

The ELFA 2008 Legal Forum



Attention First Time Attendees
from ELFA Member Companies!
Register for the ELFA Legal Forum at
25% off the member registration fee!
Complete details inside.

May 4-6, 2008 • Westin Michigan Avenue • Chicago, Illinois

- The best place to obtain updates on legal issues that could impact your company, current trends in the industry and information on new products
- Comprehensive sessions for both the new and experienced equipment finance attorney
- Industry Segment Roundtables...Your opportunity to share ideas on important industry and legal matters

Highlights from the 2008 Legal Forum

- Basic Principles of Lease and Financing Negotiations
- Advanced Syndications: Addressing Developments, Risks and Advanced Structures in the Syndication Market
- Fraud is Back: Potential Sources of Recovery and Evolving Theories of Liability
- Sand Traps and Snake Pits and Things that Go Bump in the Night! Hidden liens and other impediments to secured creditors' liens and security interests
- Non-Bank Regulatory and Compliance Issues – Hidden Risks

The ELFA 2008 Legal Forum

May 4-6, 2008 • Westin Michigan Avenue • Chicago, Illinois

Who Should Attend?

Internal and external counsel of all experience levels will benefit from this Forum

Schedule of Events

Sunday, May 4

8:00 am

Golf Tournament

Harborside International Golf Course

(limited tee times; separate fee; transportation leaves hotel at 6:45 am)

2:00 – 6:00 pm

Legal Forum Registration

Conference Bag sponsored by 

2:45 – 4:00 pm

Concurrent Breakout Sessions

• Basic Principles of Lease and Financing Negotiations

Dave's "Top Ten List"

Panelists will review the "top ten" (and probably more) commonly negotiated issues in a typical middle market Master Equipment Lease. The panel will not only identify the issues, but will explore lessor justifications and reasonable accommodations. This session is designed for those attendees who may be newer to the equipment finance area, or those attendees who wish to brush up on their lease negotiations skills.

Presenters: **DAVID T. MIELE**
RBS Asset Finance, Inc.

LYNN STENBACK
Macquarie Equipment Finance

SEAN GILLEN
Kutak Rock, LLP

• Advanced Syndications: Addressing Developments, Risks and Advanced Structures in the Syndication Market

Panelists discuss a myriad of developments, risks and advanced structures in the syndication market, including motor vehicle syndication structures such as titling trusts, remarketing, structured servicing arrangements, securities laws, seller liability and recourse, taxes, sharing arrangements and participations.

Presenters: **MARK D. KOHLER**
GE Commercial Finance

ALAN J. MOGOL
Ober Kaler

BARRY S. MARKS
Marks & Weinberg, P.C.

4:00 – 4:15 pm

Break

4:15 – 5:15 pm

Roundtable Discussion Groups

(sign up for roundtables during Forum registration)

• Forbearance Agreements

This roundtable explores the anatomy of a well-crafted Forbearance Agreement, including the "dive," benchmarks, and waivers and releases of claims.

Discussion Leaders: **JAY L. WELFORD**
Jaffe Raitt Heuer & Weiss, P.C.

MITCHELL D. COHEN
Arent Fox LLP

• Rev Up Your Engines for the 2008 Motor Vehicle Update

Topics include Texas limits on financing non-insurance products; Canadian vicarious liability and cross-border transaction issues; select dealer license requirements when selling off-lease vehicles; other topics of interest.

Discussion Leaders: **DAWN M. BECK**
DaimlerChrysler Truck Financial

JONATHAN E. FLEISHER
Cassels Brock & Blackwell LLP

JOE LAWVER
Messerli & Kramer P.A.

MARK STOUT
Lively, Padfield & Stout

ZEL HEAD
Volvo Financial Services

• **“I Get a Little Help From My Friends”
The Use of Guaranty Agreements, Letters of Credit,
Keep-Wells and Other Credit Enhancements**

A roundtable discussion of how to get the deal done when the credit of the lessee/borrower is less than optimal. Presenter will provide a detailed review of third party guaranties, letters of credit, keep-well arrangements, and comfort letters, including what they are and when and how they are used. Attendees will receive drafting tips and obtain an appreciation for the benefits and limitations of these credit enhancement vehicles.

