

Foundation course in Asset Finance

15-16 January 2019

FLA



FLA member rate -

£875 + VAT

Non-member rate -

£1,125 + VAT

About this course:

A two-day 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 fulfil 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

Please note: all FLA events are subject to the application of competition law. Details will be available on the day and are included in the booking form.

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Programme Overview

Course programme - day one

- 09.30 Registration
- 09.40 Delegate welcome
- 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 Lunch break
- 14.00 Risk Assessment
- Credit
 - Fraud
- 15.15 Break
- 15.30 Tax
- Principles of business taxation
 - Capital allowances
 - VAT
- 15.50 Accounting
- Impact on lessee and lessor balance sheet
 - Defining operating leases - FRS 102
 - Future developments - IFRS 16
- 16.10 Consumer Credit Act
- Key provisions
 - Impact on lessors
 - Sections 75 and 75A
- 16.30 Case studies
- 17.00 Close

Course programme - day two

- 09.30 Delegate welcome
- 09:45 Lease documentation
- Methods of taking title to leased assets
 - Terminations
 - Guarantees and indemnities
 - Sub-letting
- 11:00 Refreshment break
- 11:15 Lease documentation
- The Facility Letter
 - The Lease Agreement
- 13:00 Break for lunch
- 14:00 Lease documentation
- Syndicate exercises
- 15:15 Refreshment break
- 15:30 Lease documentation
- Syndicate exercises debrief
- 17:00 Course close

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Trainer biographies

Day one - Malcolm Rogers

Malcolm has worked in the finance industry for 30 years and has held a number of senior credit positions in the UK leasing industry, including with Lloyds, Halifax and Alliance & Leicester. He now has a portfolio career, which includes running the Charity Bank's operations in Yorkshire & Humber and working as a business mentor to charities. Malcolm has been a lecturer on risk management topics on FLA courses for more than 20 years.

Day two - David Malempre

David's initial legal career was with A.F. & R.W Tweedie solicitors, where he worked principally in litigation. In 1980 he was recruited as Legal Manager of Robert Benson Lonsdale & Co. Limited, the principal leasing subsidiary of Kleinwort Benson Limited, the merchant bank (now Commerzbank). David was subsequently appointed as Group Legal Adviser. Thereafter, he was an associate with Beaumont and Son, the aviation solicitors in London.

After a short spell in commerce as Legal Director of the All Leisure Travel Holdings Plc group of companies, he became an independent legal consultant and spends his time advising financial institutions. He is particularly active within the aviation industry.

David is a non-executive director of a number of companies and was a member of the FLA's legal sub-committee for many years. He has lectured on each FLA Intermediate course since 1987 and on each FLA Foundation course since 1999.

In-house delivery option

This programme can also be delivered in-house. The FLA offers bespoke tailored training solutions that help you achieve your business development objectives. The FLA training team specialises in facilitating change and turning strategic intent into tangible business results.

What we can do for you:

- Design a bespoke programme that meets your organisation's specific development goals and objectives
- Design training as a one-off exercise, or on a repeated basis as part of your company's development curriculum or company-wide courses, or as part of a major change programme
- Personalise our approach by incorporating your corporate culture and goals
- Provide complete flexibility with regards to location and timings
- Offer differing course levels to cater for the varied experience levels of your staff

For more detailed information regarding any in-house training please contact Jon Dear on 0207 420 9623 or email jon.dear@fla.org.uk

Other FLA dates for your diary:

Intermediate Leasing

This course is designed to provide a comprehensive understanding of the leasing market including risk, taxation, documentation, lease evaluation, assessing risks and fraud. It follows the process and the life of a lease from beginning to end to give delegates a better understanding of the lessor/lessee position.

Date: 13-15 May 2019

