



# TRAINING AND CERTIFICATION SEMINAR

## Registration Form

### Schedule

The SuperTRUMP Training & Certification Seminar will be held September 14-18, 2009 in Walnut Creek, CA. The schedule is as follows:

- \* Monday, September 14, 2009  
Fundamentals of Equipment Finance For The Pricing Professional
- \* Tuesday, September 15, 2009  
SuperTRUMP Fundamentals (Day 1 of 2)
- \* Wednesday, September 16, 2009  
SuperTRUMP Fundamentals (Day 2 of 2)
- \* Thursday, September 17, 2009  
Advanced SuperTRUMP
- \* Friday, September 18, 2009  
Advanced SuperTRUMP

### Venue & Accommodations

The seminar will be held at the:

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

The sleeping room rate is \$139 per night for a single or double room. To guarantee that rate, please contact the hotel to let them know you are attending our training and are eligible for the Ivory Consulting Corporation corporate rate.

### Registration Fees

- Single Class: \$595.00/person
- Two Classes: \$995.00/person
- Three Classes: \$1,295.00/person
- Four Classes: \$1,495.00/person

The Friday class is free for anyone attending the other four classes.

### Group Discount

Two students from the same company will receive a 10% discount. A 15% discount will be given for three or more students.

### Cancellations

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

**Please FAX this page to Ivory Consulting by August 28<sup>th</sup> 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, Sept. 14<sup>th</sup>
- SuperTRUMP Fundamentals Day 1 of 2, Sept. 15<sup>th</sup>
- SuperTRUMP Fundamentals Day 2 of 2, Sept. 16<sup>th</sup>
- I will be attending the Wednesday night event (See Entertainment)
- Advanced SuperTRUMP, Sept. 17<sup>th</sup>
- Advanced SuperTRUMP, Sept. 18<sup>th</sup>

### Payment Information

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

\* I would like to enroll in the Advanced Courses checked below:

- Advanced Cash Flow Screen
- Asset Breakout
- Business Forecasting
- Custom Reports
- EBOs and Termination Values
- Expense Modeling
- Lease Classification
- Lease Purchase
- Like Kind exchange (LKE)
- Optimization
- Portfolio
- Shadow Pricing
- SuperTRUMP Integration
- Syndication
- Other: \_\_\_\_\_

**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 any of the SuperTRUMP classes (Tue.-Fri.) to perform the class work. You will also then have the examples and templates with you on your computer. The classes offered are:

- \* Fundamentals of Equipment Finance For The Pricing Professional
- \* SuperTRUMP Fundamentals
- \* Advanced SuperTRUMP

### **Fundamentals of Equipment Finance For The Pricing Professional**

Geared toward new SuperTRUMP users needing the finance background to learn SuperTRUMP. For certification, students must demonstrate an understanding of basic lease terms including yields, risks, residual and related concepts, as well as cash, tax and accounting considerations.

### **SuperTRUMP Fundamentals**

For those both new and currently using SuperTRUMP to price basic leases and loans and print out and interpret various reports. Students will gain a broad, working knowledge of the program and its uses. Prerequisite: basic knowledge of finance or completion of Fundamentals of Equipment Finance for the Pricing Professional.

### **Advanced SuperTRUMP**

Students choose three classes from a variety of topics. Certification is given upon completion of each class. Prerequisite: extensive experience with SuperTRUMP or completion of Intermediate SuperTRUMP. If there are enough students with an area of interest not already covered by any of the current topics, Ivory will create a new Advanced Course. Please check Other: on the Registration Form in the box for Advanced Courses, and describe your idea for a new topic. The following is a list of the current class offerings:

#### *Advanced Cash Flow Screen*

Learn advanced uses of the Rent, Loan and Periodic Expense and Income screens, complex step-up structures, locking and targeting for one-off structures, "Inflation Factors,"

variable interest rates, mid-period rate changes, etc.

#### *Asset Breakout*

Learn how to use one of SuperTRUMP's latest additions, the ability to breakout assets and associate them with each of the other parameters, such as rents, fees, etc. This allows for asset level accounting and for simplified analysis of terminations in a multi-asset transaction.

#### *Custom Reports*

Learn how to customize reports using SuperTRUMP and how to create custom Word templates incorporating results that can be printed directly from SuperTRUMP.

#### *EBOs & Termination Values*

A look at how SuperTRUMP calculates Termination Values and Schedules, and how to price an Early Buy Out structure.

#### *Expense Modeling*

Learn techniques to capture fixed and variable expenses in pricing models; discuss issues and possible solutions beyond just targeting a yield sufficient to recapture expenses.

#### *Lease Classification*

Learn the ins and outs of classifying leases for taxes (true lease vs. conditional sale) and for accounting (capital vs. operating).

#### *Lease Purchase*

Discuss the methods built into SuperTRUMP to handle interest and rent accrued prior to the purchase date; manually work through a lease purchase example.

#### *Like Kind Exchange(LKE)*

Use SuperTRUMP's LKE features to model the benefit of a given LKE tax deferral on a qualifying pricing.

#### *Modeling for Business Forecasting*

Use SuperTRUMP as a powerful forecasting tool to model "what if" scenarios for business projections; create portfolios of leases to model expected sales over given periods to analyze yields and expenses.

#### *Optimization*

The basics of setting up saw-toothed rent and debt structures to drive down the present value of rent or to enhance a yield.

#### *Portfolio*

Combine individual transactions in portfolios, modify selected transactions in various ways, perform sensitivities, analyze for sale or purchase and print reports on the portfolio.

#### *Shadow Pricing*

Do you have existing runs you need to enter into SuperTRUMP? We show you how to shadow price a pre-paid/deferred structure with an EBO and possibly even a 467 loan.

#### *SuperTRUMP Integration*

For sales and pricing managers interested in learning how integration can benefit them. The future of SuperTRUMP integration with other software and customer web sites will be discussed. A demonstration of the XML interface and SuperTRUMP server is provided. Members of the Ivory team will be available afterward to discuss user-specific integration projects.

#### *Syndication*

Accurate pricing for the syndication of loans used to require hours at a spreadsheet. Learn to use SuperTRUMP to create and modify even the most complex syndication scenario in a few minutes.

## **Entertainment**

On Wednesday night Ivory will be treating everyone to an evening out on the town, including dinner and a group event. 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](mailto:training@ivorycc.com)