

NAELB Best Practices Broker™

The NAELB now offers certification for our members that recognize one's ability to apply the Code of Ethics to everyday business practices. Though the certification process, we are displaying that we have demonstrated our ability to apply the Code to general business practices in situations that we may face during our daily business operations. Those passing the Ethics exam have earned the right to utilize the "NAELB Best Practices Broker™" certification that is licensed by the NAELB.

"The Best Practices Broker™ certification means, that as a broker, I am familiar with the NAELB's Code of Ethics. Each year when we renew our dues with the NAELB, we agree to adhere to the NAELB's Code of Ethics. Each NAELB member does that. A Best Practices Broker™ puts their money where their mouth is and pays a fee to take a test to publicly demonstrate their grasp of the Code of Ethics. Rather than simply read it through, or "click here to accept" we KNOW it. We invested time in studying for it, and at least in my case, it's a public statement that we run our business that way."

Heather von Barga, Caladesi Capital, Inc. - Former NAELB President

The test is available at all three NAELB meetings and also available online. The exam consists of two parts – twenty multiple-choice questions and five essay questions. Those wishing to sit for the test must be broker members in good standing for at least two years, and approved by the NAELB Board of Directors. The passing candidates will be entitled to use the designation "NAELB Best Practices Broker™" on their company business cards, letterhead, website, marketing materials, etc.

"When the Best Practices Broker™ certification became available, I was one of the first to take, and pass the exam. I was extremely pleased to see the NAELB put together a test on the Code of Ethics and was happy to demonstrate my knowledge of and adherence to this very important element of membership within the NAELB. Instead of checking a box and providing "lip service" to the Code, I went the extra step to prove that I really understood it and could apply it in "real life" situations. I proudly use and display this designation on all my e-mails and marketing material. I make it a point to let prospects and clients know that I've gone one step above and beyond the "other" brokers in this industry. As a result, I've noticed a distinct and renewed respect from all my contacts in the industry."

Sonia v.M.Stoddard, Stoddard & Associates - NAELB President-Elect

Congratulations to the following individuals who have successfully completed the exam and are now a "NAELB Best Practices Broker™":

Brian Acosta, CLP – Matrix Business Capital
Donna Cole – Business Capital Leasing, Inc.
Bob Fode - WB Financial
Gary Greene – Lease \$mart
Dan Harris – 5280 Financial, LLC

Jack Harvey, CLP – Enterprise Financial Solutions, Inc.
Theresa Kabot, CLP - Kabot Commercial
Jaime Kaneshina, CLP - The Cambridge Capital Group
Brian Link - InSource Capital Services, Inc.
Mike McPhearson, CLP – Westport Leasing Canada
Brian Montgomery – Express Funding Solutions
Laura Noblin, CLP – Matrix Business Capital
David Normandin, CLP – ENVision Capital Group, LLC
Barry Reitman – Keystone Equipment Leasing, Inc.
Spencer Richman, CLP – American Financial Network, Inc.
Sonia v.M.Stoddard – Stoddard & Associates
Heather von Bargaen - Caladesi Capital, Inc.
Rosanne Wilson, CLP – 1st Independent Leasing