

CLFP CIRCULAR

News for Commercial Equipment Leasing & Finance Professionals

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A Message from the CLFP President



The start of 2019 has brought new changes to the principal areas of the CLFP Foundation. We've seen the launch of a new handbook, new academy and new exam. The Foundation recognizes that these changes did not come easily and would like to extend a sincere *thank you* to all of the CLFPs across the industry that assisted with these initiatives. The strength and hard work of our CLFP community has positioned the Foundation for another successful year.

During the month of January, the CLFP Board of Directors met in Phoenix, Arizona to participate in the Foundation's annual in-person meeting. The meeting provides the opportunity for new and acting board members to reflect on the prior year, discuss the short- and long-term strategic direction of the Foundation and select the committees and task forces for the current year. During the meeting, the board passed a vote allowing all associates to use the CLFP Associate designation, logo and other branding. The board also voted on a new mission statement and tag line to use going forward. Additional information on the committees and task forces, including purpose, mission statement and tag line is detailed below:

Committees

Body of Knowledge: Responsible for ensuring that the Body of Knowledge remains updated and relevant.

Ethics: To address any complaints regarding CLFPs in good standing.

Strategic Planning: To set key performance goals/risk assessment/determine our potential market.

Marketing: Responsible for: brand recognition, brand development, Circular, social media, trade shows, and the website.

Membership: Responsible for identifying and recruiting companies and/or individuals for potential CLFP involvement and helps develop membership retention policies.

Development: Responsible for sponsorship identification.

Nominating: To identify and nominate potential CLFP Board of Directors candidates.

Task Forces

Recertification: Determines the subject(s) and creates the content for the annual industry knowledge review.

Exam: Responsible for the monitoring and maintenance of the exam.

Website: Responsible for enhancing the website user experience.

Mission Statement

“Building a better commercial equipment leasing and finance industry by helping its individuals achieve exceptional standards of professional conduct and technical expertise.”

Tag Line

“Building a better equipment finance and leasing industry one individual at a time.”

The first calendar quarter ends with a strong performance. During the quarter, the Foundation welcomed 44 new CLFPs, hosted 4 Academies (ALFPs) and experienced a healthy launch of the new handbook, which is now being provided in both a paperback format as well as an electronic format for the first time. These new products that the Foundation has successfully launched will allow for continuous and scalable growth for the foreseeable future. Like all things, the expectations of professionals within the leasing industry is evolving and the changes that the Foundation has made to its digital presence in the past year will serve to address them. The Foundation is set for continued growth throughout the remainder of 2019, and there are currently 7 additional Academies scheduled for the remainder of the year with an estimated 185 leasing professionals taking the exam.

As the Foundation grows, it is important for the Board of Directors to continually provide a best-in-class experience for all current and future members of our CLFP community. The digital enhancements that have been implemented, along with the hard work of all of you have truly put the CLFP Foundation in the best position in its history. It is an honor to serve as the Foundation’s President and I look forward to the continued growth of the CLFP community in 2019.



Andrew Eller, CLFP

CLFP President

Spotlight on Matt Rankin, CLFP Associate



Matt Rankin, CLFP Associate
Assistant Vice President, Education
First American Equipment Finance

At which store would you like to max-out your credit card? Home Depot, just purchased a new house!

What was your favorite TV show when growing up? Seinfeld

What was your favorite toy as a kid? Power Wheels 3-wheeler

What was your childhood nickname? I'm tall, and an avid cyclist, so they called me "Stretch Armstrong."

Do you have any strange phobias? Getting electrocuted; changing light bulbs is the most I will do.

What, or who, are you a "closet" fan of? Rock climbing

What are three things still left on your bucket list? 1) Meet a Navy SEAL

2) Go to the Tour de France 3) Build a rock climbing wall in my basement

What is the worst pet you have ever had? Pet rock

What was the best concert you ever went to? Moon Hooch in Rochester, NY. Fascinating story behind the band, check them out!



What's the last book you read? *Can't Hurt Me: Master Your Mind and Defy the Odds* by David Goggins.

What are you passionate about? Plant-based wellness

What are you currently watching on Netflix? Mind Hunter, this is a must watch!



If you could visit anywhere in the world you've never been, where would you go? Adelaide, Australia (also Perth, Sydney and Melbourne).

If you were a crayon, what color would you be? Cerulean Blue (I love being on the water!)

Who is favorite superhero? Superman because I've always been fascinated by flight... and he can fly!

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Spotlight on Nate Gibbons, CLFP

What was your favorite TV show when growing up? The Simpsons

What was your favorite toy as a kid? Nintendo Entertainment System - no brainer



Sons Micah (L) and Noah staying cool when the weather is hot

Can you play any instruments? I learned how to play the drums a few years ago, and it became “official” when I actually started getting asked to play a few gigs! In full disclosure, my wife makes fun of me for calling them “gigs” since they were just a couple of local churches.



Nate Gibbons, CLFP
Chief Operating Officer
Innovation Finance

What was your childhood nickname?

I had at least a hundred of them. The most common was Nate the Great; my favorite was Scooter, which my uncle Tony still calls me.

What, or who, are you a “closet” fan of? Call of Duty – my brothers can tell you I’m pretty surgical with an assault rifle, but few of my professional colleagues know I play video games once in a while.

What are three things still left on your bucket list? 1) Safari in Africa 2) Hang gliding - I’ve always wanted to fly and this seems like the closest thing 3) Establishing a scholarship fund in honor of the family that helped me get my undergraduate degree

What is the worst pet you have ever had? It wasn’t a pet I owned, but my wife and I dog sat for a lady whose dog had a few unusual dietary preferences (e.g. wooden dining room chairs, pillows, kids’ action figures, books, computer power cords, that sort of thing). Additionally, the dog, as the lady put it, “may get an upset tummy from time to time”. Unfortunately, “upset tummy” was a gross understatement, and my wife and I didn’t know about any of these delightful quirks until the day the dog was dropped off.