Discussion Leader: **PAMELA J. MARTINSON**
Bingham McCutchen LLP

• **Renewable Energy Finance: Exciting Deals, Unique Structures and Important Document Issues**

As renewable energy continues its explosive growth, opportunities for leasing and equipment finance companies have increased dramatically. The following topics will be covered, from a basic entry to intermediate level standpoint: renewable energy finance deal structures, documentation and due diligence; tax considerations; sources of repayment – PPAs PBLs, RECs; and regulatory issues.

Discussion Leader: **CRAIG M. KLINE**
Troutman Sanders LLP

• **Around the World in 60 Minutes: Roundtable on Cross-Border and International Issues in Equipment Finance**

Join Canadian counsel in a discussion of the implications of the newly-repealed Canadian Withholding Tax, along with other international issues.

Discussion Leaders: **JEANNE L. EARLY**
Key Equipment Finance

NEIL ABBOTT
Gowling La Fleur Henderson LLP

• **Healthcare Financing Issues: A Special Focus on the Interplay of Government Rules, Claims and Issues, and How They Impact Equipment and Other Collateral-Driven Transactions**

This roundtable will focus on the unique nature of healthcare financing including: perfection of liens in receivables; special lock-box and anti-alienation issues; government regulatory control over the sale and liquidation of collateral; interface with licensure issues; government priming liens; understanding collateral valuation issues as impacted by lessee/borrower's need for state operating licenses; HIPAA/Patient privacy issues in foreclosures and workouts; impact of healthcare ombudsman.

Discussion Leaders: **MARK L. HAMROFF**
Moritt Hock Hamroff & Horowitz LLP


MICHAEL TOBAK, III
GE Healthcare Financial Services

5:30 – 6:00 pm
Newcomer Reception
(pre-registration recommended)

6:00 – 7:30 pm
Opening Reception
Sponsored by **VEDDERPRICE P.C.**

8:00 pm -
Hosted “Dutch Treat” Dinners Around Town
You have to eat, don't you? Why not meet some new people at the same time! Several restaurants have been selected for these “Dutch Treat” dinners, hosted by ELFA Legal Committee members. Diners pay for their own meals. To review the restaurant selections please go here: <http://www.elfaonline.org/pub/events/2008/LF/restaurants.pdf>. Once you have registered for the Legal Forum, go here to reserve your spot at the restaurant of your choice: <http://www.elfaonline.org/pub/events/2008/LF/dinners.cfm>. Simply click the “sign up” link for the restaurant you wish to go to. Your name will be added to the list. If a reservation is full, please select another restaurant.

Monday, May 5

7:15 – 8:00 am
Continental Breakfast
Sponsored by 

Women Key Breakfast
Sponsored by 

8:00 – 8:15 am
Welcoming Remarks/Legal Resources

STEWART G. ABRAMSON
Wells Fargo Equipment Finance, Inc.
ELFA Legal Committee Chair

8:15 – 9:45 am
2008 Legal Update: Leasing on the Right Side of the Law

Session reviews hot topics and legal updates currently affecting the leasing and finance industry, including: the floating forum provision; “hell or high water” provision; automatic renewal provisions, return of equipment; product liability of lessors; buyers, ordinary course; waiver of jury trial; authority to bind a lessee under a lease.

Presenters: **MITCHELL D. COHEN**
Arent Fox LLP

ROBERT W. IHNE

EDWARD K. GROSS
Vedder Price P.C.

9:45 – 10:00 am

Break

10:00 – 11:15 am

Concurrent Breakout Sessions

• **Apps, Bytes and Code – The Basics of Financing Technology**

Session will review the following: issues surrounding installation, maintenance, embedded software, return and disposal and remarketing; software and soft cost financing; bundled transactions; unbundling – pulling apart bundled transactions.

