



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.cplfoundation.org

HIGHLIGHTS

- **New Ukrainian CLS Designees!**
- **Cindy Spurdle Honored for 10 Years Service**
- **Visit CLP Foundation at NAELB Booth #114**

CLP SPOTLIGHTS

- **Barry Marks, CLP**
- **LaDonna Fosback, CLP**
- **Two New CLPs in Dallas**

Congratulations to the Six New Ukrainian CLS Designees!

The CLP Foundation in the United States would like to extend its congratulations to the six (6) new Ukrainian CLS designees. The following individuals earned their CLS Certificates during the first quarter of 2010:

*Alla Olexandrivna Kolun
Anastisia Volodimirivna Sadikova
Olexandr Petrovich Trizna*

*Katerina Mikolaivna Mihal
Pavlo Leonidovich Suknenko
Sergiy Vasilyovich Zhabinets*

The CLP program is continually crossing international boundaries and has become the standard of excellence in the equipment leasing and finance sectors around the globe. The Certified Leasing Specialist (CLS) Program is the certification program in the Ukraine and Moldova designed to raise the stature and increasing importance of the financial and leasing industry as well as to insure that a pool of qualified and trained professionals are well prepared to help accelerate the growth of this financial sector and the economy. Since 2006 the CLS Programs in Ukraine and Moldova have retained their status as licensees of the Certified Lease Professional Foundation.



Any country interested in having an internationally recognized, comprehensive and well rounded certification program to compliment their growing economy can look to partner with the CLP Foundation.

Loyal & Dedicated – We Acknowledge and Thank *Cindy Spurdle*

At the NEFA Spring Summit in Dallas, CLP Foundation President Chris Walker presented Cynthia Spurdle, the Executive Director of the CLP Foundation, with an award of honor and service. The award reads:

*Cynthia Spurdle
In Appreciation for
10 years of Loyal & Dedicated Service
~ March 20, 2010 ~
CLP Foundation 10 Year Anniversary*



Chris Walker presents Cindy her award

The Certified Lease Professional designation has been in existence for over 25 years and 2010 represents the 10 year anniversary of the formation of the CLP Foundation. March 20th, 2010 is also the 10 year anniversary of Cindy Spurdle's service to the CLP Foundation as Executive Director. Thank you Cindy for all that you have done for the CLP Foundation and for the equipment leasing and finance industry.

Where in the World is this CLP?



All correct answers sent to info@clpfoundation.org will be entered into a drawing for **\$20 off CLP renewal dues.** Entries must be received by 4/16.

NAELB Conference **Booth # 114**

CLP will be Exhibiting at Booth #114
9:00am - Noon on Friday, and 8:45am - Noon on Saturday
Stop by the booth and pick up your complimentary certificate for discounted Certification and CLP Handbooks. Enter the drawing for an **iPod Nano** and **five copies of the CLP Handbook.**

CLP Master Review Class

Thursday April 15th from 9:00am - 5:00pm
This comprehensive eight-hour program will include an in-depth review of six of the toughest subjects in equipment leasing: lease classification and terminology, leasing law, documentation and collection, math of leasing and accounting for leases.



CLP Spotlight

An Interview with Barry Marks, CLP

As an attorney, how did you get your start in the leasing industry?

I started out way back in 1977, an earnest and relatively guileless young lawyer who was immediately assigned to do half time with each of the real estate and corporate sections. After a late night beer session with the head of the corporate department, who handled Eastern Air Lines as his main account, I was reassigned exclusively to corporate and primarily to Eastern's leasing work. Years later, I still find leasing one of my two favorite things to do work-wise, writing poetry, short fiction and essays being the other.



Barry Marks, CLP
Marks & Weinberg, P.C.

What do you enjoy about your work and what do you find most challenging?

One of the things that amazes me is how leasing changes over the years and continues to be a viable financial product, complex in many ways and yet touching the lives of ordinary people as well as the stereotypical Wall Street Wizards. I have often said that brokers and small ticket lessors are the most under-represented people in the business world. There just are not enough lawyers willing to spend the time with small dollar issues.

Needles to say, leasing has been very good to me. It has kept me from boredom and poverty for over 30 years and introduced me to everything from multi-million dollar deals facilitating trips to Europe to copier leases introducing me to some fabulously sincere, warm, funny and caring people.

