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A Message from the CLFP President



In the second calendar quarter of 2019 the CLFP Foundation experienced the most successful growth period in the Foundation's history. 90 leasing professionals have obtained their certifications since the last CLFP Circular was released in early April 2019, bringing the total number of new CLFPs in 2019 to 133, just 5 short of our total number of additions in all of 2018 (138). On behalf of the Board, I would like to welcome all the new CLFPs.

A major factor in the growth of the Foundation's membership base is the Academy for Lease & Finance Professionals (ALFP). The Foundation held six Academies during the past quarter and has five more scheduled for next quarter (two public and three private). Due to the steady volume of Academies, the Foundation can expect continued growth through Q3.

The Foundation Committees have been hard at work throughout Q2. I would like to share a few of the notable advancements.

Strategic Planning – The Future Strategic Planning Committee has been focused on the long-term direction of the foundation, and key performance indicators.

Marketing – The Marketing Committee is working on selecting a new CRM system and implementing a new website.

Exam – The Exam committee is in the process of reviewing the updated exam testing data from the first half of the year. This review is ongoing and is focused on ensuring that the exam retains its level of completeness and rigor.

Global Expansion – The Global Expansion Committee is working on determining international markets for the CLFP certification along with the ongoing partnership with CAFBA in Australia.

Every year during the summer months, the Foundation likes to celebrate all the members by holding a networking event known in the past as "CLFP Day." To reduce scheduling conflicts, the Foundation would like to extend the day to a week. This newly named "CLFP Week" will take place during the third calendar week of August (8/19-8/23). Look for additional information on CLFP Week 2019 soon.

The success of the first six months of 2019 has positioned the Foundation to have one of its most successful years in history. The Foundation would not be flourishing without all the hard work, goodwill and contributions of the CLFP community. If there are members that would like to be more involved, please reach out to our Executive Director, Reid Raykovich, CLFP or any member of the Board. I hope that you all enjoy the upcoming summer months and I look forward to seeing the wonderful pictures and communications from our upcoming CLFP Week.

A handwritten signature in blue ink that reads "Andrew Eller". The signature is fluid and cursive.

Andrew Eller, CLFP

CLFP President

Spotlight on Delroy Stauffer, CLFP Associate



Delroy Stauffer, CLFP Associate
Enterprise Account Executive
Stitch Data



Backpacking Cinque Terra
with his brothers

"I am currently an Enterprise Account Executive for a company called Stitch Data. Fancy title for saying "I sell our Enterprise level services to our clients, helping them accomplish their data/BI initiatives". I focus on driving revenue generation for Stitch through Enterprise contracts with these clients."

At which store would you like to max-out your credit card? I would like to pick two please. Banana Republic and Lululemon. That way I cover all bases: dressy, casual, sporty (yes, I have already thought about this in detail before being asked).

What was your favorite TV show when growing up? For those of you who know me, this may come as a shocker - I actually grew up Mennonite. No TV. No electronics whatsoever. I had to "be a kid and go play outside." I attribute my wild imagination to this inhumane way of raising a child.

Choose a movie title for the story of your life. Eat, Pray, Love – kind of cliché but so true! I just finished eating, praying, and loving my way around the Mediterranean coast.

What was your favorite toy as a kid? My ATV - I rode all over Central PA on that thing.



Delroy and his siblings, from (L):
Jared, Terrell and Cheree

What, or who, are you a "closet" fan of? Shawn Mendes!!! ❤️

What are three things still left on your bucket list? 1) Skydiving 2) Visiting Banff National Park 3) Visiting Australia.

What was the best concert you ever went to? Journey - they were so good!

Where's your favorite place in the world? Home with my family, it is where I feel so much unconditional love. My siblings are my world.

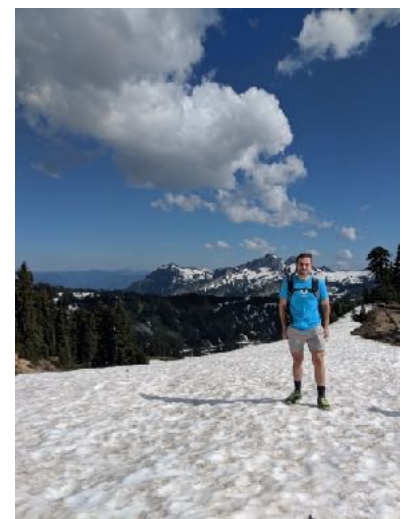
What's the last book you read? *White Fang*, I highly recommend it!

What are you passionate about? Yummy food and Starbucks, and spreading joy to everyone around me.

