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.

Andrew Eller, CLFP
CLFP President
Spotlight on Delroy Stauffer, CLFP Associate

“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.

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.
Why I Became a CLFP

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

“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.”

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!
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.

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

Omar Ali, CLFP
*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*

Nathan Cmelik, CLFP
*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*

Brenda Denelsbeck, CLFP
*U.S. Bank EF*

Crystal Doro, CLFP
*First American EF*

Sichao E, CLFP
*ECS Financial Services*

Sean Eidle, CLFP
*Oakmont Capital Services*

Mandy Eynick, CLFP
*Stearns Bank, N.A.*
Services to Help Your Business

• Lease Portfolio Management
• Income Tax and Accounting Services
• Advisory Services
• Sales/Use Tax Consulting, Compliance, and Registration
• Personal Property Tax Compliance

YOUR LEASE PORTFOLIO, EXPERTLY MANAGED

Nancy Geary, CPA, CLFP
Shari Lipski, CLFP
Visit: ecsfinancial.com/clfp

With a NEW Look!

LTi's ASPIRE™, a comprehensive equipment finance platform that empowers you to effectively scale your business.
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:

IDS Asset Finance Technology

**Philadelphia, PA**

November 14 - 16

Registration and general info here

Hosted by:

Odessa

---

**Financial Pacific Leasing**

**BIG or small, we can handle it**

Transactions $5,000 - $500,000

800.447.7107 | www.finpac.com

Pleased to support the CLFP Foundation
Thank you to our corporate partners

Platinum
- ECS Financial Services
- Financial Pacific Leasing
- First American Equipment Finance
- Hanmi Bank
- LeaseTeam, Inc.
- Orion First Financial

Gold
- AP Equipment Financing

Bronze
- AACFB
- Amur Equipment Finance
- Arvest Equipment Finance
- Ivory Consulting Corporation
- Pawnee Leasing Corporation
- Portfolio Financial Servicing Company

Thank you to our personal partners

Benefactor ($250+)
- Alliance Capital Corporation
- Sudhir Amembal, CLFP
- Rob Boyer, CLFP
- Donnie Bunn, CLFP
- Mike Coon, CLFP
- Jeff Elliott, CLFP
- Paul Fogle, CLFP
- Rick Galtelli, CLFP
- Lisa Genereux, CLFP
- Jaimie Haver, CLFP
- Jaime Kaneshina, BPB, CLFP
- Kevin Prykull, CLFP
- Reid Raykovich, CLFP
- Candace Reinhart, CLFP
- Deb Reuben, CLFP
- Pete Sawyer, CLFP
- Dave Schaefer, CLFP
- Marci Slagle, CLFP
- Amy Spragg, CLFP
- Don Wampler III, CLFP

Sponsor ($100 - $249)
- Teresa Billick, CLFP
- Chris Enbom, CLFP
- Michael Green, CLFP
- Steve Hanneman, CLFP
- Jack Harvey, CLFP
- Daniel Nelson, CLFP
- Andrew Nere, CLFP
- Drew Olynick, CLFP
- Mae Philpott, CLFP
- John Rosenlund, CLFP
- Colin Rosenmeyer, CLFP
- Guy Selinka, CLFP
- Chris Williams, CLFP

Supporter ($50 - $99)
- Bill Banfield, CLFP
- Bud Callahan, CLFP
- Kevin Canepa, CLFP
- Joe Franco, CLFP
- Chris Freds, CLFP
- Ron Gonzales, CLFP
- Paul Knowlton, CLFP
- Kristie Kosobuski, CLFP
- Ray Lavin, CLFP
- Brian Link, CLFP
- Richard Padgett, CLFP
- Ignacio Sanchez, CLFP
- Dave Verkinderen, CLFP

Contributor ($25 - $49)
- Leslie Brown, CLFP
- Kirstin Elmer, CLFP
- Jed Evans, CLFP
- Katharine Harris, CLFP
- Michael Kianmahd, CLFP
- Cate McDonald, CLFP
- Kathy Nordendahl, CLFP
- Patrick O’Connor, CLFP
- Shervin Rashti, CLFP
- Kendra Rothschild, CLFP