Moderator: JENNIFER ZERM
GE Commercial Finance

Panelists: JIM RECKER
TIP Capital

PEGGY DONG
Oracle Credit Corporation

• **Bankruptcy Update**

This session will focus on current developments in bankruptcy law. The panelists will examine recent case law regarding the classification and treatment of transactions as true leases versus transactions that constitute secured transactions for bankruptcy purposes, as well as the effects of recent amendments to Bankruptcy Code section 365, which governs true leases. This program will also cover best practices for addressing insolvency concerns when documenting equipment lease and finance transactions. This will be an advanced session and presumes knowledge of Articles 2A and 9 of the UCC and basic provisions of the Bankruptcy Code.

Moderator: DAVID F HEROY
Baker & McKenzie LLP

Speakers: KENNETH P. KANSA
Sidney Austin LLP

STEVEN L. HARRIS
Chicago-Kent College of Law

GERALD F. MUNITZ
Goldberg Kohn

11:20 am – 12:30 pm

Concurrent Breakout Sessions

• **Here Today Gone Tomorrow: The Unique Aspects of Inventory Financing**

In a lively, interactive question and answer format, panelists will explore the unique aspects of inventory financing, ranging from the basic to the complex. Sample questions include: What is a purchase money security

interest (PMSI)? How do you get “super-priority?” Does your super-priority carry over to proceeds such as accounts? What is the problem with cross-collateralized PMSIs in inventory? Did Revised Article 9 fix the problem? What’s the difference between a PMSI in inventory and a consignment? Can you get a PMSI in software? Once you get PMSI status, can you lose that status? What is the “dual-status rule” and the “transformation rule?” Are there special rules for consumer-goods transactions? How do you protect against a dealer who sells but doesn’t pay? What are the unique conflicts between a secured party in a lessor’s inventory and the lessee of that inventory? What is floor plan financing and how does it work? How do you convert short-term floor plan financing into term financing? What is a “sale out of trust” and why is it so bad for the inventory lender?

Panelists: BARRY A. GRAYNOR
Cooley Godward Kronish LLP

BARBARA GOODSTEIN
Dewey & LeBoeuf LLP

STEPHEN P. CASO
Sr. Corporate Counsel
JLG Industries, Inc.

STEPHEN J. PATTERSON
Attorney
Nutter McClennen & Fish LLP

• **Essentials of Marine Finance**

Speakers will discuss vessel and marine container financing, with emphasis on documentary and insurance differences from conventional leases and loans, as well as issues confronting inside counsel.

Presenters: STEPHEN T. WHELAN
Thacher Proffitt & Wood LLP

Panelists: MATTHEW B. MCKEON
Key Equipment Finance

12:30 – 1:30 pm

Hosted Luncheon

1:45 – 2:55 pm

Concurrent Sessions

• **Equipment Leasing and Finance As An Unregulated Industry**

Participants in the equipment leasing/finance business often refer to the industry as being “unregulated.” The perceived lack of regulation has led to criticisms of certain standard practices utilized by independent finance companies, while bank lessors, who are more highly regulated, have not suffered the same criticism. The perception of the

unregulated nature of the industry is a myth. This session will discuss significant “hidden” (and some not so hidden) regulations, such as Regulation B, the Fair Credit Reporting Act as amended by the Fair and Accurate Credit Transactions Act, Regulation Z, the USA Patriot Act, the Gramm-Leach-Bliley Act, and the Sarbanes-Oxley Act, with which even non-bank equipment lessors must comply.

Coordinators: **JUDY I. VANOSDEL**
Wells Fargo Equipment Finance, Inc.

MICHAEL A. KARPEN
Troutman Sanders LLP

• **Practical Solutions to Defaults – A Basic Guide to Workouts, Remedies and Enforcement**

This session will help you prepare for the coming economic downturn and will analyze the options available when dealing with troubled leases and secured loans. What are the signs of and the options available at the first sign of trouble? How best to handle a workout with a problem customer? When are the judicial and non-judicial remedies available to a lessor and a secured creditor after default? This session will cover the basic rights and remedies available to enforce a true lease under UCC Article 2A, and a secured loan under UCC Article 9, including repossession, replevin, attachment, collateral sales and damages.

