

2014

The Annual Schedule of Conferences, Workshops and e-Learning Opportunities



*Reach
your full
potential*

Business & Professional Development

BUSINESS DEVELOPMENT OPPORTUNITIES

FEBRUARY

February 23-25

Equipment Management Conference & Exhibition

Arizona Biltmore Hotel • Phoenix, AZ

Focusing on the issues concerning asset managers, equipment appraisers and remarketers for over a quarter of a century, this conference and exhibition is a “must attend” event for anyone involved in equipment management. The conference includes multiple sessions that evaluate the current market conditions, portfolio quality and residual values for a variety of equipment segments. Agenda includes live, on-site inspections of specialty vehicles, along with off-site equipment tours at actual worksite locations. In addition, everyone you need to talk to is under one roof at the world-class conference and exhibition.

Who Should Attend

Equipment management professionals, including senior managers and their staff, and service providers to the industry. For information on how your company can exhibit at this conference, contact Steve Wafalosky at steve@larichadv.com or (440) 247-1060.

MARCH

March 9-11

Executive Roundtable

Hyatt Regency Coconut • Bonita Springs, FL

The Executive Roundtable is the premier event for Presidents, CEOs and other top leaders within equipment leasing and finance companies. It is designed to bring these leaders together to discuss the issues of the day, to strategize about the future and to create lasting business relationships. Top-notch speakers and thought leaders have been invited to discuss the leading indicators for growth in equipment investment, along with an analysis of capital spending in the United States. Others will discuss specific proposed solutions to the nation's impending fiscal crisis—and how we can fix it to ensure that our country enjoys a sustainable economy for generations to come. A leading expert on the impact of generational characteristics and differences on the workplace will share how generational demographics are changing the landscape of business. Other issues addressed will include analyses of the health care and clean energy technology markets and an update on the accounting, legislative and regulatory environments.

Who Should Attend

Only senior executives from ELFA regular member companies may attend this meeting. Executives must hold the position of president or CEO, be part of the senior leadership team, and/or manage a substantial division with the company. Three individuals per company may attend.

March 20

13th Annual IMN/ELFA Investors Conference

McGraw Hill Auditorium • New York, NY

Now in its 13th consecutive year, the Investors Conference on Equipment Finance is set to attract increasing attention from analysts, bankers and institutional investors. Nearly half of the delegates represent investors and equipment finance companies who come to network and learn about the latest industry trends and developments. The agenda includes a review of the current landscape for commercial finance and equipment leasing, along with an update on the capital markets.

For more information on the 13th Annual ELFA/IMN Investors Conference on Equipment Finance, please go to www.imn.org

Who Should Attend

CEO/CFO/finance directors of equipment finance companies, investors and providers of private capital, rating agencies, investment bankers, credit enhancers, financial advisors, technology service providers, trustees and attorneys.

APRIL

April 23-25

26th Annual National Funding Conference

Swissôtel Chicago • Chicago, IL

The ELFA National Funding Conference is the largest gathering of funding sources serving the equipment finance industry. This widely-respected and highly-popular forum provides the optimum atmosphere for funding sources and equipment finance companies to discuss funding programs and options. Confidentiality and access to key players are the main trademarks of this meeting.

If you are interested in becoming a Funding Source Exhibitor, contact Lesley Sterling at ls Sterling@elfaonline.org.

Who Should Attend

Principals in leasing and finance organizations responsible for funding the company and its transactions, and for participating in transactions, and those who want to meet with current funding sources, establish new relationships to fulfill their funding needs, and keep current on the latest funding issues.



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MAY

May 4-6

Legal Forum

The Worthington Renaissance Fort Worth Hotel • Fort Worth, TX

The premier event for attorneys serving the equipment finance industry, this conference provides an analysis of current legal issues facing lessors, offers a basic legal review for attorneys new to leasing, improves the professionalism of attorneys involved in leasing matters and creates an environment that encourages networking with peers. The Forum stresses practical solutions and strategies for addressing the practice of law as it affects the equipment leasing and finance community.

