



UAEL Annual Conference & Exhibition

EMBASSY SUITES HOTEL ALBUQUERQUE, NEW MEXICO OCTOBER 5-8th 2006

Save the date.



UAEL SPRING CONFERENCE 2007
LAS VEGAS, NEVADA
THE WESTIN CASUARINA HOTEL & SPA
APRIL 12-15, 2007

We'll see you there.
“ Bet on it.”



UAEL Annual Conference & Exhibition

EMBASSY SUITES HOTEL ALBUQUERQUE, NEW MEXICO OCTOBER 5-8th 2006

Welcome to this year's Annual Conference and Exhibition in beautiful Albuquerque!

We are fortunate to be here during the world famous International Balloon Fiesta. The city and fiesta combine to provide a breathtaking backdrop to our largest and most popular gathering of the year.

This year's conference theme is Up, Up and Away with UAEL. The association is committed to helping you elevate your business and achieve your personal goals. This conference is focused on providing ways to take you and your company Up, Up and Away. Exciting speakers and timely educational sessions are in store for you. The exchange of ideas and practices in these sessions is priceless!!

Larry Mersereau will help you "Stand Out" by showing you how to position and grow your business with powerful brand identity and make your customers think of you first! Our exhibition hall is bursting at the seams with funders and service providers ready to help you elevate your business. Top flying presenters will be covering topics ranging from communication skills to financial analysis to maximizing residuals and lots more.

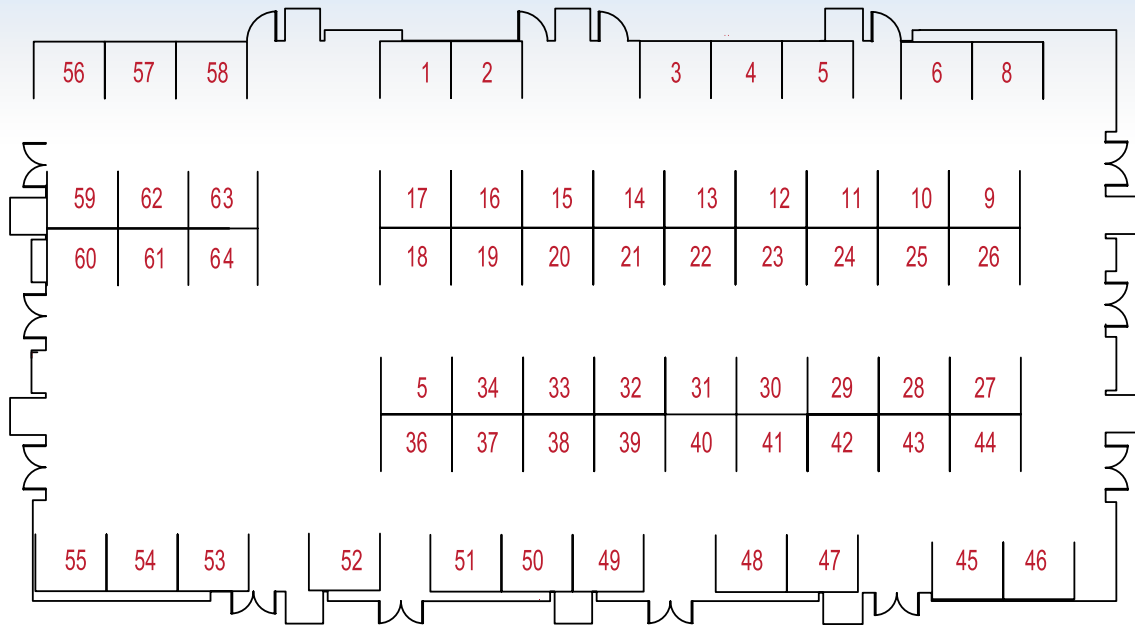
Entertainment will include our spousal trip to gorgeous Santa Fe for an afternoon. We will be making an early morning trip to the Balloon Fiesta's Gondola Club to view a Mass Ascension. An amazing evening at the Balloon Museum will be held Saturday night.

Keep your conference schedule handy because the activities will be coming fast and furious and you won't want to miss anything. The UAEL is glad you are here and encourage you to participate and get involved. You will find yourself and your business taking off Up, Up and Away!!! Enjoy the ride.



Paul Knowlton, CLP
CONFERENCE CHAIRMAN
Bank of Walnut Creek

EXHIBITORS



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BOOTH

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BOOTH

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OCTOBER 5th
THURSDAY
TIME

EVENT

LOCATION

7:00AM - 6:00PM

Registration Desk Open

Conference Gift Sponsored by ACC Capital Corporation
Conference Workbook Sponsored by US Bancorp Manifest Funding Services

Pre Convention Foyer

7:00AM

Transportation to Sandia Golf Club

Hotel Lobby

8:00AM

Golf at the Sandia Golf Club

Sponsored by Sterling National Bank

9:00AM - 1:00PM

UAEL Basic Equipment Leasing Class with CLP Participation

2:00PM - 4:00PM

Exhibitors Set Up

4:00PM - 5:00PM

Committee Meetings

• Membership *Ocotillo II* • Regional *La Ventana* • Education *Pinon* • Legal *Agave*
• Conferences *La Ventana* • Communications *Sage*

6:00PM - 7:00PM

First Timers Reception

Sponsored by Enterprise Funding Group

Agave Meeting Room

7:00PM - 9:30PM

Welcome Reception

Sponsored by Bank of the West
Sharing the ballroom with the UAEL Exhibitors for a Social/Networking evening

Ocotillo II

Sandia Ballroom I-VIII

OCTOBER 6th
FRIDAY

7:00AM - 6:00PM

Registration Desk Open

Pre Convention Foyer

7:00AM - 10:00AM

Continental Breakfast

Sponsored by Butler Capital Corporation

Pre Convention Foyer

7:30AM - 8:30AM

CLP Breakfast

Ocotillo I

8:30AM - 10:00AM

GENERAL SESSION & KEYNOTE SPEAKER

Larry Mersereau, CTC STANDOUT!

