 Close

DAY 4

- 10.30 The Lease Agreement
- 12.00 Syndicate exercises
- 12:30 Syndicate exercises debrief
- 1:00 Close