The ELFA is a recognized sponsor of continuing legal education by most states in the U.S. Attendance at the conference may be used to fulfill your annual continuing education requirements.

Who Should Attend

Internal and external counsel, as well as entry and senior-level attorneys.

May 7-9

AGL&F/ELFA Public Sector Finance Forum

The Mayflower Hotel • Washington, DC

The Association of Governmental Leasing and Finance (AGL&F) has joined forces with the ELFA to create a unique conference for equipment leasing and finance professionals who do business in the public sector. The agenda is designed to help these individuals understand trends in the municipal leasing marketplace, and explore opportunities with public sector equipment leasing transactions. Attendees will have ample networking opportunities while gaining new insights into this unique marketplace.

Who Should Attend

Experienced municipal lessors, as well as those new to this market. Business executives, document management specialists, syndicators, rating agencies, municipal bond insurers, investment bankers, government officials, manufacturers, vendors, third-party lessors, attorneys, credit and sales personnel, and individuals interested in pursuing a new business development opportunity.

May 14-15

Capitol Connections

The Washington Court Hotel • Washington, DC

This annual event, which is a component of the ELFA Grassroots Program, is designed to present a united voice for public policy impacting the equipment leasing and finance industry. The program offers unmatched opportunities to develop and maintain relationships with elected officials and key regulators at select federal agencies, and brings important industry issues to the forefront. ELFA member participation in the political process is

critical if policymakers are to understand the nature and scope of public policy issues affecting the equipment finance sector. The conference includes a networking reception, detailed briefings on the latest public policy issues, and meetings with legislators and Administration officials. There is no registration fee for ELFA members to attend this event.

To find out more about ways to make a difference with your federal legislators contact Richard Shanahan at rshanahan@elfaonline.org.

Who Should Attend

Presidents, CEOs and senior staff of member companies, including those whose job responsibilities include federal government liaison activities.

JUNE

June 1-3

Credit and Collections Management Conference & Exhibition

Hilton Cincinnati Netherland Plaza • Cincinnati, OH

The ELFA Credit and Collections Management Conference and Exhibition addresses the new and emerging issues relevant to credit and collection professionals in the equipment finance industry. The 2014 conference includes sessions on the economy, the equipment finance cycle, changing equipment values and trends, the legal and regulatory environment, data analytics, the financing of intangible assets, and other relevant topics. The conference also provides ample opportunity to network with colleagues.

Who Should Attend

Senior vice presidents and vice presidents of credit, credit managers, credit analysts, documentation specialists, collections managers and service providers to the industry.

For information on how your company can exhibit at this conference, contact Steve Wafalosky at steve@larichadv.com or (440) 247-1060.

SEPTEMBER

September 8-9

Operations & Technology Conference & Exhibition

Westin Buckhead • Atlanta, GA

This conference provides direction and support for companies using technology to improve business processes, enhance customer satisfaction and increase operational effectiveness. Issues addressed may include: effective use of mobile, cloud, and social media technology; what it takes to replace your current systems; a preview of the 2014 Business Technology Performance Index; managing enterprise risk; information sharing and privacy: getting IT right; aligning projects between the business and IT teams; and how technology trends are shaping the customer experience. The conference also features the Operations & Technology Ex-

BUSINESS DEVELOPMENT OPPORTUNITIES

cellence Award winners. This prize is given to carefully selected equipment leasing and finance companies that have demonstrated best practices in developing and implementing innovative uses of technology or creative business processes to improve operations, enhance customer interactions, enter new markets and build overall ROI.

The ELFA Operations and Technology Conference will again be held concurrently with the ELFA Lease and Finance Accountants Conference. Both conferences will share a table-top exhibit targeting companies that provide lease and finance accounting software, and other technology-related processes and systems.

Who Should Attend

Executive management; directors of operations and administration; department managers for credit, collections, information technology, documentation, accounting, remarketing and equipment management; as well as representatives of companies providing systems.

For information on how your company can exhibit at this conference, contact Steve Wafalosky at steve@larichadv.com or (440) 247-1060.

