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Thank you to our supporting associations

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CLFP Foundation Newsletter – Summer 2016 – Copyright © 2016
Message from the President

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.

Bob Fisher, CLFP
President, 2016 CLFP Board of Directors
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.
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.
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.

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

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**Last Two ALFPs in 2016**

**Malvern, PA and Littleton, CO**

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.

**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

Looking for a national lending partner?

Let’s talk today!
Bob Fisher, CLFP
281.348.2017
BobFisher@AscentiumCapital.com

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 Equipment Finance
Tony Culiano, 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 Equipment 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