What are you currently watching on Netflix? I just finished Parks and Rec for the second time. I love that show.

If you could visit anywhere in the world you've never been, where would you go? Australia.

If you were a crayon, what color would you be? Blue - it's my favorite color.



Hiking Mt. Rainier National Park

Why I Became a CLFP

Danielle Naylor, CLFP **Portfolio Officer at First American Equipment Finance**

As a young professional in the leasing and finance industry, I was eager to learn more about the business. Working day-to-day in asset management exposed me to a particular aspect of the industry, so I elected to pursue the CLFP designation to obtain additional exposure to, and a working knowledge of, the many other aspects of the industry. The CLFP Handbook provided industry specific information which assists me not only in my work-day focus but allows me to understand the roles of colleagues in other areas of the business with whom I interact. Having this advantage allows us all to better perform our respective responsibilities as a team rather than as individuals, and ultimately helps us to better assist our company in achieving its goals.



Chris Shutter, CLFP **Administrator, Documentation III at Canon Financial Services**

I chose to pursue this designation to gain a greater understanding and appreciation for this industry. This opportunity has enlightened my view on all aspects of leasing and has provided me with a full background of the importance and integrity of leasing and financing.



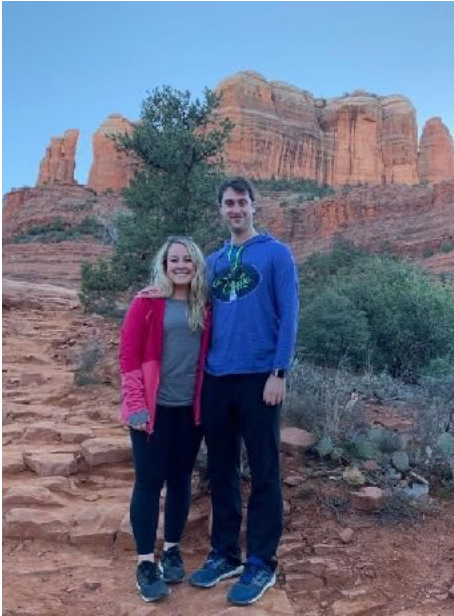
Eric Hurd, CLFP **Director of Operations at Falcon Leasing**

I was looking for an opportunity to broaden my knowledge of the lease and finance industry. The CLFP provided the opportunity to learn more about all of the aspects of the industry. After completing the certification testing, I feel that I am a more well-rounded employee and am able to service our customers better and more professionally. I would recommend the CLFP certification course to anyone currently working within the industry as I know it would be beneficial.

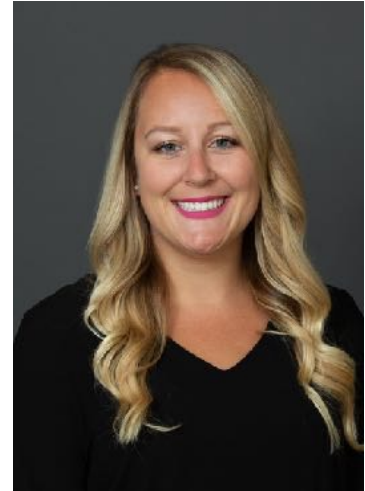


Spotlight on Melissa Hanson, CLFP

"I manage our team of Inside Sales Representatives that facilitates deals through the transaction process from quoting to credit to documentation to close. I help answer questions, improve processes, provide training, and create tools for the team to offer an excellent customer experience."



Melissa and her husband Eric in Sedona, AZ



Melissa Hanson, CLFP
Assoc. Manager, Financing Services
Stryker Flex Financial

At which store would you like to max-out your credit card? Target!

What was your favorite TV show when growing up? I haven't ever been a religious TV watcher, but probably something on the Disney Channel.

Choose a movie title for the story of your life. It's a Wonderful Life

What was your favorite toy as a kid? My big 5-CD changer stereo that I had in my room. I love music, so I would always have that playing.

Can you play any instruments? No, I played percussion in 6th grade, but quit shortly after.

What was your childhood nickname? Most people just call me Melissa, but now at work a lot of people refer to me as Mel. My dad calls me Missy, but it never caught on past that.

Do you have any strange phobias? My house catching on fire is one of my biggest fears. No strange phobias though.

What, or who, are you a "closet" fan of? Miley Cyrus. She can be controversial, but I've been a fan since her Hannah Montana days.

What are three things still left on your bucket list?

1) Travel to Italy 2) Skydiving 3) Go to a Super Bowl!