September 8-10

Lease and Finance Accountants Conference & Exhibition

Westin Buckhead • Atlanta, GA

The largest annual gathering of lease and finance accountants and those responsible for financial reporting, this conference keeps attendees abreast of developments involving rule-making activities of the Financial Accounting Standards Board, international accounting standard-setters, state and federal tax authorities and other regulatory bodies. The agenda includes multiple sessions ranging from basic lease accounting for the newly-hired to discussions of complex and emerging accounting issues and their impact on business practices. A FASB board member participates in the program each year.

Who Should Attend

Chief financial officers, accountants, controllers, and others responsible for financial reporting activity.

For information on how your company can exhibit at this conference, contact Steve Wafalosky at steve@larichadv.com or (440) 247-1060.

OCTOBER

October 19-21

53rd Annual Convention

Manchester Grand Hyatt • San Diego, CA

The 53rd Annual Convention is the equipment leasing and finance industry's premier event. The Convention offers unmatched networking opportunities and high-quality educational sessions.

All educational sessions are selected from proposals submitted by ELFA members. If you have an idea for a session and would like to submit a proposal for consideration by the Convention Review Committee, please contact Lesley Sterling at ls Sterling@elfaonline.org.

Who Should Attend

Presidents, senior staff, marketing directors, division managers, sales and department directors will all find their experience at the annual convention rewarding.

For information on how your company can exhibit at this conference, contact Steve Wafalosky at steve@larichadv.com or (440) 247-1060.



Conference Resource Center

Whether you didn't attend an event or attended, but couldn't make it to all the sessions, the Conference Resource Center (CRC) ensures that you'll never miss out again! View session recordings, download materials, and browse speaker bios for many of ELFAs outstanding conferences.

If you attended a particular conference, access to the archived sessions is free of charge. All others may obtain access to the session recordings for a nominal fee.

Go to: <http://elfa.sclivelearningcenter.com>. For questions about the Conference Resource Center, contact Alexa Carnibella at acarnibella@elfaonline.org or (202) 238-3416.

BUSINESS DEVELOPMENT OPPORTUNITIES

Best Practices Roundtables

Included on the calendar of events are five best practices roundtables. These roundtables are small, one-day meetings designed to facilitate the exchange of information among peers. Attendance is by invitation, and is open to ELFA member companies only.

Bank Best Practices Roundtable

April 23 • Swissôtel Chicago • Chicago, IL

Independent Equipment Finance Summit

April 23 • Swissôtel Chicago • Chicago, IL

Captive and Vendor Finance Best Practices Roundtable

April 23 • Swissôtel Chicago • Chicago, IL

Tax Best Practices Roundtable

June 24-25 • Minneapolis, MN

Human Capital Best Practices Roundtable

ELFA Headquarters • Washington, DC

Get Credit!

Continuing Education Credits

Continuing Professional Education (CPE)

ELFA is a recognized sponsor of continuing professional education with many State Boards of Accountancy, the National Association of State Boards of Accountancy and many State Bar Associations. ELFA's conferences and web seminars qualify for CPEs, and attendees will be able to receive credit toward their licensing requirements. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. For a complete list of approved accredited courses and credit hours, go to www.elfaonline.org/Events/CEC/.

Continuing Legal Education (CLE)

There are several ELFA conferences that qualify for CLEs, and attendees will be able to receive credit towards their legal education requirements. The ELFA Legal Forum has been approved by many State Bar Associations for CLE credits. For a complete list of approved states and credit hours for the ELFA Legal Forum, go to www.elfaonline.org/events/CEC/?fa=CLE.

Certified Leasing Professional (CLP) Designation

Attendees who possess the Certified Leasing Professional (CLP) designation are required to maintain that designation in a variety of ways, including teaching and attending leasing and finance-related events. If you have your CLP and wish to receive a certificate of attendance to get credit for attending or teaching at an ELFA conference or web seminar, please contact Janet Fianko at (202) 238-3420 or jfianko@elfaonline.org. If you attended an ELFA conference and wish to apply the credits on your certificate of attendance towards your CLP or if you wish to learn more about the CLP, please contact Reid Raykovich at (206) 535-6281 or reid@clpfoundation.org.

