

2019 CLFP Body of Knowledge

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Significant Equipment Growth

2000 - 2010

Rapid Expansion in Leasing Industry

Enron

NorVergence

2008 - 2010 Great Recession

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Expansion of Banks in Leasing Industry

2010 - Present

Regulation

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Exit of GE Capital

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Low Interest Rate Environment

Low Delinquency Rates

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Accounting Debate and Changes

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Benefits of Equipment Financing and Leasing

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Equipment End-Users (Borrower or Lessee)

Lessors and Lenders (

Third Party Originating Organizations

Investors

Equipment Suppliers

Service Companies

Trade Associations and Foundations

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Industry Sector by Transaction Size

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Small-Ticket

Lower Middle-Market

Middle-Market

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Competition to Equipment Financing (Direct and Indirect)

Cash

Unsecured Lines of Credit

Personal or Corporate Credit Cards

Merchant Cash Advances

Working Capital

Invoice Factoring

- Secured Loans
- Small Business (SBA) Loans
- Home Equity Lines of Credit
- Equity Capital, Public Stock Offerings
- Collateralized or Secured Bonds, Unsecured Bonds
- Capital Budget
- Tax Revenue

Equipment Products

- Capital Lease
- Commercial Term Loan
- Conditional Sales Contract
- Early Buyout Option (EBO)
- Equipment Finance Agreement (EFA)
- Fair Market Value Lease (FMV)
- Finance Lease
- Leverage Lease
- Managed Service Lease (Contract Services)
- Money-Over-Money Transaction
- Net Lease
- Nominal Purchase Option
- Non-Tax Lease
- Operating Lease
- Purchase Upon Termination Lease (P.U.T.)
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- Split-TRAC
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