“How To” Use The CLP Logo

For supporters of the CLP Program and employers of CLPs, you can display the CLP logo on your website, business cards or stationary. The Foundation has designed these two new CLP logos specifically for this purpose. Simply go to the “Members Only” section of the CLP web site and follow the instructions for downloading. These are the only logos sanctioned by the Foundation for use on the web or print materials.

The new logos are available in several different sizes and formats which should suit all your needs.

CLP Stimulus Plan

The Foundation’s CLP Stimulus Plan drops the fee for the CLP Exam and CLP Handbook from $610 to $495 and will expire on June 30th. Remember that candidates can still study at their own pace; the only requirement is that the CLP Application for certification is received by June 30th along with the exam fee.

Remember EOGO: Every One Get One

Our request is that every CLP reach out to their colleagues and encourage at least one to study for and take the new CLP Exam this year. Many of you will naturally encourage far more that one of your peers to become a part of the industries only recognized certification program, and that would be great!

Leasing News Person of the Year
Bob Teichman, CLP

Congratulations to CLP, Bob Teichman, on being named Leasing News Person of the Year for 2008 for all the service he has provided the equipment leasing industry in the United States as well as abroad.

Bob was 2007-2008 President of the CLP Foundation and is currently Chairman of the Leasing News Advisory Board; one of the original founders of this internet trade publication as well as one of the originals in the formation of the CLP program. Bob has served on the UAEL Board of Directors and numerous committees including serving as Education Committee Chair. Bob’s career spans over 45 years with such companies as Belvedere Equipment Finance, Crocker Bank, Dividend Leasing, New England Capital, Sumitomo Bank, as well as his own company Teichman Financial Training, Sausalito, California.

The 2007 recipient of the Leasing News Person of the Year award, Paul Menzel, CLP presented the award to Bob at the NAELB annual business meeting luncheon on Saturday the 2nd of May at the Red Rock Casino in Las Vegas, Nevada. Over 400 attendees listened to a glowing speech about Bob by Paul and then gave a standing ovation to Bob after his dignified and appreciative acceptance speech that called on the industry to continually strive for improvement, especially through education.

It was reported that in the nomination process by the Leasing News Advisory Board that Bob was continually described as a statesman and as a dedicated and true leasing veteran, who consistently contributes to the improvement and well-being of the leasing community, a good person, an honorable and trustworthy man, an individual with the qualities one would hope for in a dear friend or trusted colleague and CLP - here at the CLP Foundation we couldn’t agree more! Way to go Bob!
How did you get your start in the equipment leasing industry?
I began my career in leasing at Financial Pacific Leasing in 1986. I found myself interested in all aspects of the business and took advantage of opportunities as they arose to work in various areas of the company. I found that I wasn’t at all interested in accounting or IT but had a passion for solving problems, setting and achieving goals and was not fearful of taking on the risks and accountability of being a decision maker. In 2003, after a long and successful career at FP, I made the decision to leave my position as VP of Funding for an opportunity to further expand my knowledge and experience. I joined Orion First Financial, LLC as the Credit and Operations Manager and have been like a kid in a candy store ever since!

What is one of things you enjoy about your current position?
I enjoy the complex nature of Orion’s business model and strive every day to learn something new that I can pass on to someone else. I truly enjoy participating in others journeys to success and make it a point to make a difference in someone else’s life each day whether it is personally or professionally. I pride myself on my integrity and work ethic. I know that hard work, focus and perseverance pay off. My day typically starts around 6:00 a.m. which is my favorite time in the office. I am able to get through most of the day’s tedious tasks and focus on the staff and clients when 7:00 a.m. rolls around, which is when all the fun starts!

If you could be a superhero, what would be your super power and why?
If I could be a superhero my powers would be to read minds. If I knew exactly what someone was thinking rather than having to try and read between the lines, I could probably cut my work day in half….how amazing would that be!

How do you enjoy your spare time, Shannon?
Outside of work I am the mother of two children, a 21 year old daughter (who also works at Orion) and a 13 year old son (who is out to save the earth one day) and happily married for 21 years to my husband and best friend Michael. We enjoy movie nights, camping, working in our yard and anything else that enables us to enjoy the sunshine.

An Interview with Olevia Yates, CLP

An Interview with Shannon Green, CLP

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(Past President)

Chris Walker, CLP
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Bob Teichman, CLP
(Past President)

D. Paul Nibarger, CLP
(Director)

Theresa Kabot, CLP
(President)

Compliance

A Certified Lease Professional will always staff all advertising
materials

Advertising Opportunities

<table>
<thead>
<tr>
<th>Description</th>
<th>Before July 1st</th>
<th>After July 1st</th>
</tr>
</thead>
<tbody>
<tr>
<td>CLP Circular - business card size ad</td>
<td>$1150</td>
<td>$1350</td>
</tr>
<tr>
<td>Inside Cover of CLP Handbook 2009 Edition</td>
<td>$850</td>
<td>$1000</td>
</tr>
<tr>
<td>Back Cover of CLP Handbook 2009 Edition</td>
<td>$1150</td>
<td>$1350</td>
</tr>
<tr>
<td>Inside Pages of CLP Handbook 2009 Edition</td>
<td>$75</td>
<td>$75</td>
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</tbody>
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CLP Standards of Professional Conduct

- A Certified Lease Professional will always strive to conduct all business dealings in an honest, ethical, and professional manner.
- A Certified Lease Professional will respect ownership of funds delivered as advanced fees or security deposits and will treat in a fiduciary capacity all funds received in that capacity.
- A Certified Lease Professional will strive to constantly gain additional education to improve his/her professional competency and will work to promote education and integrity within the leasing industry.
- A Certified Lease Professional will never make false or misleading statements to his/her employer, customers, vendors or funding sources.
- A Certified Lease Professional will never be involved in fraudulent activities in business dealings within the equipment leasing industry.
- A Certified Lease Professional will always treat with confidentiality, as defined by law, all information regarding customers, vendors, funding sources and credit reporting agencies.
- A Certified Lease Professional will act in a leadership role in the industry and always be held to the highest standards of conduct applicable to the industry.

Committees

Committee

Education/Training

Updates the CLP Handbook, is the keeper of the Body of Knowledge, implements the Mentor Program and determines what workshops presented at association meetings qualify for CPE's

- Bob Teichman, CLP (Chair)
- D. Paul Nibarger, CLP
- John Rosenlund, CLP

Exam Re-Write, Review & Update

Oversees the updates of the new CLP Exam based on feedback from exam takers and exam graders and beta testers. Maintains as database of questions and answers for future exams.

- Larry LaChance, CLP (Chair)
- Theresa Kabot, CLP

Marketing

Develops ways to market the CLP Certification Program, the CLP Handbook and the Recertification Program.

- Rosanne Wilson, CLP (Chair)
- Joe Bonanno, CLP
- Kevin Clune, CLP
- Nancy Pistorio, CLP
- Vicki Shimkus, CLP
- Chris Walker, CLP

Nominating

Responsible for selecting nominees from CLPs in Good Standing to stand for election to the CLP Board of Directors for the years 2010 & 2011.

- Bob Teichman, CLP (Chair)