



ACADEMY FOR LEASE & FINANCE PROFESSIONALS

Northeast August 13th - 15th

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

Sponsored By
First American
Equipment Finance
255 Woodcliff Drive
Fairport, NY 14450

Schedule of Events

August 13th

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

August 14th

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

August 15th

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

Recommended Hotel
The Woodcliff Hotel & Spa
199 Woodcliff Drive
Fairport, NY 14450
www.woodcliffhotelspa.com
(585) 381-4000