If you have questions on continuing education, please contact Janet Fianko at jfianko@elfaonline.org.



PROFESSIONAL DEVELOPMENT OPPORTUNITIES

Principles of Equipment Leasing and Finance Workshop

The Principles of Equipment Leasing and Finance workshop has been educating newly-hired personnel in the essentials of the business for more than two decades. This workshop helps your sales force become more confident when meeting with potential customers, and provides your operations staff with a greater understanding of how the leasing and finance business works, and where their individual responsibilities fit into the workflow.

This workshop is designed to teach the fundamentals of “business-to-business” commercial equipment leasing and finance for entry-level personnel and/or individuals with business experience who do not have a complete overview of the industry.

Who Should Attend

Newly-hired staff, new ELFA members, operations staff, sales personnel, marketing personnel, outside providers, lessees, vendors, manufacturers.

Confirmed dates:

April 7-9 • Offices of Huntington National Bank • Chicago, IL

June 16-18 • Offices of Dilworth Paxson LLP • Philadelphia, PA

September 8-10 • Offices of Accruit, LLC • Denver, CO

Beyond the Basics In-House Workshop

Beyond the Basics takes attendees beyond their basic knowledge of the industry and immerses them in an intensive one-day, real-world case study. If you have at least 3 years of experience in the commercial, industrial, equipment leasing and/or finance industry and want to sharpen your skills, this workshop is for you!

For additional information on either of these workshops, contact Alexa Carnibella at acarnibella@elfaonline.org.

Bring These Workshops In-House!

Hosting a workshop at your own facility gives you the flexibility and convenience to address specific learning needs of your employees, establish collective knowledge and a shared skill set, and achieve even your most challenging business goals. To learn more about hosting an ELFA workshop at your organization, please contact Alexa Carnibella at (202) 238-3416 or acarnibella@elfaonline.org.



**The ELFA Academy –
Be Your Best From Your Desk!**

The ELFA Academy provides high quality, interactive training and resources in the essentials of equipment finance via online courses and web seminars.

The ELFA Academy currently offers the industry's only web-based equipment leasing and finance specific course, “Fundamentals of Equipment Leasing and Finance”. This course trains new employees (or those who need a refresher) on the basics of the industry. It also hosts two credit-specific courses, “Financial Statement Analysis” and “Should You Do the Deal: Case Studies in Equipment Leasing and Finance”.

Members receive 50% off all courses! To receive the discount on the Fundamentals course, enter the discount code: ELFA-FUNCOURSE. To receive the discount on the Financial Statement Analysis or Should You Do the Deal courses, enter the discount code: ELFACREDIT.

To check out any of these courses, visit the ELFA Academy home page: www.elfaonline.org/Events/eLearning/. For questions, contact Alexa Carnibella, acarnibella@elfaonline.org or 202/238-3416.

Web Seminars – Affordable. Timely. Convenient.

The ELFA Academy web seminars continue to be a popular source for information on issues impacting job and company performance, business fundamentals, standards and practices and policy formation. ELFA Academy web seminars are still the most convenient and cost-effective way to get information when YOU need it – all from the comfort of your desk! Missed a live event? – No problem! Online streaming archives are available for purchase via the ELFA Academy website.

To view a current list of scheduled web seminars, or to purchase archive access, go to: www.elfaonline.org/events/elearning/?fa=webinars.



General Information

Non-Member Conference Attendance Policy

1. A non-renewing, Regular Member organization will be permitted to attend one ELFA conference as a non-member and pay the applicable non-member registration fee. If the company wishes to attend another ELFA conference thereafter, it must join as a Regular Member.
2. An organization that has never been a member of the ELFA, and is qualified to be a Regular Member, is subject to the same attendance policy that applies to the non-renewing ELFA Regular Member: i.e., they will be permitted to attend one ELFA conference as a non-member and pay the applicable non-member registration fee. If the company wishes to attend another ELFA conference thereafter, it must join as a Regular Member.
3. New members will receive a discount (the difference between the non-member and member registration fee) toward their dues if they attend a conference as a non-member, pay the non-member registration fee, and subsequently join ELFA within 60 days.

