



Leasing Presentation Series

2019 Q3 Online-Live Calendar

July							August							September							
S	M	T	W	T	F	S	S	M	T	W	T	F	S	S	M	T	W	T	F	S	
		1	2	3	4	5	6					1	2	3	1	2	3	4	5	6	7
7	8	9	10	11	12	13	4	5	6	7	8	9	10	8	9	10	11	12	13	14	
14	15	16	17	18	19	20	11	12	13	14	15	16	17	15	16	17	18	19	20	21	
21	22	23	24	25	26	27	18	19	20	21	22	23	24	22	23	24	25	26	27	28	
28	29	30	31				25	26	27	28	29	30	31	29	30						

COURSE DESCRIPTIONS

- LP101 Introduction to Leasing** – What is leasing and how does it differ from a retail finance contract, and how it can benefit you as a salesperson
- LP102 Leasing Terminology and Calculations** - Gain an understanding of lease terminology, how lease calculations work and how variables such as trade ins, money down, miles per year, affect lease payments
- LP103 Benefits of Leasing** - Understand why leasing is a smart choice for most consumers today. Learn common misunderstandings that customers have about leasing.
- LP104 Integrating Leasing in the Sales Process** - Learn the when, where, and how to introduce and get buy in to the lease alternative during your sales presentation
- LP105 Presenting the Lease Alternative** - How to present the lease numbers in a customer friendly format
- LP106 Objections and Concerns** - Overcome common leasing objections and concerns such as ownership, mileage, wear and tear and more
- LP107 Know Your Lease** - Managing your lease portfolio to generate repeat and referral business
- LP108 Retention & Lease End Process** - Learn the choices and responsibilities that your customers have at lease-end and how to explain those choices to them

Access Your Training Site

www.yourpersonaluniversity.com

- No pre-registration for classes
- Access class up to 15 minutes before the scheduled time
- Classes are closed 1 minute after the scheduled start time

Learning Toolbox

- Additional features located left of each course

- Click the Play button to attend class



Access course workbooks

View the class schedule and send calendar reminders



Dial In: Use Phone Option. Dial in on your phone. Enter Conference ID **41804#**. Then enter Your Personal User ID.

Daily Schedule

Monday and Wednesday							Tuesday and Thursday						
#	NDT	AT	ET	CT	MT	PT	#	NDT	AT	ET	CT	MT	PT
101	11:00a	10:30a	9:30a	8:30a	7:30a	6:30a	105	11:00a	10:30a	9:30a	8:30a	7:30a	6:30a
102	12:00p	11:30a	10:30a	9:30a	8:30a	7:30a	106	12:00p	11:30a	10:30a	9:30a	8:30a	7:30a
103	1:00p	12:30p	11:30a	10:30a	9:30a	8:30a	107	1:00p	12:30p	11:30a	10:30a	9:30a	8:30a
104	2:00p	1:30p	12:30p	11:30a	10:30a	9:30a	108	2:00p	1:30p	12:30p	11:30a	10:30a	9:30a
105	4:00p	3:30p	2:30p	1:30p	12:30p	11:30a	101	4:00p	3:30p	2:30p	1:30p	12:30p	11:30a
106	5:00p	4:30p	3:30p	2:30p	1:30p	12:30p	102	5:00p	4:30p	3:30p	2:30p	1:30p	12:30p
107	6:00p	5:30p	4:30p	3:30p	2:30p	1:30p	103	6:00p	5:30p	4:30p	3:30p	2:30p	1:30p
108	7:00p	6:30p	5:30p	4:30p	3:30p	2:30p	104	7:00p	6:30p	5:30p	4:30p	3:30p	2:30p

