



# THE CLP CIRCULAR

News for Leasing and Financing Professionals

*“Setting the Standard for Leasing & Finance Professionals the World Over”*

**CLP Foundation**  
 PO Box 302 • Wayne, PA 19087  
 (610)687-0213 • (610)687-4111 fax  
[www.clpfoundation.org](http://www.clpfoundation.org)

## 2010 HIGHLIGHTS

- A Word From Our Executive Director
- Meet the Committees
- 2010 Board of Directors
- 4<sup>th</sup> Edition CLP Handbook Available NOW

### CLP Foundation Thanks You

*CLP Foundation is thankful to offer our hallmark certification program in a vital and expanding industry. During this holiday season we turn gratefully and respectfully to those who have made progress possible. It is in this spirit we say Thank You and Best Wishes for the Holidays and a Happy New Year. We hope that the coming year will bring you peace, good health, good cheer and much prosperity.*

*Cindy Spurdle,  
 Executive Director*

### Thank You to the 2010 Board of Directors



Joseph Woodley, CLP  
 Westover Capital Corporation



Rosanne Wilson, CLP  
 1st Independent Leasing



Donna Wesemann, CLP  
 Susquehanna Commercial Finance



Chris Walker, CLP  
 GreatAmerica Leasing



Vicki Shimkus, CLP  
 BSB Leasing



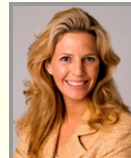
John Rosenlund, CLP  
 Portfolio Financial Servicing



D. Paul Nibarger, CLP  
 Nibarger Associates



Lawrence LaChance, CLP  
 Bankers Capital



Theresa Kabot, CLP  
 K2 Funding



Jack Harvey, CLP  
 Enterprise Financial Solutions



Joseph G. Bonanno, Esq., CLP  
 Law Office of Joseph Bonanno

### Where in the World?

Rosanne Wilson, CLP  
 1<sup>st</sup> Independent Leasing of Beaverton, OR



All correct answers received by 1/1/11 to [info@clpfoundation.org](mailto:info@clpfoundation.org) will be entered into a drawing for \$20 off CLP renewal dues.

**Last Month:** Jim Lahti of Affiliated Investment Group was with his daughter, boating on Torch Lake - Michigan's longest inland lake.

### New CLP's in 2010

The Foundation currently has 172 CLPs of record in good standing. We congratulate the following individuals who achieved their CLP designation in 2010.

- Kyle Gilliam, CLP
- Michael Helder, CLP
- James House, CLP
- Norm Malkowski, CLP
- Shervin Rashti, CLP
- Nicholas Ross, CLP
- Alan Sikora, CLP
- Frank Schwarz, CLP
- Jeff Walters, CLP
- Chad Wiedenhofer, CLP

### 'Tis the Season to Socialize

***“We met a lot of groovy people, made some good contacts.”*** – John Lennon

Are you a Member of the CLP Group on LinkedIn?

When you join LinkedIn, you'll be surprised at how many of your colleagues are already waiting to hear from you.



You can now find us on Facebook, too. Just click through from our website.



# Let's Give a Hand to the Volunteers

## Thank you to our Marketing Committee

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Work on ways to market the CLP Certification Program, the CLP Handbook and the Recertification Program with the end result being increased number of CLPs in Good Standing each year. Develop and publish the CLP Newsletter/Circular. Draft CLPs to submit articles to various industry publications.

- Rosanne Wilson, CLP (Chair)
- Bernie Boettigheimer, CLP
- John Byrum, CLP
- Jack Harvey, CLP
- Doug Houlihan, CLP
- Theresa Kabot, CLP
- Barry Marks, CLP
- Tamara McCourt, CCE, CLP
- Paul Nibarger, CLP
- David Normandin, CLP
- Nancy Pistorio, CLP
- Joe Schmitz, CLP
- Vicki Shimkus, CLP
- Chris Walker, CLP
- Donna Wesemann, CLP
- Scott Wheeler, CLP
- John Winchester, CLP
- Joe Woodley, CLP



**CLPs in attendance at the NEFA Fall Conference in Buckhead, GA**

## Thank you to our Website Committee

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Developing a robust website takes time and an ongoing commitment to excellence. These CLPs helped mold and shape the website, along with contributing articles and time to ensure it is a strong tool.

- Theresa M. Kabot, CLP
- Brad Harmon, CLP
- Shari Lipski, CLP
- Vicki Shimkus, CLP
- Rosanne Wilson, CLP

## CLP Foundation exhibited at the following events in 2010:

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- The National Equipment Finance Summit, March
- NAELB Annual Conference, April
- NEFA Funding Symposium, October
- NEFA New Jersey Super Regional, November

## Thank you to our instructors:

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Without these fine folks, most of us would be in the dark. Even if you haven't worked with them, be sure to say 'thank you' the next time you see them at a conference.

