



Auto Lending and Leasing Management



The course is designed to provide a full *understanding* of the *business strategies* critical to successful auto lending and leasing. Focus is on key *External* and *Internal* players that contribute to a successful and profitable business

Course takes participants through different *Economic* and *Competitive* cycles in the Auto Lending Business.

Program Objectives:

Acquire knowledge of Auto Lending business, indirect sales process and risk management tools necessary to evaluate the feasibility of establishing/expanding auto lending and leasing businesses.

Recognize, measure and control risks to Auto lending business caused by: economy, legal/regulatory/political, competition, sourcing and target market strategies, product, and funding and credit cycle.

Understand how changes to any one risk source impact other risks and the underlying profitability of the business.

Be able to successfully manage risk through use of: MIS, portfolio management techniques, Product Approval Programs, operational control and infrastructure investment.



Who should attend?

Business Managers & CEOs responsible for Auto lending/leasing.

Product & Marketing Managers concerned about responding to both rational and irrational changes from the competition that threaten profitability and market share

Sales, Credit, Operations and other staff supporting auto lending and leasing business

Development teams launching/re-launching an auto and lending business

Compliance officers, internal auditors, and operational risk managers

Risk team, fraud managers and collection managers



Course Delivery:

- Core techniques: Lecture, group exercises and case studies
- Additional options: Computer simulation, pre-course reading, Daily & Final exams
- Duration: 1 to 3 days, depending on delivery options chosen.

Course Delivery Options:

- Client can include special topics presented by its staff or incorporated into material
- Use of daily and final exams to test knowledge and identify areas for special focus
- Pre-course assignments to cover basics information outside of the classroom.
- On-site consulting by the instructor immediately after the course or as a follow-up
- Remote follow-ups and participation by the instructor after the course
- Train-the-Trainer of the client's staff to conduct future offerings of the course.