

Summer
2016

CLFP CIRCULAR

News for Leasing and Finance Professionals

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Thank you to our supporting associations



Message from the President



Bob Fisher, CLFP
Sr. VP, Business Development
Ascentium Capital

It seems like we just started 2016 and it's already June. Your Foundation has been very busy updating and improving the computerized online exam and holding three very successful Academy for Lease & Finance Professionals (ALFPs). Most notable is the increase in the number of CLFPs and CLFP Associates from 290 at the beginning of the year to 346 as of June 6. Our Executive Director now has an assistant, Lauri Monson who joined the Foundation late in May.

Our Board and volunteers have been busy with the new Handbook and the Foundation released the fifth version in March. We have two remaining ALFPs this year in Malvern, PA and one in Littleton, CO. If you know of someone interested please give any Board member or Reid a call, perhaps we can get them to an Academy yet this year.

The CLFP Foundation will be exhibiting at the following events in the next several months, so come out and visit our booth. If you know someone attending these events interested in earning a CLFP designation, please let them know that we will be there to answer any questions.

- ELFA Credit & Collections Conference in Denver, CO
- ELFA Operations & Technology Conference in Baltimore, MD
- NEFA Fall Funding Symposium in Bloomington, MN

Another initiative that we have been working on is exploring the 11 states where we do not have a CLFP with the goal of having at least 1 CLFP in all 50 states by the end of 2017. We're even offering one years' dues to be comped for the first CLFP in those states.

As I said earlier it's been a very fast beginning to our year, but we continue to focus on both new CLFPs and also existing ones with updated Handbooks, further improvements on the delivery of our "Body of Knowledge," and working with our Association partners and their members to support our industry. The CLFP Foundation has and will continue to provide the industry standard for professional certification.

I look forward to meeting the many new CLFP's at our upcoming events. Please be sure to stop by and say hello.

A handwritten signature in black ink, appearing to read "Bob Fisher". The signature is fluid and cursive.

Bob Fisher, CLFP

President, 2016 CLFP Board of Directors

Dusting off the Cobwebs

ELFA , NAELB, NEFA

The warm and fuzzy feeling amongst lenders and brokers in the leasing community has faded. What once was a strong camaraderie between professionals has become a low lull, a quiet humming, really.

“What’s the real value of being a part of the prominent leasing organizations anymore?” is whispered on phone calls from one to the other.

Having recently transitioned from one leasing company to another - let me tell you: **EVERYTHING.**

Leasing is a huge and ever-evolving animal. Whether you’ve been in this industry for days or decades – you need to be in contact with others swimming in the same water as you. You need a way to meet and talk with people that you wouldn’t otherwise be introduced to. You need to hear what other people have to say about working with a potential partner. The collective above does that.

CLFPs know that there is always more to know. We’re leaders and learners and if we’re lucky, we’re educators too. If you’ve been to one of ELFA, NAELB or NEFA’s events, you can understand where I’m going with this. There’s no greater collection of leasing minds in the world (*save a CLFP study group*). You may not agree with all the ideas that are shared, but you’re a part of the sharing and that’s priceless because you need to know... everything.

You’re not afraid to exert some influence. If you were, you wouldn’t be a CLFP. You weren’t meant to just hear about the ideas that others are sharing. You are meant to cultivate some of your own and exert your influence for the greater good, the most efficient way possible. That happens in numbers. That happens in communities. That happens in these communities.

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Finally, we are here to serve a purpose and make some money doing it. We aren't the only ones who like the comfort and safety of a community. Last week I spoke with one of my newest customers about what the CLFP, ELFA NAELB and NEFA logos mean and the value they provide to business owners as well as equipment lease and finance professionals. It got the job and the deal done and a few referrals to boot. The value, in other words, **is value** and a belief in a group of people who gather together to serve another community – the business owners.

It's been on my mind a while; the reflection by our peers about the value of different organizations and all in all, I'm glad there is some inquiry on the matter. That's our job. We need to question the value of something to ensure it maintains value and grows in the right direction. So now that it's on the table, let's take it a step further than remembering that the value of ELFA, NAELB, and NEFA is more than just a good golf game (*although it's high on the list*). It's a responsibility of each of ours to maintain value by educating others, taking active rolls and partying like it's 1999 when we do a good job of accomplishing that.



Like you, Leslie Brown has seen commercial finance redefine itself over the years. Equipment leasing and portfolio management expertise, including a long history of career concentration in the challenged credit arena, is what sets Leslie Brown apart from most financial professionals. As the Executive VP of FactOne Capital, she eagerly awaits the opportunity to work with you.

Save the Date

ELFA Credit & Collections Management Conference

June 5 - 7; Denver, CO

ELFA Operations & Technology Conference

September 12 - 14; Baltimore, MD

NAELB Eastern Regional Meeting

September 16 - 17; Cincinnati, OH

Academy for Lease & Finance Professionals

September 22 - 24; Malvern, PA

CLFP Exam

September 24; Malvern, PA

CLFP exams may also be taken through a proctor at a time and location that is convenient for you. Please contact reid@CLFPfoundation.org or call: (206) 535-6281 to schedule your exam today.

