



# ACADEMY FOR LEASE & FINANCE PROFESSIONALS

**Sponsored By**  
**GreatAmerica**  
**Financial Services**  
625 First St. SE  
Cedar Rapids, IA 52401

## Schedule of Events

November 5<sup>th</sup>

8:00 a.m. - 5:00 p.m. Class

November 6<sup>th</sup>

8:00 a.m. - 5:00 p.m. Class

November 7<sup>th</sup>

8:00 a.m. - 5:00 p.m.

CLFP Exam

## Recommended Hotel

Doubletree by Hilton

350 First Ave. NE

Cedar Rapids, IA 52401

[www.doubletree3.hilton.com](http://www.doubletree3.hilton.com)

(319) 731-4444

## Midwest

### November 5<sup>th</sup> - 7<sup>th</sup>

The Certified Lease & Finance Professional (CLFP) Foundation is pleased to present the Academy for Lease & Finance Professionals (ALFP). The ALFP is a new product offered by the CLFP Foundation and is a three-day event designed to fully prepare an individual to sit for the CLFP exam assuming that the candidate has read *The Certified Lease & Finance Professionals' Handbook* prior to attending.

On the first two days, all of the required sections of the CLFP exam are covered in-depth; in addition, the three most popular elective sections will also be covered (see below). Study materials are provided for the elective sections not covered which students may use to self-study. On the third day, the exam is offered, but not mandatory.

### Day 1

History of Leasing  
Terminology and Classification  
Lessor and Vendor Relationships  
Lease Pricing and Math  
Financial and Tax Accounting

### Day 2

Sources of Financing  
Lease Law and Documentation  
Credit and Financial Statement Review  
Collections  
Marketing\*  
Sales and Lease vs. Buy\*  
Lease Company Management\*

### Day 3

Exam

The cost to attend the class is \$495 and the cost of the exam is \$550. When purchased together, the total is discounted to \$1000. Current CLFPs are offered a discounted price of \$395 to attend the class (no exam required) and this satisfies the Recertification requirement.

\*Denotes an elective section

CLFP Foundation • P.O. Box 146 • Northbrook, IL 60065  
[www.CLFPfoundation.org/ALFP.php](http://www.CLFPfoundation.org/ALFP.php)