- Bernie Boettigheimer, CLP
- Larry LaChance, CLP
- Shari Lipski, CLP
- Barry Marks, Esq., CLP
- David Normandin, CLP
- John Rosenlund, CLP
- Bob Teichman, CLP
- Chris Walker, CLP

## Thank you to our Nominating Committee

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Responsible for choosing nominees among those CLPs in Good Standing to stand for election to open positions on the CLP Board of Directors for the years 2011 & 2012.

- Theresa Kabot, CLP (Chair)
- Barry S Marks, Esq., CLP
- Spencer Richman, CLP
- David Schaefer, CLP

## CLP Foundation conducted Master Review Classes at these conferences in 2010:

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- The National Equipment Finance Summit, March
- NAELB Annual Conference, April
- Institute for Leasing Professionals, September
- NEFA Funding Symposium, October

## Association Development Task Force

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Thank you to Dave Schaefer, CLP and Kevin Clune, CLP for their participation on the Association Development Task Force.



Dave Schaefer, CLP



Kevin Clune, CLP

## Special Discount

### CLP Handbook - 4th Edition

The latest edition of *The Certified Lease Professionals' Handbook* was just released on November 1st. **New chapters** include Agriculture and Insurance with expanded sections on Lease Pricing and Asset Management - Collections. At over 400 pages, this is the most in-depth handbook ever produced by the Foundation!


**Stay informed** with the updates to Accounting as well as Classification and Terminology.

**Over 40% OFF!** Just use the following special code when you order the handbook on the CLP Foundation web site: **V9S3G3J3**

**CLP Foundation**  
PO Box 302  
Wayne, PA 19087  
PH: 610.687.0213  
info@clpfoundation.org

**\$ 38.95**  
Regular Price \$59.95

THE CERTIFIED LEASE PROFESSIONALS' HANDBOOK



4th Edition

*Setting the Standard for Leasing & Finance Professionals the World Over*

*Offer Expires 01/31/11*

### 2010 Circular Sponsors















### Your Company Here

You'd be surprised at how much exposure you will receive from advertising in this monthly newsletter.



Please contact the CLP Foundation for sponsorship opportunities, or to see what else the Foundation can do for you and your business.

**(610) 687-0213**

info@CLPFoundation.org - CLPFoundation.org

## Save the Dates

Events

### NEFA Finance Summit

March 17-19, 2011  
Scottsdale, AZ

### NAELB Annual Conference

April 7-9, 2011  
Austin, TX

### ELFA 23rd Annual Funding Conference

April 12-14, 2011  
Chicago, IL

### CLP Exams

**December 11<sup>th</sup>, 2010**  
K2 Funding Group  
Seattle, WA

**January 20-21, 2011**  
Bank of the West EFD  
San Ramon, CA

**February 9-10, 2011**  
FSG - Financial Services Group  
Laurel, MD

## December Mindbender

Can you decipher these common Christmas Carols?

1. Happiness to the Global Ecosystem
2. Small Male Percussionist
3. I Am Experiencing Nocturnal Visions of a Colorless Holiday
4. Festoon the Corridors
5. A Non-Summer Fairytale Area
6. Oh Holiday Conifer
7. Ten Plus Two Twenty-Four Hour Periods of Holiday Festivity
8. Hey Tiny City in Israel
9. In a Remote Location in a Barn Stall

Go to [clpfoundation.org](http://clpfoundation.org) to bend it!  
Just click on the **Mindbender** picture.

## Advertising Opportunities

### Website Banners Ads

**For the first time ever**, the CLP Foundation is accepting banner ads to be displayed on our website.

Are you reaching the Best of the Best? You are if you promote your business with the CLP Foundation.

Details available on the website.

Check by clicking [Members >> Advertising Opportunities](#)

Size (w x h)	Extended Commitment Discounts			
	10%+	15%+	20%+	
88 x 31	\$30	\$80	\$150	\$270
468 x 60	\$120	\$325	\$600	\$1140
120 x 600	\$150	\$390	\$750	\$1440

*Additional sizes are available. Please check the website for all options.*

### Special Member Benefit:

All CLPs in Good Standing Member Companies will receive a 20% discount off the above prices!

### CLP Circular

**Get Exposed** to over 300 industry leaders from CLP, NAELB, NEFA, Leasing News readers and more... Run a business card size ad in the CLP Circular for only \$40/month or \$100/3 issues. Ads are first come first served.

**Business Card Size Ad    \$100 for 3 months or \$40 per issue**

**Use of the CLP Designation, Logo and Other CLP Branding** – The terms "Certified Lease Professional", "CLP Foundation" and "CLP", as well as the CLP Designation as they all pertain to their use in the equipment leasing industry are owned by the CLP Foundation and protected under Federal Trademark Law. Only upon meeting and maintaining the qualifications for use as determined by the CLP Foundation Board of Directors will the CLP Foundation grant an individual a license for use of materials owned by the CLP Foundation. The CLP Foundation intends to comply with all antitrust laws.