



THE CLP CIRCULAR

News for Leasing and Financing Professionals

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

CLP Foundation

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HIGHLIGHTS

- How to Find a Job in a Tough Economy!
- Around Your Office & Around The World

CLP SPOTLIGHTS

- Shari Lipski, CLP
- Mona James, CLP

How to Find a Job in a Tough Economy!

By Kevin M. Collins, CLP

Are you one of those people looking for new employment in today's tough economy? If so, here are some guidelines to help you in your job transition.

Networking

Finding a job in today's economy presents a paradigm shift that requires more personal discipline and focus on networking than ever before. Therefore, it should be viewed as a long-term career strategy and not as an exercise to secure immediate employment (or underemployment).

BASIC TOOLS you will need:

- Resume
- Handbill
- Business Cards
- List of Target Companies

You will find that people are very willing to help you and can provide you with one or two names to contact. Contact these new referrals and after you have met with them, call back your referral source to thank them for the referral and update them on the topics and results of your meeting...AND SO THE NETWORKING CONTINUES!

Stay Motivated & Positive!

It is easy to slip into isolation and get frustrated with job prospects at an all time low in our careers. It's important to remain active and social. Exercise – Walk, run or workout everyday for 10 – 30 minutes. This will make you feel better, look better and keep your energy level up.

Maintain Your Self-Esteem

No need (or time) for self pity. You're not the only one going through this and there is probably someone else out there that is worse off than you. A great way to keep your self-esteem is to give back – VOLUNTEER!

Help Others In Your Network

The point of having a career network is to have resources who can provide assistance, but you should be prepared reciprocate whenever you can.

Good luck in your Job Transition!

Kevin spent his last five years as Vice President of Sales at FirstCorp where he doubled his sales in the past four years. Prior to that he was in Sales Management with GE, CIT and AT&T Capital. Over his career, Kevin achieved "Top Gun" status eight times, and "Presidents Club" eleven times. Sales is his passion and he is ambitious, disciplined and energetic. He can be reached at kcollinsclp@yahoo.com or <http://www.linkedin.com/in/kevincollinsclp>. (Full article: http://www.cpfoundation.org/toolbox/articles.php?ar_id=21)

Around Your Office & Around The World



Chris Walker, CLP – 2010 President CLP Foundation
 Bryan Steffen, both from Great America Leasing
 Taken at the NAELB 2009 Regional in Costa Mesa

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Please don't be shy and submit your articles today.

CLP Spotted! Who and Where?



The first six correct answers sent to info@clpfoundation.org will be entered into a drawing for \$20 off CLP renewal dues.

CLP Spotlight



An Interview with Shari Lipski, CLP

The temporary agency called and said they had a two-week assignment; I would start at 1:00 pm on March 27th, 1988. I arrived at Public Funding Corporation and quickly became the head stamp putter/envelope lick when the girl I was substituting for called that afternoon and said she was never coming back! Within a few years I was V.P. and stayed with the company for ten years until shortly after it was sold to First Sierra Financial. I passed the CLP exam in 1999 shortly before I joined ECS Financial Services where I proudly call home for the last ten years. OMG! I'm old.

What do you enjoy most about your job?

It's not a job. I couldn't just sit still doing nothing. That's not me. I enjoy what I do, I love my clients, and giving the staff a hard time. It's a good feeling when I can help others understand the tribulations of tax administration, help a bank or vendor start a leasing operation, or to work with a fellow leasing enthusiast that dreams of trading-in their broker hat and becoming an independent lessor. I'm extremely fortunate to work with a fantastic team. I feel honored to have been given the opportunities in life to challenge myself, to learn and to grow, while still making a buck.

What are the biggest challenges in your day?

The biggest challenge in my day is getting people to return my call so I can sell them our services. LOL

What does your perfect day start with?

My perfect day starts when I can smell my coffee and not dog poop. ;) My husband recently bought me a Keurig Single Cup Coffee Maker so I could enjoy a perfect cup of coffee while I endure a long walk upstairs to my home office. If you don't have a Keurig, you need to get one. *Trust me.*

In the movie about your life, who would you cast to play you and what kind of movie would it be?

Candice Bergen and it would be a dramatic-comedy. LOL

Would you like to share an interesting hobby or accomplishment?

Ha, would I. I don't think there is anyone that has met me that doesn't know I love puppy dogs. The short story.... I currently have five female Belgian Malinois' and own a dog boarding and training business with my husband Phil Behun. My favorite dogsport is agility. I've been competing since 1998 and show about 30 weekends a year. I will be competing internationally for the third time with my 7 ½ year old Tisa this May at the FMBB Agility World Championships, in Cottbus, Germany. *Go U.S.A.!*

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

I'd love to be on an island with my husband and all those that we care about for a month long vacation with no hassles, problems, TV, emails, or cell phones. Then when we come back...the world would have righted itself. *"What a wonderful world it would be."* Louis Armstrong
Dogspeed.
Shari



Shari Lipski, CLP
ECS Financial Services

An Interview with Mona Janes, CLP

When did your career in equipment leasing begin?

My leasing career began in the late 80's when I answered a small ad in the newspaper for a position as a "Credit Investigator" with Century Financial Services in Chesterfield, Mo. I worked directly for the late "Bob Baker, CLP".

In 1995 I moved my focus to the newly formed "Wildwood Financial Group" and worked side by side with Bob to create a "Business Opportunity" for individuals who wished to enter into the Equipment Leasing Industry. This opportunity has given me great advantages to learn and grow within the leasing industry, meeting wonderful people along the way.

My years of experience and hard work over the years allowed me opportunities to hold various positions including Credit Manager, Collection Manager, Documentation Supervisor, Sales Manager, and Executive Vice President of Sales.

Today I am the Vice President of Tenet Financial Group, located Benbrook, TX. Tenet Financial Group assists new Franchise start-ups to secure funding to capitalize their business. Our focus is to assist clients by utilizing their 401k/ IRA funds, as a way to fund their new business. Since there are many cases where our clients simply require additional funding, we assist with SBA Loans, Conventional Loans, and Equipment Leasing.

It is very rewarding to have the ability to help future Entrepreneur's achieve their goals.

What does your perfect day start with?

It begins with hug and a kiss from my 10 year old son Hunter; when he wakes up in the morning there is nothing in the world that could compare to those arms that wrap around you and "Says good morning mom I love you"

Who is one of your heroes?

The late "Bob Baker"; truly a man who will hold a very special place in my heart and a crazy man that never let me give up. He will forever remain my hero for his determination and believing in me...



Mona Janes, CLP
Tenet Financial Group



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CLP Mindbenders

The following 25 letters can be rearranged into a six word phrase for what adventurous people and CLPs are always seeking. What is the phrase?

FTTTTHHHAEEEEIIIOOURSMDNN

Please log in on the members-only page at clpfoundation.org for the answer.

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NAELB 2010 Annual Conference 20th Anniversary

Omni Hotel at CNN Center
100 CNN Center • Atlanta, GA 30303
(404) 659-0000
April 15-17, 2010

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

Check our website for dates and times.



NEFA 2010 Sprint Summit

The Fairmont
1717 N Akard St • Dallas, TX 75201
(214) 720-2020
March 19-21, 2010

NEFA Funding Symposium

The Ritz Carlton
Atlanta, GA
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 per month or \$100 for three issues. All 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. There is still space left to advertise your company to the **"Best of the Best"** in the equipment finance industry: namely CLPs.

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.

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All About CLPs » Board of Directors

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