

# 2014 CLP ACCOMPLISHMENT REPORT

## 2014 CLP Board of Directors

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David Normandin, CLP  
Banc of California

### *Vice President*

Brian Schonfeld, CLP  
Pawnee Leasing Corp.

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### *Secretary*

Lori Dean, CLP  
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### *Directors*

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Ascentium Capital

Nancy Geary, CPA, CLP  
ECS Financial Services

Chris Lerma, CLP  
Allegiant Partners

Pete Sawyer, CLP  
Sun South  
Equipment Leasing

Carl Vilella, CLP  
Acceptance Leasing &  
Finance Corp.

### *Executive Director*

Reid Raykovich, CLP

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## Membership

The CLP Foundation received and approved 49 applications this past year, with 36 applicants sitting for and passing the exam. The remaining applicants are either studying to take the exam or planning to re-sit for it. With 213 CLPs in good standing, the Foundation now has its highest membership count since the inception of the designation in 1985. The previous high number was in 2013 and 2008 at 199.

The following are the individuals who gained the Certified Lease Professional Designation in 2014:

Heather Ayers, CLP	First American Equipment Finance
Kim Bartling, CLP	Finance Capital
Teresa Billick, CLP	Independent
Todd Buzard, CLP	First American Equipment Finance
Sonia Clifffel, CLP	First American Equipment Finance
Lisa Collins, CLP	First American Equipment Finance
Anne Dalgaard, CLP	ECS Financial Services, Inc.
Jen Fitch, CLP	First American Equipment Finance
Paul Fogle, CLP	Quality Leasing Co., Inc.
Nick Fong, CLP	Allegiant Partners
Nathan Gibbons, CLP	First American Equipment Finance
Sandy Grossman, CLP	First American Equipment Finance
Stephanie Hall, CLP	Bryn Mawr Funding
Dave Isenberg, CLP	GreatAmerica Financial Services
Cory Laske, CLP	First American Equipment Finance
Karen Leastman, CLP	First American Equipment Finance
David Lempko, CLP	First Niagara Financial Group
Christina Lord, CLP	First American Equipment Finance
Andrew Mallinger, CLP	Fora Financial, LLC
Dave Maslyk, CLP	Bank of the West
Jonah Michael, CLP	First American Healthcare Finance
Sinead Murphy, CLP	ECS Financial Services
Chris Nagle, CLP	De Lage Landen Financial Services
Chad Oleson, CLP	Better Programs, Inc. (TurboLease)
Chooney Pak, CLP	Providence Capital Funding, Inc.
Jennifer Pryor, CLP	Allegiant Partners
Alfred Quinto, CLP	First American Equipment Finance
Mitch Rice, CLP	Commercial Capital Company, LLC
Melissa Sayre, CLP	Financial Pacific Leasing
Mark Schrews, CLP	IOU Central
Bobby Siddiqui, CLP	Alliance Funding Group
Lauren Timlin, CLP	Banc of California
Sara Whitford, CLP	First American Equipment Finance
Tobey Wilson, CLP	ECS Financial Services
Emily Windle, CLP	Finance Capital

## Education

The Foundation worked closely this past year with the National Equipment Finance Association (NEFA) to present four Institutes for Leasing Professionals (ILP) located throughout the country. The first was hosted by ECS Financial Services in the Chicago area; the second hosted by Financial Pacific Leasing in the Seattle area; the third was hosted by Banc of California in the Southern California area and lastly, FSG Capital helped facilitate a Maryland ILP. The Foundation is also excited to announce that next year a preparatory course geared specifically for the CLP Exam will be offered! Entitled "Academy for Lease & Finance Professionals" (ALFP), this two-day course will cover all three of the mandatory sections of the exam in-depth and help prepare the CLP candidate to be successful in obtaining the designation. The first ALFP is tentatively scheduled to be held in the Southern California area at the end of the first quarter of 2015.

## CLP Associate Designation

In April 2014, the Foundation announced the creation of the CLP Associate Designation. This designation was created in an effort to attract motivated young leasing professionals in our industry to strive for CLP Certification.

While continuing to maintain the current high levels of competency, standards of professionalism and conduct required for full CLP designation, the CLP Associate designation is for the individual with 24-months in the industry who is motivated to participate in the education needed, and sit for the exam prior, to reaching the 3-year threshold. First American Equipment Finance employs the first CLP Associate - Nick Borkowski.

## Cindy Spurdle Award of Excellence



*Nancy Geary, CPA, CLP received the award in 2013 and presented Reid Raykovich, CLP with the plaque.*

The 2014 Cindy Spurdle Award of Excellence was presented to Reid Raykovich, CLP at the NEFA Fall Funding Symposium in Nashville, TN. She was chosen as the CLP who has contributed the most to the industry and best represents the CLP ideals. David Normandin, CLP, President of the CLP Board of Directors stated, "Reid has been and continues to be committed to the success of the CLP Foundation. She has demonstrated this commitment by doing the heavy lifting that has resulted in the Foundation's double digit growth."

## Board of Directors

The Foundation's Board of Directors is comprised of five elected Directors serving two-year terms and four Directors appointed by the National Association of Equipment Leasing Brokers (NAELB) & the NEFA for one-year terms. Below are the Directors for the 2015 CLP Foundation:

Courtney DioGuardi, CLP	First American Equipment Finance (NEFA-Appointed)
Bob Fisher, CLP	Ascentium Capital (Elected in 2013)
David Normandin, CLP	Banc of California (Elected in 2013)
Larry Randall, CLP	Arvest Equipment Finance (NEFA-Appointed)
Joe Schmitz, CLP	F.I.T. Leasing (NAELB-Appointed)
Brian Schonfeld, CLP	Pawnee Leasing (Elected in 2013)
Marci Slagle, CLP	Varilease Finance, Inc. (Elected in 2014)
Amy Spragg, CLP	Pacifica Capital (Elected in 2014)
Carl Villella, CLP	Acceptance Leasing & Finance (NAELB-Appointed)

The Foundation would especially like to salute those whose terms have come to an end and have graciously volunteered their time over the years:

Lori Dean, CLP (Secretary)	Arvest Equipment Finance (NEFA-Appointed)
Nancy Geary, CPA, CLP	ECS Financial Services (Elected in 2013)
Chris Lerma, CLP	Allegiant Partners (NEFA-Appointed)
Pete Sawyer, CLP	Sun South Equipment Leasing (NAELB-Appointed)

## Companies with three or more CLPs

First American Equipment Finance (27)
Financial Pacific Leasing, LLC (23)
Allegiant Partners, Inc. (10)
Orion First Financial LLC (8)
ECS Financial Services, Inc. (7)
Arvest Equipment Finance (6)
Ascentium Capital, LLC (5)
Great American Insurance (5)
Banc of California, N.A. (4)
Bank of the West (4)
Innovative Lease Services, Inc. (4)
Maxim Commercial Capital, LLC (4)
FSG Leasing Inc. (3)
LeaseTeam Inc. (3)
Pacifica Capital (3)

The CLP designation identifies you as a knowledgeable professional to employers, clients, customers, and peers in the leasing industry. There are currently 231 Certified Lease Professionals throughout the world. For more information please call Reid Raykovich, CLP, Executive Director at (206) 535-6281 or visit [www.clpfoundation.org](http://www.clpfoundation.org)