Midwest
November 5th - 7th

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