Speakers: **ROBERT E. CONDON**
Greater Bay Capital

JULIAN (PETE) MACK
Buchalter Nemer

LAUREN NEWMAN
Thompson Coburn Fagel Haber

2:55 – 3:10 pm
Break

3:10 – 4:20 pm
Concurrent Sessions

• **Catching Up with Article 9**

This panel will explore recent cases and legislation of interest related to Article 9. The panel will focus on cases addressing hot button topics such as determining the correct debtor name for a financing statement, the rules for filing against foreign debtors and other cases highlighting filing system peculiarities, glitches and traps for the unwary. In addition, the panel will report on other Article 9 cases, both notable and otherwise, with special attention paid to cases panelists think were wrongly decided and those cases reaching inconsistent decisions. If time permits, the panel

will also discuss some of the less known provisions of Article 9, including the underappreciated sections regarding strict foreclosure.

Moderator: **ROBERT DOWNEY**
Caterpillar Financial Services Corporation

Presenters: **MALCOLM C. LINDQUIST**
Lane Powell

DARRELL W. PIERCE
Dykema Gossett PLLC

• **LegalTalk Live from Chicago: Is Market Practice Really Best Practice?**

This session will be a “live” version of a listerv discussion. Panelists will ask a question or give an opinion on a particular issue and encourage audience participation in discussing whether the current market practice is acceptable or tolerable. Topics for discussion include documenting for progress payments, sale leasebacks, copies as chattel paper, damage formula in lieu of put back, insurance verification/accord certificates, automatic renewal notices in first amendment lease structures.

Discussion Leaders: **B. ANDREW FLETCHER**
AIG Commercial Equipment Finance, Inc.

MARK RABINOWITZ
Blank Rome LLP

COLE SILVER
CIT

4:20 – 4:30 pm
Break

4:30 – 5:30 pm
Concurrent Breakout Sessions

• **Advanced Syndications: Addressing Developments, Risks and Advanced Structures in the Syndication Market (repeat)**

• **Fraud Is Back – Potential Sources of Recovery and Evolving Theories of Liability**

This session will discuss theories and causes of action used by creditors, bankruptcy debtors and bankruptcy trustees to attempt to recover money on fraudulent transactions from sources other than a fraudulent borrower or lessee arising out of some recent fraudulent transactions. The session will also discuss the business aspects in making the decision as to whether litigation should be commenced by funding sources against brokers, assignors, lessors, vendors, and others arising out of a fraudulent transaction.

Moderator: **ANDREW ALPER**
Frاندzel Robins Bloom & Csato L.C.

Presenters: **RICHARD WEINER**
Aronsohn, Weiner & Salerno

WILLIAM C. CAREY
US Express Leasing, Inc.

5:45 – 7:15 pm
Hosted Reception

Tuesday, May 6

7:15 – 8:45 am
Continental Breakfast

Sponsored by **THOMPSON COBURN LLP**

9:00 – 10:00 am
Roundtable Discussion Groups

• **The Intersection of Private Equity and Equipment Finance**
A discussion of the different ways in which private equity is being used to finance equipment, including providing debt financing, equity, joint ventures and public offerings, in the context of both small ticket and large ticket transactions.

Discussion Leaders: **EDWARD S. GRENVILLE**
Sonnenschein Nath & Rosenthal LLP

PETER S. MORGAN
Thatcher Proffitt & Wood, LLP

• **Business Air Finance - A Still Strong, But Evolving Market (including Navigating the Capetown System)**
Discussion leaders will review some of the more topical issues and considerations pertaining to business aircraft finance including: Cape Town Treaty update, including the current list of signatories, market approach to syndications, and unavailability of IR and other IR remaining predicaments; dealing with third-party managers and chartering, including, recent governmental scrutiny of Part 135 operators, and insurance considerations; fractional share financing, including certain fractional-specific closing requirements, and the “practicalities” of enforcing the financing party’s rights; progress payment financings, including vendor “cooperation” agreements; operating, hangaring or registering aircraft outside of the US; as well as audience questions and anecdotes regarding other current practice issues.

Discussion Leaders: **EDWARD K. GROSS**
Vedder Price P.C.

DAVID W. PARR
Bank of America, N.A.

