



SuperTRUMP Course On-site — Customized

New SuperTRUMP 12 with ASC 842 and 100% Bonus Depreciation!

Whether you are an experienced user of SuperTRUMP or new to pricing, our experienced instructor will teach you SuperTRUMP's capabilities, from the complex to the handy short-cuts, using 22 case studies.

Once certified you will be able to:

- Execute multiple equipment lease and loan pricing scenarios, understand IRR, MISF, and ROE calculations, and create optimized transactions.
- Structure transactions to win business and improve earnings – yes, it is possible to do both!
- Quickly price-out a syndication transaction without the laborious effort involved in manual pricing.

Who Should Attend?

- Lease/Loan Salespeople
- Accountants
- Syndicators
- IT Specialists
- Corporate Pricing Experts
- CFOs/Controllers

At your location, using your own laptop, you will learn about equipment finance leasing and pricing. You will gain insights and share a positive and fun in-person learning experience with your colleagues.

Our classes are taught by Ray James, a leasing professional who has over 25 years of equipment leasing and asset finance industry experience in pricing transactions to win business. He formerly served as director of corporate pricing for a \$20+ billion dollar equipment lease and loan portfolio. Ray is the chairman of the ELFA's Research Committee.

Fundamentals of Equipment Lease & Loan Pricing for the Pricing Professional

This class is for new SuperTRUMP users who want to acquire a finance background before learning SuperTRUMP, or existing users who are not familiar with all the measurement / industry metrics and terms used in SuperTRUMP. For example, you will be taught the lease and loan calculations for IRR, MISF, ROE and "spread over." Many critical aspects of the ASC 842 lease classification test and the "True Tax" lease test will be covered.

Advancing your Understanding of SuperTRUMP through Case Studies

Students complete up to 22 case studies with the guidance of an instructor. This course is designed to introduce SuperTRUMP to a new user as well as make the experienced user much more efficient and competent. Prerequisite: completion of Fundamentals of Equipment Lease & Loan Pricing for the Pricing Professional, or a basic knowledge of equipment lease finance.

Class Information

You can select to complete up to 11 case studies per day with up to 12 attendees per class. The latest version of SuperTRUMP, its templates and training manual are provided. Please bring a laptop computer for "Advancing Your Understanding of SuperTRUMP through Case Studies". There is no advance preparation needed for either class.

Registration:

To arrange on-site training and for additional information, please visit: <https://www.ivorycc.com/supertrump-training> or call 925-926-1100 or email training@ivorycc.com.

Pricing:

Cost is \$1,750 per day of instruction plus out of pocket travel expenses and related printing costs.

Cancellations:

All cancellations will be honored with a full refund, less out of pocket committed expenses.

Examples of SuperTRUMP Case Studies

Case Studies 1 - 11

1. **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).
2. **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).
3. **Conditional Sales Contract, Template Files, & Quotes:** Using a lease template, learn how to price/target a conditional sale, create a reusable template & work with quotes.
4. **Fees, Simple & Multiple:** Learn how to work with multiple fees and income items in pricing as well as target for a residual value.
5. **Basic Asset Details & Delayed Funding:** Learn how to work with the asset screen and change some of the basic parameters (MACRS, AMT), and the effect of delayed funding.
6. **Simple Structures:** Learn the effects of different payment structures such as low-high, 2 payments in advance, and date conventions regarding 30/31.
7. **Basic Rent Screens:** Learn how to price unusual payment structures such as skips, one time contract payments, and residual realization timing.
8. **Interims, Loans & Leases:** Learn how to work with loan & lease interims and understand effect on pricing.
9. **Security Deposit:** Price and lease with a security deposit and understand the effect on yield and termination values.
10. **TRAC & Split TRAC Leases:** Learn how to price a TRAC & Split TRAC lease and understand the effects on lease classification.
11. **Simple Subsidy:** Learn how to price with vendor and captive subsidies both to win the business and enhance lessor yield.

Case Studies 12 - 22

12. **Multi-Asset:** Learn to enter more than one asset, each with different residual, delivery and funding dates, and different depreciation, all tied to a single lease.
13. **Termination Values:** Learn to produce a termination table to either protect or enhance your economic yield.
14. **Muni/Tax Exempt Leases:** Learn to price a Muni/Tax-Exempt lease and explore the settings necessary for the calculation.
15. **Lease Syndication:** Learn to determine the price to pay, as of a funding date, for an existing tax lease to earn a desired yield and the simplicity of the chop feature.
16. **Asset Level Structuring & Termination:** Learn to use the Asset Summary window to individually structure each piece of equipment in a single lease.
17. **Direct Finance Lease Treatment:** Price a tax lease that would normally be an Operating Lease; and secure sufficient residual guarantees from either a third party or an insurance company to classify the lease a Direct Finance Lease for the lessor.
18. **Leveraged Leasing & Back-leveraging:** Learn the effect that leverage has on leases, whether it is a leveraged lease or uses back leverage.
19. **ITC & Excel to SuperTRUMP:** Learn how to determine the MISF yield from green energy credits and integrate Excel numbers.
20. **Like-Kind-Exchange (LKE):** Learn how to price the value of using the IRS Like-Kind-Exchange benefit in a new lease.
21. **Economic vs. Book - Tax Yield & ROE:** Learn why your transactions may not be earning the rate you targeted when you priced to a Tax Yield or ROE. Understand how to model both an economic and book pretax yield with tax benefits as well as an economic and book ROE.
22. **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.