I find that leasing is the most challenging discipline in the law, and I meet the most interesting people. That is why Marks & Weinberg, P.C. is one of the few law firms that focuses entirely on equipment finance. The four of us, most notably my partner Ken Weinberg, pride ourselves on our experience and responsiveness. That, together with my children, makes me proud and happy to come to work every day. Well, almost every day.

Do you have any interesting hobbies you would like to share?

In addition to being an attorney I am also an author and poet.*

If you could transport yourself anywhere instantly, where would you go?

Somewhere warm, with an umbrella drink and a beach... and I gotta transport the person of my choosing to join me.

* The CLP Foundation would like to mention that some of Barry's published works can be found at www.leasingpress.com for the leasing and www.brickroadpoetrypress.com or www.churndashpress.com for poetry books.

An Interview with LaDonna Fosback, CLP

How did you get your start in the leasing industry?

I began my career at Financial Pacific Leasing in 1998. After many years in the commercial banking arena I found myself bouncing from one commercial bank to another amidst many buyouts, mergers and department relocations. I always landed on my feet but could not get real excited about relocating since my family is here. After the last merger I decided it was time to move on. I did a short stint at a local credit union and I must say I was bored to death. I realized I needed a bit more action. Financial Pacific had just gone nationwide and I noticed an ad in the paper for a funding position. I really didn't know anything about funding since credit had always been my *primary* focus but I figured anything was better than being bored so I sent my resume in. Little did I know Financial Pacific was in the process of adding another credit officer due to the large number of brokers they were now doing business with. Well that was 12 years ago. I must say I still enjoy my job as a credit officer as much or more then when I first began my career with Financial Pacific. Each day brings many new challenges especially with the economy as it is. We continue to be busy and have a special niche in the market for the small business owners looking to borrow money for equipment.



LaDonna Fosback, CLP
Financial Pacific Leasing

What do you enjoy most about your work at FinPac?

I enjoy the wide variety of credit requests we see on a daily basis and since we consider most all types of equipment it is interesting to see what some of these businesses are looking for. I never knew so much different equipment existed much less how or who would use it. Each credit review is a challenge since a large number of our requests are from what we might consider to be credit challenged individuals. It is nice working for a company that continues to help these individuals succeed in business.

How does your perfect day start?

My perfect day is to sleep in past the normal 4:45 am get up and enjoy a nice cup of coffee on the front deck of our Palm Springs home watching and listening to the birds sing.

How do you enjoy your spare time?

Outside of work I enjoy spending time with my husband Steve and our 3 granddaughters. They keep us busy with softball, soccer and volleyball. The summers are spent over in the Leavenworth area where we enjoy river rafting. The winters we enjoy snowmobiling in the mountains and the time we get away to enjoy the sun in Palm Springs. I also love to bake, quilt, and machine embroidery when time allows.

New CLPs receive their certificates at the recent NEFA Spring Summit in Dallas, TX.



Chris Walker & David Normandin



When Chris Speaks ... Folks Listen



Chris Walker & Jennifer Buchanan

Your Name 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

Conference Discount

Setting the Standard for Leasing & Finance Professionals The World Over

NAELB Annual Conference
Attendees receive 23% OFF the fee for CLP Certification and the CLP Handbook.




Discount valid until 30 days after the Annual Conference. The exam can be taken at any time, study at your own pace and certify when you are ready. Complimentary Master Review Class offered for Conference Attendees on Thursday, April 15th, 2010 at the Omni in Atlanta.

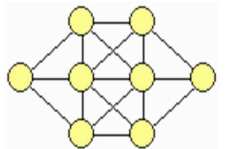
Check Out the New Website – Log On Now!

Have you logged onto the **New** and **Improved** website? Leasing and finance professionals the world over are discovering the new and improved CLP website, and so can you: www.CLPFoundation.org

To obtain access to the *Member's Only* section, you will need to log in. The first time you visit the site, click the 'Forgot login?' link, enter your email address, and a new password will be instantly created and emailed to you. If your email address has changed since you last updated it with The Foundation, please contact Cindy Spurdle at info@clpfoundation.org with your new email address or you can call her at (610) 687-0213.