What is the worst pet you have ever had? My cat Cloudy. My sister and I got her as a kitten when we were really young. We tried to play with her but our play was probably more borderline torture, and she grew up to just hide and sleep all the time. I almost forgot we had her!



Melissa and her team at Stryker Flex Financial



Melissa and Eric in Hawaii

What are you passionate about? Helping people! I love helping others solve problems and/or accomplish their goals.

What are you currently watching on Netflix? Fuller House - it's so lighthearted and fun!

If you could visit anywhere in the world you've never been, where would you go? Italy! So many cities I want to check out, especially the Amalfi Coast and Rome!

What's your secret talent that no one knows about? I'm really good at taking naps, meaning I can fall asleep almost anywhere (on a train, on a plane, sitting up, etc.). No impressive talents though.



Melissa, Eric and his parents

What was the best concert you ever went to? Taylor Swift! I'm a huge fan! I'm an avid concert goer, and Florida Georgia Line was one of my favorite ones too!

Where's your favorite place in the world? Hawaii! We just went there on our honeymoon, and it was incredible!!

What's the last book you read? *Moneyball* by Michael Lewis.



Melissa and her sister Josephine in Charleston, SC

If you were a crayon, what color would you be? Pink, because it is warm and friendly.

Who is your least favorite superhero? No idea, ha. My favorite one is Iron Man though, mainly because I like the movies!

New CLFPs and Associates



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Partners Capital Group



Mitchel Anderson, Assoc.
Stearns Bank, N.A.



Ryan Anderson, CLFP
Stearns Bank, N.A.



Kimberly Benson, CLFP
Financial Pacific Leasing



Amanda Bialka, CLFP
Stearns bank, N.A.



Melissa Boyd, CLFP
U.S. Bank EF



Dawn Brouillet, CLFP
Stearns Bank, N.A.



Angela Burg, CLFP
Stearns Bank, N.A.



Rebecca Bylin, CLFP
Financial Pacific Leasing



Danielle Clawson, CLFP
First American EF



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Stearns Bank, N.A.



Jerald Collens, CLFP
Crossroads Equip. Lease & Fin.



Karin Copeland, CLFP
3M



Anna Cuthbert, CLFP
First American EF



Casey Cuthbert, CLFP
First American EF



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U.S. Bank EF



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Wintrust Comm. Finance



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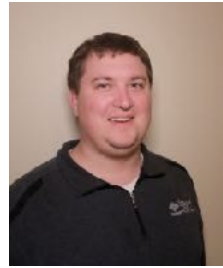
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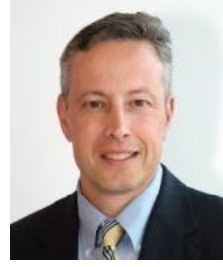
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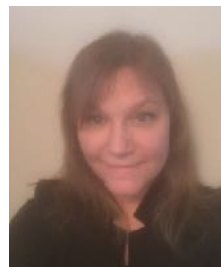
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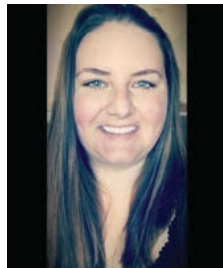
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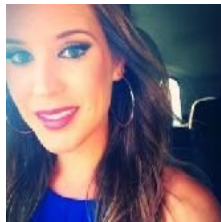
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2019 Academy for Lease & Finance Professionals (ALFP) Update

The Foundation has facilitated eight Academies in 2019 to date with locations in Seattle, WA, hosted by Financial Pacific Leasing; Scottsdale, AZ, hosted by Ascentium Capital; St. Cloud, MN, hosted by Northland Capital; Albany, MN, (two separate ALFPs) hosted by Stearns Bank, N.A.; Portland, OR, hosted by U.S. Bank Equipment Finance; Chicago, IL, hosted by ECS Financial Services; and Irvine, CA hosted by Wintrust Specialty Finance.

There are two more opportunities to attend in 2019: Minneapolis, MN, hosted by IDS and Philadelphia, PA, hosted by Odessa. However, space is limited and both are almost sold out, so act quickly!

If you have a large number of employees (10+) interested attending the Academy and sitting for the CLFP Exam, you might want to consider hosting a private academy where the CLFP Foundation will help you coordinate all aspects of the event. Some of the companies that have taken advantage of this opportunity are: Stearns Bank, N.A., Amur Equipment Finance, BB&T, U.S. Bank Equipment Finance, and Stryker. Contact Reid Raykovich, CLFP for more details: reid@clfpfoundation.org

Minneapolis, MN

September 26 - 28

Registration and general info
[here](#)

Hosted by:

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November 14 - 16

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