Nate and his wife Keila in Sydney in May 2018



Nate, Reid and Keila at the ELFA Chairman's Ball in October 2018

Where's your favorite place in the world?
Southern Spain

What's the last book you read? The CLFP Handbook of course! Kidding; I did read it, but not recently. The last book I finished was *The Leadership Challenge* by Kouzes and Posner, and I'm currently reading *The Fourth Age* by Byron Reese. I'll let you know how that one goes.

What are you passionate about? Giving my best in whatever I do – particularly in being a good husband and father. Finding ways to help and motivate others is also very fulfilling for me.

Who is your least favorite superhero? Daredevil. Admittedly, the 2003 film is my sole basis for this. Perhaps the new Netflix series will change my opinion. Oh wait, that was cancelled after three seasons.



Proudly representing the U.S. at the Global LeasingForum with Jud Snyder and Dave Schaefer, CLFP



Noah and Micah Gibbons

JOB SEARCHING CLFP?
DON'T FORGET TO CHECK ORION FIRST!

At its core, Orion is a manager of risk - so if you're looking to make a low-risk, high-reward career decision visit orionfirst.com/careers for current job openings.

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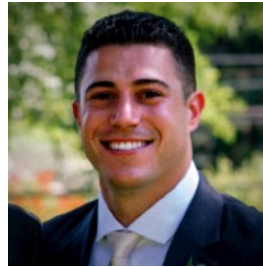




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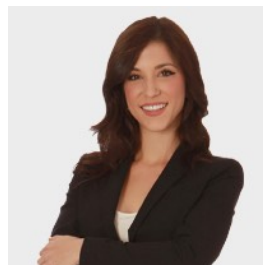
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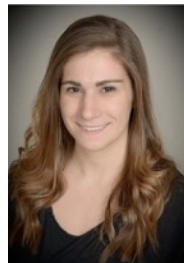
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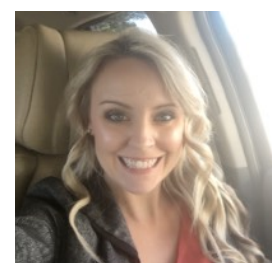
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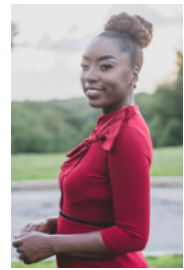
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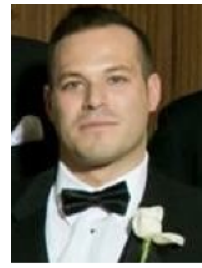
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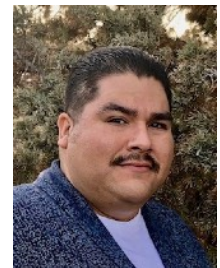
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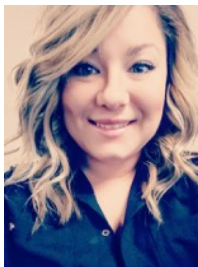
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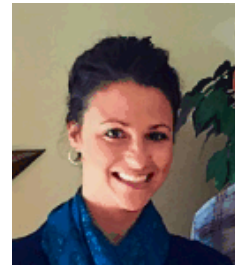
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Why I Became a CLFP

Trish Gillis, CLFP
**Senior Vice President/Chief Administrative Officer at BB&T
Equipment Finance Corporation**



I chose to pursue the designation because it is recognized industry-wide. I have been in the equipment leasing and finance business for 30+ years but I have found I am still constantly learning new things. I wanted to challenge what I thought I already knew and also wanted the opportunity to learn. My company, BB&T Equipment Finance Corporation, was very supportive of this effort.

Joe Sclafani, CLFP
District Manager at DLL

Becoming a CLFP assures my clientele that I strive for excellence in my industry and assures my organization of my desire to remain relevant in my role. DLL Financial Solutions and I embrace continuous improvement in our services to our clients, as well as our professional development as members of a world-class organization.



Jacklynn Manning, CLFP
VP of Marketing at Amur Equipment Finance



In an effort to achieve a level of expertise and proficiency beyond that of a "standard" marketer within the industry, I chose to pursue the CLFP designation. This provided me the opportunity to grow and enhance my skills of the leasing and finance industry and will allow me to use this knowledge as a tool to develop strategic and diverse programmatic omnichannel marketing while at Amur Equipment Finance.

2019 Academy for Lease & Finance Professionals (ALFP)

The Foundation has facilitated two Academies since the beginning of the year. The first was in Scottsdale, AZ hosted by Ascentium Capital and the second was in Seattle, WA hosted by Financial Pacific Leasing. There are two internal Academies scheduled for Stearns Bank and five more scheduled until the end of the year. Spots are limited, so register today!

Portland, OR

April 10 - 12

**Hosted by
US Bank Equipment Finance**

Registration and general info [here](#)

St. Cloud, MN

April 18 - 20

**Co-hosted by Oakmont Finance
and Northland Capital**

Registration and general info [here](#)

Chicago, IL

May 9 - 11

**Hosted by ECS Financial
Services**

Registration and general info [here](#)

Irvine, CA

May 9 - 11

**Hosted by
Wintrust Specialty Finance**

Registration and general info [here](#)

Philadelphia, PA

November 14 - 16

Hosted by Odessa

Registration and general info [here](#)

Save the Date

2019 AACFB Annual Conference - Las Vegas, NV

May 2nd - 4th

2019 ELFA Credit & Collection Management - St. Petersburg, FL

June 3rd - 5th

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