KEITH BLOCK
Block Marcus & Williams LLC

• **Issues for Bank-Owned Equipment Finance Companies**
Bank-owned equipment finance companies face issues unique to them due to the bank regulatory environment. These issues include the scope of permissible powers of banks and their operating subsidiaries, the specific regulatory regime that applies to such companies depending on whether they are owned by a foreign bank, a national bank or a state chartered bank, regulations that apply generally to banks and their operating subsidiaries, and capital weighting and other related requirements. This Roundtable will explore these issues. Further, the Legal Committee of the ELFA recently formed a Banking Subcommittee and this Roundtable will be the first opportunity for subcommittee members and others to exchange ideas on these issues in a face-to-face forum.

Discussion Leaders: **SCOTT A. STEIN**
RBS Asset Finance, Inc.

JEANNE L. EARLY
Key Equipment Finance

OTHERS TO BE ANNOUNCED

• **State of the Securitization Market**

Discussion Leader: **DEBRA GOLDBERG**
Dewey & LeBoeuf LLP

OTHERS TO BE ANNOUNCED

• **Forbearance Agreements (repeat)**

• **Rev Up Your Engines for the 2008 Motor Vehicle Update (repeat)**

10:00 – 10:15 am
Break

10:15 – 11:15 am
Concurrent Breakout Sessions

• **Sand Traps, Snake Pits and Things that go Bump in the Night! Hidden Liens and Other Impediments to Consensual Liens and Security Interests**

Secured creditors rely upon the certainty and predictability of a security interest perfected under Article 9 of the Uniform Commercial Code. There are a variety of state and federal laws that can adversely affect the priority of a secured creditor’s lien. Panelists will lead a discussion identifying these conflicting interests and offer strategies to eliminate or reduce the financial impact imposed when conflicting adverse lien claims arise.

Moderator: **DAWN M. BECK**
DaimlerChrysler Truck Financial

Presenters: **FRANCIS X. BUCKLEY, JR.**
Thompson Coburn Fagel Haber

JAY L. WELFORD
Jaffe Raitt Heuer & Weiss, P.C.

• **Fraud Is Back – Potential Sources of Recovery and Evolving Theories of Liability** (*repeat*)

11:15 – 11:30 am
Break

11:30 am – 12:30 pm
**How Business Lawyers Get Into Trouble:
Ethical and Legal Issues for the Practitioner**

This session covers some of the ethical and legal "hot topics" that transactional and in-house lawyers are currently dealing with, including: multi-jurisdictional law practice

and the unauthorized practice of law; conflicts of interest; how to avoid becoming subject to the practice rules of another jurisdiction; ethical pitfalls arising from the outsourcing of legal work; what are best practices to avoid malpractice liability and ethics violations? what are the distinct issues facing: a) transactional lawyers, and b) litigators? Does full disclosure eliminate all risks? More loss prevention tools.

Presenters: **MICHAEL A. LEICHTLING**
Troutman Sanders LLP

OTHERS TO BE ANNOUNCED

ELFA Legal Committee

STEWART G. ABRAMSON
ELFA Legal Committee Chair
Wells Fargo Equipment Finance, Inc.

TERESA D. DAVIDSON
Immediate Past Chair
Volvo Financial Services North America

ANDREW K. ALPER
Frاندzel Robins Bloom & Csato, L.C.

DAWN M. BECK
DaimlerChrysler Truck Financial

MITCHELL D. COHEN
Arent Fox, PLLC

ROBERT E. CONDON
Greater Bay Capital

LAWRENCE D. COOPER
Volvo Financial Services North America

PEGGY DONG
Oracle Credit Corporation

JEANNE L. EARLY
Key Equipment Finance

B. ANDREW FLETCHER
AIG Commercial Equipment Finance, Inc.

DEBRA P. GOLDBERG
Dewey & LeBoeuf LLP

BARRY A. GRAYNOR
Cooley Godward Kronish LLP

EDWARD S. GRENVILLE
Sonnenschein Nath & Rosenthal LLP

EDWARD A. GROOBERT
ELFA Legal Counsel
Dykema Gossett PLLC

MICHAEL KARPEN
Troutman Sanders LLP

MARK D. KOHLER
GE Commercial Finance

JULIAN W. MACK
Buchalter Nemer

PAMELA MARTINSON
Bingham McCutchen LLP

JAMES RECKER
TIP Capital

JAY L. WELFORD
Jaffe Raitt Heuer & Weiss, P.C.

