



LEASING PRESENTATION SERIES

TRAVER ONLINE-LIVE

2012 Q2 CALENDAR



COURSE DESCRIPTIONS

- LP101 Introduction to Leasing** - Learn what leasing is, how it differs 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** - Learn to overcome common leasing objections and concerns such as ownership, mileage, wear and tear and more
- LP107 Generating Lease Renewals** - Managing your lease portfolio to generate repeat and referral business
- LP108 The Lease End Process** - Learn the choices and responsibilities that your customers have at lease-end and how to explain those choices to them

COACH'S CORNER

Coach's Corner provides an opportunity for feedback to individuals who use the tools and materials taught in online training. These one-on-one sessions are delivered each Friday of the training week by conference call. Previous course attendance is a **requirement before signing up for a coaching session**. Each dealership can reserve up to three 20-minute coaching sessions

- To enroll, go to www.travercoach.com

HOW TO JOIN YOUR TRAINING SESSION

- Go to <http://adp.intevista.com/>
- Enter your student ID and password
- From the training calendar, click your class only when the event box is **green**
- When directed to the next page, click **Attend**
- Conference number: 1-800-377-0237, participation code: 7638374

ACCESS THE TRAVER RESOURCES WEBSITE

- www.travercoach.com/tol-resources/lp/
- Password changes monthly. Check your emails to find recent access information
- *Download your workbooks before class*

YOUR PARTICIPATION PROVIDES:

- Workbooks
- Proficiency Test
- One-on-one coaching sessions

For questions, contact: Darlene Granados
281.886.1425 | darlene.granados@adp.com

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

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

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

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

* Exceptions may occur during Holidays