CLP Mindbender

The numbers 1 up to and including 8 must be put in the circles of the depicted net. However, numbers in neighboring circles must differ more than 1. So, for example, circles connected to a circle with a 4 may not contain a 3 or a 5. How should the numbers be arranged in the circles of the net?



Please log into the members-only page for the answer.

Save the Dates

Events » Conferences

Advertising Opportunities



NAELB 2010 Annual Conference
20th Anniversary

Omni Hotel at CNN Center
100 CNN Center • Atlanta, GA 30303
April 15-17, 2010

There will be six opportunities to earn **Continuing Professional Education (CPE)** credits while attending the NAELB Conference.



NEFA's Annual Crab Feast

Obyrick's
1727 E Pratt St • Baltimore, MD 21231
June 10, 2010

NEFA Funding Symposium 2010

The Ritz-Carlton, Buckhead
3434 Peachtree Rd NE • Atlanta, GA 30326
October 15-17, 2010

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

CLP Handbook 2010 Edition

Reserve your advertising space now, while there is still availability! The newest edition of the CLP Handbook is nearly completed and will be going to print soon.

Ad	Dimensions	Orientation	Cost
Full Page	4.50" x 7.00"	Portrait	\$1200
Half Page	4.50" x 3.25"	Landscape	\$850
Quarter Page	2.00" x 3.25"	Portrait	\$500

CLP Standards of Professional Conduct

- ✓ A Certified Lease Professional will always strive to conduct all business dealings in an honest, ethical, and professional manner.
- ✓ A Certified Lease Professional will respect ownership of funds delivered as advanced fees or security deposits and will treat in a fiduciary capacity all funds received in that capacity.
- ✓ A Certified Lease Professional will strive to constantly gain additional education to improve his/her professional competency and will work to promote education and integrity within the leasing industry.
- ✓ A Certified Lease Professional will never knowingly make false or misleading statements to his/her employer, employees, customers, vendors, brokers or funding sources.
- ✓ A Certified Lease Professional will never be involved in fraudulent activities.
- ✓ A Certified Lease Professional will act in a leadership role in the industry and always be held to the highest standards of conduct applicable to the industry.

2010 CLP Board of Directors

All About CLPs » Board of Directors

Chris Walker, CLP
(President)
GreatAmerica Leasing
625 1st Street SE
Cedar Rapids, IA 52403
cwalker@greatamerica.com

Jack Harvey, CLP
(Vice-President)
Enterprise Financial Solutions
1818 N Taylor St, Ste 354
Little Rock, AR 72207
jharvey@efsolutionsinc.com

Vicki Shimkus, CLP
(Secretary)
BSB Leasing
14928 SE 65th Street
Bellevue, WA 98006
vshimkus@bsbleasing.com

John Rosenlund, CLP
(Treasurer)
Radiance Capital
820 A Street, Suite 560
Tacoma, WA 98402
jrosenlund@radiance-capital.com

Theresa Kabot, CLP
(Past President)
K2 Funding
PO Box 17382
Seattle, WA 98127
tkabot@lease-it.com

Joseph G Bonanno, Esq, CLP
(Director)
Law Office of Joseph Bonanno
151 Mystic Ave, Suite One
Medford, MA 02155
law@jgbesq.com

Lawrence LaChance, CLP
(Director)
5 Bankers Capital
203 Southwest Cutoff
Northborough, MA 01532
llachance@bankers-capital.com

D Paul Nibarger, CLP
(Director)
Nibarger Associates
7310 Via Marie Celeste
Rancho Palos Verdes, CA 90275
nibarger@cox.net

Rosanne Wilson, CLP
(Director)
1st Independent Leasing
3800 SW Cedar Hills Blvd. Suite 165
Beaverton, OR 97005
rosanne@1stindependentleasing.com

Donna Wesemann, CLP
(Director)
Susquehanna Commercial Finance
1566 Medical Drive
Pottstown, PA 19464
donna.wesemann@susquehanna.net

Joe Woodley, CLP
(Director)
Westover Capital Corporation
78360 Highway 111
La Quinta, CA 92253
jwoodley@westovercapcorp.com



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.