Registration and General Information

Please register as far in advance as possible. Register by **April 25, 2008** to ensure that your name appears on the list of attendees. Please note: you may also register for this conference via the Internet at ELFA Online – <http://www.elfaonline.org/pub/events/2008/LF/>

Registration Fees

Member (1st person)	\$1,050
Each additional ELFA member	\$945
First time attendee (ELFA members only)	\$840*
Nonmembers	\$2,100
Spouse/Companion Registration	\$175
Committee Member or Speaker Fee (attending entire conference)	\$525
Speaker Fee (if attending day of presentation/one day only)	waived
Golf Fee - limited to 40 players	\$180

***First Time Attendees from ELFA member companies! Reduced Registration Fee!**

If you are employed by an ELFA member company and have never previously attended the ELFA Legal Forum, then you may be able to register for this year's Forum at 25% off the regular ELFA member fee, which is \$840, or a savings of \$210! Please note: This special savings is available only if one additional person from your company is attending at the regular ELFA member rate of \$1,050.

Non-Members: Please read carefully.

Non-members are welcome to attend this conference and must register at the non-member rate. In addition, if you are employed by a company that has not renewed its membership in the ELFA, you must wait one year to attend this conference as a non-member.

Membership Information

If you are interested in joining ELFA, please call ELFA Member Services at (202) 238-3418, or check the appropriate box on the registration form.

Speaker/Committee Registration and Fee Policy

All speakers and committee members must complete and return the registration form. Speakers attending the entire Forum pay half the registration fee (in this case, \$525). The fee is waived for speakers who are attending only on the day of their presentation. Committee members, regardless of length of stay at the conference, pay half the registration fee (\$525). Please make sure you check the appropriate box on the registration form. If you have questions regarding these policies, please contact Racquel Codling at 202-238-3414 or rcodling@elfaonline.org

Spouse/Companion Fee

A spouse/companion attending any portion of the conference or social function must be registered and must pay the spouse/companion fee of \$175. Please mark the appropriate box on the registration form. If your spouse/companion is employed in leasing and wishes to attend any portion of the conference, the full attendee (member/non-member) registration fee is due.

Continuing Legal Education Credit

The ELFA is a recognized sponsor of continuing legal education with most State Bar Associations. Immediately following the ELFA Legal Forum, ELFA members will receive confirmation of their attendance which they can use to obtain continuing legal education credit.

Special Networking Events

NEWCOMER RECEPTION, SUNDAY, MAY 4TH

Is this your first ELFA Legal Forum? Would you like to meet some of your peers? The ELFA Legal Committee wants you to make the best use of your time at this meeting. If you would like to attend the Newcomer Reception scheduled Sunday, May 4th from 5:30 – 6:00 pm, check the appropriate box on the Conference Registration Form.

WOMEN IN LEASING BREAKFAST, MONDAY, MAY 5TH

For several years, women attorneys have been meeting informally to network with one another and share business experiences. This year's breakfast, sponsored by Key Equipment Finance, is scheduled for 7:15 – 8:00 am on Monday, May 5th. If you would like to attend this breakfast please check the appropriate box on the Conference Registration Form.

“HOSTED DUTCH TREAT” DINNERS AROUND TOWN: SUNDAY, MAY 4TH

Once again the ELFA Legal Committee is hosting a series of Dutch Treat Dinners on Sunday, May 4th. This is a great way to meet some new people! Several restaurants have been selected; Diners pay for their own meals. To review the restaurant selections please go here:

<http://www.elfaonline.org/pub/events/2008/LF/restaurants.pdf>. Please note: Once you have registered for the Legal Forum you will gain access to Restaurant Reservations. After reviewing the restaurant choices, please go here to reserve your spot at dinner: <http://www.elfaonline.org/pub/events/2008/LF/dinners.cfm> Simply click the “sign up” link for the restaurant of your choice. You will also be able to see who has already registered for a particular restaurant, and who is hosting a particular dinner. Space is limited, so if a restaurant is full, please select another. Diners will receive an email giving them instructions regarding when the dinner is scheduled and directions for getting there.