An advertisement for Pawnee Leasing Corporation. It features the company logo (a gear with a star) and the text "PAWNEE LEASING CORPORATION". Below the logo is a list of bullet points: "• \$1,000 to \$50,000 Application Only for Start-Up Credits", "• Up to \$75,000 Application Only for B+ Credits", "• No Time in Business Required for Start-Ups", "• Hands On, Common Sense Approach to Credit", "• 15% Commission", "• 100% Pre-funding", and "• Originate 100% of our Leases from Brokers". To the right of the text is a photograph of a modern building. At the bottom, it says "INNOVATION & INTEGRITY" and "Pawnee Leasing Corporation, Inc." with contact information: "888.864.4288 | 700 Centre Avenue | Fort Collins, Colorado 80502 | www.PawneeLeasing.com".

Last Two ALFPs in 2016

Malvern, PA and Littleton, CO

In 2015, the CLFP Foundation introduced the Academy for Lease & Finance Professionals (ALFP). A three-day event designed to fully prepare an individual to sit for the CLFP exam assuming the attendee has read and thoroughly studied [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 are also covered. On the third day, the exam is offered, but not mandatory.



Test day in Albany, MN hosted by **Stearns Bank**



26 individuals sat for the exam on May 24th, 2016 at the Walnut Creek ALFP co-hosted by **Allegiant Partners, Inc.** and **Bank of the West**

The Foundation has put on three ALFPs thus far in 2016. The first was hosted by Stearns Bank in Minnesota; the second was held in the Southern California area and was hosted by Dakota Financial and last month, Allegiant Partners and Bank of the West co-hosted the event in Walnut Creek. These ALFPs have led to 40 new CLFPs, proving that it is the best way to finalize your studying efforts to become a CLFP.

Space is limited, so register today by contacting Reid Raykovich, CLFP at reid@clfpfoundation.org

Malvern, PA

September 22 - 24, 2016

Location:

The Desmond Hotel
1 Liberty Drive
Malvern, PA 19335

More information [here](#)

Littleton, CO

November 3 - 6, 2016

Location:

BSB Leasing
7921 Southpark Plaza, Suite 208
Littleton, CO 80120

More information [here](#)

Thank you to our Partners

Platinum

Ascentium Capital
Banc of California
ECS Financial Services
Financial Pacific Leasing
LeaseTeam, Inc.

Gold

Pawnee Leasing Corporation

Silver

Allegiant Partners Corporation

Bronze

Arvest Equipment Finance
Bryn Mawr Funding
First American Equipment Finance
Great American Insurance
Maxim Commercial Capital
NAELB
Padco Financial Services
Portfolio Financial Servicing Company
Varilease Finance

New CLFPs

Jim Alnas-Benson, CLFP - Ivory Consulting Corp.

Kip Amstutz, CLFP - 360 Equipment Finance

Aubri Anderson, CLFP Assoc. - Allegiant Partners, Inc.

Michael Berkman, CLFP - First American Equipment Finance

Justin Borkowski, CLFP Assoc. - First American Equip. Finance

Tony Cuiano, CLFP - First American Equipment Finance

John DiMino, CLFP - First American Equipment Finance

Claire Donohue, CLFP - First American Equipment Finance

Chris Fischer, CLFP - Ivory Consulting Corp.

Fred Fischer, CLFP - Ivory Consulting Corp.

Michael Flanigan, CLFP Assoc. - First American Equip. Finance

Nick Gibbens, CLFP - Bank of the West

Jennifer Giefer, CLFP - First American Equipment Finance

Ryan Gilroy, CLFP Assoc. - First American Equipment Finance

Michael Haines, CLFP - First American Equipment Finance

Randy Hollowell, CLFP - Celtic Commercial Finance

David Holmgren, CLFP - Ivory Consulting Corp.

Matt Ivory, CLFP - Ivory Consulting Corp.

Martin Klotzman, CLFP - Ivory Consulting Corp.

Jodi MacKinnon, CLFP - First Niagara Leasing

Claudine Matian, CLFP - Celtic Commercial Finance

Steven Mayne, CLFP Assoc. - First American Equipment Finance

Nanette Mickelsen, CLFP

Derek Nutley, CLFP - Funding Circle

Drew Olynick, CLFP - Taycor Financial

Ronald Palmer, CLFP - First Niagara Leasing

Derek Perez, CLFP - Bank of the West

Michael Price, CLFP - Tri Counties Bank

Kate Ralston, CLFP - First American Equipment Finance

Deborah Reuben, CLFP - Reuben Creative, LLC

Candace Reinhart, CLFP - First National Capital

Justin Sudore, CLFP - First American Equipment Finance

Nick Toy, CLFP Assoc. - Allegiant Partners, Inc.

Christine Underwood, CLFP Assoc. - Allegiant Partners, Inc.

Jordan Wellman, CLFP Assoc. - Allegiant Partners, Inc.

Jeremy Wolocki, CLFP - First American Equipment Finance

Sarah Yarnes, CLFP - First American Equipment Finance

Looking for a **national lending partner?**



Let's talk today!

Bob Fisher, CLFP

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We're thinking big by:



Using the latest technology to provide innovative solutions



Being passionate thought leaders in our ever-changing industry



Learning what makes your business unique

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