To learn more about ELFA membership and its benefits, please contact Julie Benson at jbenson@elfaonline.org or 202-238-3432.

Get Noticed!

Marketing Opportunities

ELFA offers a number of marketing opportunities including Exhibits and Sponsorships which put you in touch with a network of industry representatives who are valuable prospects.

Exhibits

Don't miss opportunities to showcase your company's products and services to key decision makers in the equipment leasing and finance industry. Our 2014 exhibitor calendar includes the Equipment Management Conference, Funding National Conference, Credit and Collections Conference, Operations and Technology Conference, Lease and Finance Accountants Conference, and the Annual Convention. Each of these conferences are tailored to unique audiences within the industry. If you would like information on exhibiting at ELFA conferences, go to the ELFA website at www.elfaonline.org/Events/Exhibit/ or contact Steve Wafalosky at steve@larichadv.com or (440) 247-1060.

Sponsorships

ELFA offers a conference sponsorship program as an additional opportunity for companies to showcase their value to industry executives and decision makers. For more information about the ELFA conference sponsorship program, please go to the ELFA website at www.elfaonline.org/pub/events/sponsorships/ or contact Steve Wafalosky at steve@larichadv.com or (440) 247-1060.

New end-user resources from ELFA

EQUIPMENT FINANCE ADVANTAGE

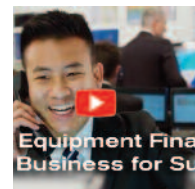
Equip Your Business for Success



Toolkit



Infographic



Video

Don't miss the new resources from ELFA showcasing how companies of all types and sizes can use equipment leasing and finance to their strategic advantage.

Visit ELFA's end-user website, www.EquipmentFinanceAdvantage.org, and get tips for using and sharing these tools with your customers, your sales teams and more!



Equipment Leasing and Finance Association
Equipping Business for Success



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AGL&F/ELFA Public Sector Finance Forum

The Mayflower Hotel • Washington, DC

May 14-15

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The Washington Court Hotel • Washington, DC

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Credit and Collections Management Conference & Exhibition

Hilton Cincinnati Netherland Plaza • Cincinnati, OH

SEPTEMBER

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Westin Buckhead • Atlanta, GA

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Lease and Finance Accountants Conference & Exhibition

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• Human Capital Roundtable

ELFA Headquarters • Washington, DC

• Bank Best Practices Roundtable

April 23 • Swissôtel Chicago • Chicago, IL

• Captives Best Practices Roundtable

April 23 • Swissôtel Chicago • Chicago, IL

• Independent Best Practices Roundtable

April 23 • Swissôtel Chicago • Chicago, IL

• Tax Best Practices Roundtable

June 24-25 • Minneapolis, MN



Conference Resource Center

ELFA's Conference Resource Center (CRC) is your online portal to educational content from ELFA's conferences. The CRC allows you to view conference sessions virtually and includes speaker handouts, audio streaming presentations, MP3 downloadable files and more. Whether you attended a meeting and want to revisit a session, or you're browsing for information on a particular topic, the CRC is your place to find that information. For a complete listing of the educational materials available, please go here: <http://elfa.sclivelearningcenter.com>



The ELFA Academy provides high-quality, interactive training and resources for you and your staff. For a complete listing of the on-line self-study courses and web

seminars available through the ELFA Academy, please go here: www.elfaonline.org/Events/eLearning/

Principles of Leasing and Finance Workshop

Dates and locations for Public Workshops

April 7-9 • Chicago; June 16-18 • Philadelphia; September 8-10 • Denver

ELFA instructors have been introducing leasing and finance company employees to the basics of the business for three decades. Companies have a choice of workshops: the original Principles of Leasing and Finance, and Beyond the Basics. Both workshops are available either as a custom, in-house program designed for your employees, or as a public workshop. To learn more, contact ELFA Professional Development at 202-238-3400.

Don't forget!

Always check the ELFA website for updates and additional programming. For complete details, please visit the Events and Training section of the ELFA website: <http://www.elfaonline.org/events/> or contact ELFA headquarters at 202-238-3400.