Golf

A limited number of spaces (40) have been reserved for attendees on Sunday, May 4 beginning at 8:00 am at the Harborside International Golf Course. Cost: \$180. Cost includes continental breakfast, green fees, cart, taxes, transportation and a box lunch. Transportation provided will leave the hotel at 6:45 am. If you are interested in playing golf, please check the appropriate box on the registration form and include your \$180 in your total registration fee. To view the golf course, please go here: <http://www.harborsideinternational.com/> Note: Golf pairings must be made directly on the ELFA website. Once you have registered and paid, please go here to set up your golf pairings: <http://www.elfaonline.org/pub/events/2008/LF/golfpairings.cfm> There will be no refunds for golf after Friday, April 18, 2008.

How To Register

Please note: We encourage you to register online via American Express, MasterCard, Discover, Diners Club or VISA on our secure server: <http://www.elfaonline.org/pub/events/2008/LF/> You will receive a confirmation number from the website. However, if you prefer or need a traditional registration form, print the PDF of the conference brochure from this link and return the completed registration form with payment to:

Mail-In-Address – Please Review Carefully

1) For check or credit card payments, mail to: Equipment Leasing and Finance Association, Inc. PO Box 34733, Alexandria, VA 22334-0733

2) If you are using express mail to register for this conference, please mail to: ELFA, 1825 K Street, NW, Suite 900, Washington, DC 20006-1203

Register By Fax

You can register for ELFA meetings with the ease of faxing. Simply complete the registration form, including the appropriate credit card information, and fax this to ELFA at 202-478-0980. A confirmation will be forwarded to you.

Cancellation Policy

- Full Registration Refunded: Cancellation must be received no later than **Tuesday, April 22, 2008**
- Refund minus \$100: **Between Wednesday, April 23, 2008 and Monday, April 28, 2008**, a \$100 service fee will be applied to your cancellation request.
- No Refund: **No refunds of registration fees will be given for cancellations received on or after Tuesday, April 29, 2008.**

Please Note: Cancellations by telephone will be accepted, but must be followed up with a letter that includes the name of the ELFA staff member who accepted the cancellation. This letter may be:

- a. mailed to Morinia Scott at ELFA headquarters
- b. faxed to 202-478-0980, Attn: Morinia Scott, or
- c. emailed to Morinia Scott at msscott@elfaonline.org

Substitutions

Substitutions for the entire program may be made at any time, including on-site registration.

Hotel Information

A block of rooms is being held for attendees of the 2008 Legal Forum at the **Westin Michigan Avenue**, 909 N. Michigan Avenue, Chicago, IL 60611. A special conference rate of **\$269 + 15.4% tax** single/double occupancy is offered to attendees. Please call the hotel directly at **(888) 627-8385 before April 10, 2008** to ensure the group rate. Be sure to tell the reservations clerk you are attending the ELFA Legal Forum in order to get the group rate. Reservations made after the April 10 cutoff date are based on availability and may be at a higher rate.

Getting There: The Westin Michigan Avenue is located 30 miles from O'Hare International – taxi \$35 and 15 miles from Midway airport – taxi \$25.

For further information about this hotel, check our their website:

<http://www.starwoodhotels.com/westin/property/overview/index.html?propertyID=1030>

Sponsorship Opportunities

Sponsorships are an effective way to get your company noticed by attendees. The following sponsorship opportunities still remain for the ELFA Legal Forum:

CD Rom of Handouts	\$6,000
Keynote Speaker	\$5,000
Monday Reception	\$7,500
Monday Luncheon	\$5,000

Sponsorship Benefits

As a sponsor, your company will receive the following benefits:

- Recognition (your logo) in all promotional materials and the final program
- Recognition (your logo) on the ELFA website with a link to your website
- Recognition onsite at the Opening General Session
- Signage at the Conference
- Pre/Post roster in Excel Format
- Sponsor ribbon
- Right of "first refusal" for the same event/item the following year

(good for one year)

- Company description and contact information included in onsite attendee packets
- Recognition as a sponsor in ELT
- Event Sponsorships of \$5,000 or more receive 2 complimentary passes to the event they sponsor
- Event sponsorships of \$10,000 or more receive 1 complimentary conference registration

Remember to contact Sally Maloney at smaloney@elfaonline.org or (202) 238-3427 if you are interested in sponsoring any of the conference events or items.

