

# NEW STARTER (TRAINING) DAY

from


## FINANCE INDUSTRY TRAINING

Thursday 1st December 2011

0930 - 1630

**Venue:** The Garden Studios, 11-15 Betterton Street,  
Covent Garden, London WC2H 9BP

**An asset finance training day for all new starters and those recently employed in the industry**

Principles of Asset Finance (Part I)		Principles of Asset Finance (Part II)	
<b>0930 – 1100</b>	<b>Asset Finance Products</b> <ul style="list-style-type: none"> <li>■ Credit sale</li> <li>■ Hire purchase</li> <li>■ Conditional Sale</li> <li>■ Lease                             <ul style="list-style-type: none"> <li>- finance</li> <li>- operating</li> </ul> </li> <li>■ Product Variants                             <ul style="list-style-type: none"> <li>- lease purchase</li> <li>- contract hire</li> <li>- contract purchase</li> </ul> </li> </ul>	<b>1300 – 1400</b>	<b>Lunch</b>
<b>1100 – 1115</b>	<b>Refreshments</b>	<b>1400 – 1530</b>	<b>Leasing</b> <ul style="list-style-type: none"> <li>■ Finance vs. Operating Leasing</li> <li>■ Asset acquisition (agency)</li> <li>■ Plant and machinery</li> <li>■ Accounting depreciation</li> <li>■ Tax depreciation</li> <li>■ Capital allowances</li> <li>■ Sec. 220 Time apportionment</li> <li>■ Operating leasing</li> </ul>
<b>1115 – 1200</b>	<b>The Marketplace</b> <ul style="list-style-type: none"> <li>■ How the market is divided</li> <li>■ How the market operates</li> <li>■ Different types of finance providers                             <ul style="list-style-type: none"> <li>- bank</li> <li>- captive</li> <li>- vendor</li> <li>- sales-aid</li> </ul> </li> <li>■ Customers                             <ul style="list-style-type: none"> <li>- unincorporated</li> <li>- incorporated</li> </ul> </li> </ul>	<b>1530 – 1545</b>	<b>Refreshments</b>
<b>1200 – 1300</b>	<b>The Regulatory Environment</b> <ul style="list-style-type: none"> <li>■ Consumer Credit Agreement</li> <li>■ Consumer Hire Agreement</li> <li>■ Business Exemptions</li> <li>■ Unfair Relationships</li> <li>■ Licensing</li> <li>■ Flat rates (how interest is charged)</li> <li>■ “Half” and “third” rules</li> </ul>	<b>1545 – 1630</b>	<b>The Current Tax Regime</b> <ul style="list-style-type: none"> <li>■ Funding Leases - The Rules                             <ul style="list-style-type: none"> <li>- Inception &amp; Commencement</li> </ul> </li> <li>■ Short funding finance leases</li> <li>■ Short funding operating leases</li> <li>■ Dis-application Sec. 220</li> <li>■ Long funding finance leases</li> <li>■ Long funding operating leases</li> <li>■ Annual Investment Allowances</li> </ul>
		<b>1630</b>	<b>Questions &amp; course conclusion</b>
		<p><b>If you have any technical queries on asset finance you require answers to Alick Mulhall may be able to help - please contact him on</b></p> <p><b>m: 07920 165877 or</b></p> <p><b>e: <a href="mailto:alick.mulhall@mwlfitraining.com">alick.mulhall@mwlfitraining.com</a></b></p>	
			

**HIGH QUALITY TRAINING AT A SPECIAL PROMOTIONAL PRICE!** The total cost of the 2 modules above would normally be £600 + VAT (full price excluding any discount). **But on the 1st December 2011 for just £500 + VAT (to include refreshments, buffet lunch, training materials)** your new starters can experience the best training that **FINANCE INDUSTRY TRAINING** has to offer.

### Discounts:

- i) 10% on the discount price (£500 + VAT) for any company booking 2 or more delegates
- ii) Join us on New Starter Day and receive a discount on any other module booking – please see the on-line FIT Open Courses page

To contact us please call Pauline on 01206 211847 or email: [pauline.willingham@mwlfitraining.com](mailto:pauline.willingham@mwlfitraining.com)

website: [www.mwlfitraining.com](http://www.mwlfitraining.com)

# FAX BACK YOUR BOOKING FORM TO PAULINE AT

**FINANCE INDUSTRY TRAINING ~ 01206 211847**

## PERSONAL DETAILS

Name: \_\_\_\_\_

(MR, MRS, MISS, MS)

Job title: \_\_\_\_\_

Type of business: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

Country: \_\_\_\_\_ Code: \_\_\_\_\_

Tel: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

**This training can be validated by taking a short test. Please tick here if you would like your training to be validated**

Please photocopy this form for multiple bookings and fax through on the above number or book via one of the choices listed below ~ the website is particularly recommended.

**FINANCE INDUSTRY TRAINING** reserve the right of programme change and cancellation. Should it be necessary to cancel a course **FINANCE INDUSTRY TRAINING's** liability will be restricted to a refund of course fees only.

**The new MWL company brochure is available to be posted out to you or can be downloaded online:  
[www.mwlfitraining.com](http://www.mwlfitraining.com)**

## PAYMENT DETAILS

Choose one method from the following 3 easy ways to pay:

**I enclose a cheque** made payable to **Mulhall & Willingham Ltd** for the above registered booking

**Bacs payments** (a receipted invoice will be provided)

Company Name: Mulhall & Willingham Ltd  
Account Name: Mulhall & Willingham Ltd  
Bank: Barclays Bank plc  
Address: 9 High Street, Colchester, Essex CO1 1DD  
Sort Code: 20-22-67  
Account No: 10185825

**Please invoice me/my company**

## YOUR BOOKING CHOICES

**PRINT OUT, COMPLETE AND POST** to **Pauline Willingham  
Mulhall & Willingham Limited  
23 Ashwin Avenue, Copford, Colchester, Essex CO6 1BS**

**EMAIL** your booking requirements to **[pauline.willingham@mwlfitraining.com](mailto:pauline.willingham@mwlfitraining.com)**

**WEBSITE** **[www.mwlfitraining.com](http://www.mwlfitraining.com)**

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