

CLP EXAMINATION OUTLINE

PART I 120 minutes

History & Purpose of Leasing

75 points

Classification & Terminology

150 points

Lessor-Vendor Relationships

50 points

PART II 120 minutes

Leasing Law

100 points

Lease Documentation

75 points

Collections

50 points

PART III 150 minutes

Sources of Financing for a Leasing Company

50 points

Financial & Tax Accounting

75 points

Lease Pricing

75 points

PART IV 90 minutes

Optional Sections: Select 3 of 8

Marketing

Sales and Lease vs. Buy

Credit and Statement Review

Lease Company Management

Portfolio Management

Government Leasing

50 points each