Photographs Taken at the Conference

Photographs of speakers and attendees may be taken at this Forum. These may appear in ELFA publications or on the ELFA website. By registering for this conference, you authorize ELFA the right to use any photographs taken of you during the course of the Legal Forum.

Attire

Business casual is appropriate for this meeting.

Inquiries

If you have a question about the conference not related to registration, please call ELFA Professional Development at (202) 238-3400

Email for registration inquiries:

msscott@elfaonline.org (Note: no registrations can be made by telephone)

Conference Registration Form

Please Note: We encourage you to register for this conference, including your golf registration, directly from the ELFA website: <http://www.elfaonline.org/pubevents/2008/LF/> If you prefer, complete and return this registration form and mail with payment to: Equipment Leasing and Finance Association, Inc. PO Box 34733, Alexandria, VA 22334-0733. If you are registering using Express Mail, send completed conference registration form and check to ELFA, 1825 K Street, NW, Suite 900, Washington, DC 20006-1203.

Please use one form per registrant; copy for additional registrations. To ensure your name appears on the list of attendees, ELFA must receive your registration form and payment no later than **Friday, April 25, 2008**.

Registration Fees*:

Individual: ELFA member:	\$1,050
Each additional ELFA member representative:	\$945
First Time Attendee (members only):	\$840*
Non-members:	\$2,100
Spouse companion fee:	\$175
Committee member fee:	\$525
Speaker Fee: (attending entire conference)	\$525
Speaker Fee: waived if attending day of presentation/one-day only; does not apply to committee members)	
Golf Fee:	\$180

***Please note: This special savings is available only if one additional person from your company is attending at the regular ELFA member rate of \$1,050.**

See speaker/committee registration and policy under "Registration and General Information" for fee clarification.

Cancellation Policy: I have read and agree to the ELFA cancellation policy (registration will not be complete unless box is checked)

Non-Members: Please read carefully

Non-members are welcome to attend this conference and must register at the non-member rate. In addition, if you are employed by a company that has not renewed its membership in the ELFA, you must wait one year to attend this conference as a non-member.

Yes, I would like information about my company becoming a member of ELFA.

Golf

Yes. I would like to play golf on Sunday, May 4 beginning at 8:00 am. Transportation leaves hotel at 6:45 am. I have enclosed an addition \$180 with my registration fee for this purpose. **No refunds for golf after Friday, April 18, 2008.** To put together or join a foursome, visit the ELFA website <http://www.elfaonline.org/pub/events/2008/LF/golfpairings.cfm>

Dutch Treat Dinners

Yes. I would like to attend one of the Dutch Treat Dinners on Sunday, May 4th. Once you have registered for the Legal Forum you will be able to reserve your spot by going here: <http://www.elfaonline.org/pub/events/2008/LF/dinners.cfm>

Newcomer Reception

Yes I will be attending the Newcomer Reception on Sunday, May 4 at 5:30 pm (first time attendees only)

Women in Leasing Breakfast

Yes, I will be attending the Women in Leasing Breakfast on Monday, May 5th at 7:15 am

NAME _____

NICKNAME FOR BADGE _____

TITLE _____

COMPANY _____

ADDRESS _____

CITY/STATE/ZIP _____

TELEPHONE _____ FAX _____

E-MAIL ADDRESS _____

No. of Years as a Practicing Attorney (please check)

__ under 1 year __ 1-3 years __ 4-6 years __ 6-9 years __ 10+ years

No. of Years In Leasing (please check)

__ under 1 year __ 1-3 years __ 4-6 years __ 6-9 years __ 10+ years

Credit Card Reservations:

FAX this form to (202) 478-0980 Attn: Meetings Dept.

VISA Mastercard Amex Discover Diners Club

Total Amount to be charged \$ _____

Card Number _____ Exp. Date _____

Name on card (PLEASE PRINT) _____

Signature _____

Confirmations will be forwarded after registrations are received and processed.