



CLFP EXAMINATION OUTLINE

Part I – 175 points (90 minutes)

History and Purpose of Leasing	75 points
Leasing Law.....	100 points

Part II – 200 points (150 minutes)

Financial and Tax Accounting	100 points
Pricing	100 points

Part III – 250 points (120 minutes)

Credit	125 points
Documentation.....	125 points

Part IV –250 points (120 minutes)

Sales and Marketing	75 points
Funding, Operations and Customer Service	75 points
Collections	50 points
Asset and Portfolio Management.....	50 points