



IVORY
SUPERTRUMP

TRAINING AND CERTIFICATION SEMINAR Registration Form

Schedule

The SuperTRUMP Training & Certification Seminar will be held September 20-23, 2011 in Walnut Creek, CA. The schedule is as follows:

- * Tuesday, September 20, 2011
Fundamentals of Equipment Finance For The Pricing Professional
- * Wednesday, September 21, 2011
Advancing Your Understanding of SuperTRUMP through Case Studies (Day 1 of 2.5 days)
- * Thursday, September 22, 2011
Advancing Your Understanding of SuperTRUMP through Case Studies (Day 2 of 2.5 days)
- * Friday, September 23, 2011
Advancing Your Understanding of SuperTRUMP through Case Studies (Day 2.5 of 2.5 days)

Venue & Accommodations

The seminar will be held at the:

Embassy Suites Walnut Creek
1345 Treat Boulevard
Walnut Creek, CA 94597
(925) 934-2500

Registration Fees

Fundamentals of Equipment Finance for the Pricing Professional (Tuesday): \$200/person

Advancing Your Understanding of SuperTRUMP Through Case Studies, Part 1 & 2 (Wednesday, Thursday & ½ Friday): \$1,295/person

- Part 1 only (Wednesday): \$795/person
- Part 2 only (Thursday & ½ Friday): \$795/person

Cancellations

All cancellations will be honored with a full refund, less a \$50 Enrollment Fee.

Please FAX this page to Ivory Consulting by September 5th at (925) 926-1335

- Yes, sign me up for the SuperTRUMP Training & Certification Seminar!**
(Please complete this form and return it to Ivory to reserve your seat at the seminar)
- No, I can't attend this one, but keep me informed about future seminars.**
(Please fill out the Name & Company Information section below)

Name & Company Information (Please use a separate form for each person)

Name: _____ **Title:** _____

Company: _____

Address: _____

City: _____ **State:** _____ **Zip:** _____

Phone: _____ **Fax:** _____

E-Mail Address: _____

I will bring my notebook computer I need a computer provided for me

Class Registration

Fundamentals of Equipment Finance for the Pricing Professional, September 20th

Advancing Your Understanding of SuperTRUMP through Case Studies, September 21-23rd

Or

Day 1, September 21st ONLY (10 Case Studies)

Day 2, September 22nd & ½ of Day 3, September 23rd ONLY (12 Case Studies)

I will be attending the Ivory sponsored Wednesday night dinner on the San Francisco Bay cruise.

Payment Information

- Please invoice me at the above address
- Please send invoice to the following:

Name: _____ **Title:** _____

Address: _____

City: _____ **State:** _____ **Zip:** _____

Registration

Return this form to reserve your seat at the seminar. Fax to (925) 926-1335.

Class Information

Training manuals and software are provided. Please bring a notebook computer if you are taking “Advancing Your Understanding of SuperTRUMP through Case Studies” (Wed-Fri) to perform the class work. We will supply the templates and trial version of ST 9.5.

Fundamentals of Equipment Finance for the Pricing Professional (\$200)

Geared towards new SuperTRUMP users needing the finance background to learn SuperTRUMP or existing users not familiar with all the measurement / industry metrics and terms.

Advancing your understanding of SuperTRUMP through Case Studies (2.5 days, \$1,295)

Students work through 20 SuperTRUMP Case studies with an Instructor and their computer. The focus is understanding and hands on key-boarding in SuperTRUMP. This course is designed to introduce SuperTRUMP to a new user as well as make the experienced user much more efficient & competent. Prerequisite: basic knowledge of lease finance or completion of Fundamentals of Equipment Finance for the Pricing Professional:

Day 1 only of 2.5 days (\$795)

Lessor Mode, Basic Tax Lease: Using a Tax Lease Template, learn how to fill in the SuperTRUMP Quick Screen and target for: MISF, IRR, Spread over Index, or ROE (either pre-tax or after-tax).

Lender Mode, Loans: Using a Loan Template, learn how to fill in the SuperTRUMP Quick Screen and target for: MISF, IRR, Spread over Index, or ROE (either pre-tax or after-tax).

Conditional Sales Contract, Template Files, & Scenarios:

Using a Lease Template, learn how to price/target a Conditional Sale, create a reusable template & work with scenarios.

Fees, Simple & Multiple: Learn how to work with multiple fees & income items in pricing as well as target for a residual value.

Basic Asset Details & Delayed

Funding: Learn how to work with the Asset Screen and change some of the basic parameters (MACRS, AMT), also see the effect of delayed funding.

Simple Structures: Learn the effects of different payment structures like low-high, 2 payments in advance as well as date conventions regarding 30/31.

Basic Rent Screens: Learn how to price unusual payment structures such as skips, one time contract payments, and residual realization timing.

Interims, Loans & Leases: Learn how to work with loan & lease Interims and understand effect on pricing.

Security Deposit: Price and lease with a Security deposit & understand the effect on yield and termination values.

TRAC & Split TRAC Leases: Learn how to price a TRAC & Split TRAC lease & understand the effects on lease classification

Day 2 and Day 2.5 only of 2.5 Days (\$795)

Simple Subsidy: Learn how to price with Vendor & Captive subsidies both to win business & enhance Lessor yield.

Multi-Asset: Learn to enter more than one asset, each with different, residual, delivery & funding dates, and different depreciation - tied to a single lease

Muni/Tax Exempt Leases: Learn to price a Muni/Tax-Exempt lease & explore the settings necessary for the calculation.

Termination Values: Learn to produce a termination table either protect or enhance your economic yield.

Lease Syndication: Learn to determine the price to pay, as of a funding date, for an existing tax lease to earn a desired yield & the simplicity of the Chop feature.

Portfolio Analysis: Learn to determine the economic yield of a group of leases held in a portfolio.

Capital Lease Treatment: Learn how price & to turn an Operating lease into a Capital lease through RVI insurance.

Leveraged Leasing & Back-leveraging: Learn the effect that leverage has on Leases, whether it is a leveraged lease of back leverage.

ITC & Excel to SuperTRUMP: Learn how to determine the MISF yield from an ITC example based on green energy credits & integrate Excel numbers

Like-Kind Exchange (LKE): Learn how to price the value of using the IRS Like-Kind Exchange benefit in a new lease.

MS Word & SuperTRUMP Interface: Learn to take data electronically from SuperTRUMP and integrate it into your custom MS Word documents.

Lease versus Purchase Analysis: Learn how to determine if it is better to lease or purchase an asset from the perspective of the one using the asset. Providing this analysis to your customer puts you in a valuable consultant role.

Entertainment

On Wednesday night Ivory will be treating everyone to a Dinner Cruise out in the beautiful San Francisco Bay. We would love for all of you to join us!

For More Information

If you have any questions, please contact us.

By phone: (925) 926-1100

By E-mail: training@ivorycc.com