Sierra Ballroom



How to Position and grow your Business with a POWERFUL Brand Identity

If you're not one of the first two or three names that come to mind when your prospect is ready to make a buying decision, you're not even in the game. And if you want the best shot at their business, you'd better be first on the list. Get up early Friday morning for this session (based on Larry's new book by the same title), and you'll take home brand-building and positioning tactics that you can use immediately to establish top-of-mind awareness in any market. You'll learn how to write your own unique positioning statement, a key step in establishing your brand recognition and market superiority. (If you don't have one now, you've got to come to Albuquerque!) You'll identify which of the four possible market positions you're in now, which one you might prefer to occupy, and what you have to do to get there. You'll analyze your key competitor's positions, and identify what it takes to compete effectively with each one. You'll come away primed to etch your brand indelibly in the hearts and minds of your buying public, and to build a solid foundation for long-term growth and profitability.

10:00AM - 5:00PM

Funding and Service Provider Exhibits Open

RAFFLES TO BE HELD DURING THE EXPOSITION

Sandia Ballroom I-VIII

10:00AM - 10:15PM

Power Break

Sponsored by International Decisions Systems

Pre Convention Foyer

10:00AM - 3:00PM

Spouse/Guest Activity

Luxury Coach to Santa Fe with on board refreshments. Enjoy a lunch in downtown Santa Fe and time to explore the local shops and historic plaza.
Sponsored by Pentech Financial Services

12:00PM - 1:00PM

Working/Networking Lunch in the Exhibit hall

Sponsored by Financial Pacific Leasing, LLC

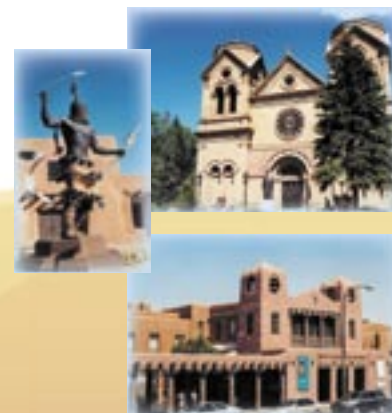
Sandia Ballroom I-VIII

6:00PM - 8:00PM

Presidents Reception *La Ventana*

Sponsored by LeaseTeam, Inc.

Friday Evening open to enjoy Albuquerque, New Mexico



OCTOBER 7th
SATURDAY
TIME

EVENT

LOCATION

5:00AM - 10:00AM

Grand Opening of the Albuquerque International Balloon Festival with Gondola Club membership

Sponsored by Heritage Pacific Leasing

Become a Balloon Fiesta VIP and enjoy the International Balloon Festival from one of the most picturesque locations at the Balloon Fiesta Park. There will be a special reserved tent with space heaters that lets you get away from the crowds with private seating indoors and out, delicious food and beverages with convenient restrooms.

Sponsored By Premier Lease & Loan Services



5:00AM - 10:00AM

Transportation to the International Balloon Festival

West Convention Entrance

Sponsored by Premier Lease & Loan Services

7:00AM - 3:00PM

Registration Desk Open

Pre Convention Foyer

7:00AM - 9:00AM

Continental Breakfast

Pre Convention Foyer

Sponsored by Madison Capital

10:30AM - 12:00PM

EDUCATIONAL SESSIONS

There's Got to Be A Pony Under Here Somewhere! *CPE Credits

Sierra I

If you think financial statement analysis isn't very interesting, think again! While it's not as exciting as CSI, it's just as much of a detective story. Find out about your customer and be able to answer all of your credit manager's questions by learning how to read between the lines at Bob Teichman's popular financial statement analysis and interpretation workshop.

Bob Teichman, CLP - Teichman Financial Training

Lease vs. Buy *CPE Credits

Sierra II

This workshop will review the equipment acquisition process, which includes the capital expenditure decision, the financing decision, and the Lessor selection process. We will look at the approach used for the Lease vs. Buy analysis, which is a present value after tax approach and the reasons for such an approach (the time value of money and the consideration of taxes). We then will look at the different types of analysis, such as A) lease vs. cash B) lease vs. loan C) lease vs. lease, and the data needed for each one. Finally, we will do an illustrative analysis that will put these concepts together, in order for you to use this very effective sales tool with your lessees.

Loni Lowder - ACC Capital Corporation

Gaining and Retaining Customers

Ocotillo II

Take part in an open discussion on how to build your customer base, and retain those customers for the duration. There is a two part formula for successfully growing your business, finding new customers and retaining your existing customers; if you can't do both you will never grow. Find out how you can direct market more effectively to create new customers. What are new ways to build strong relationships with customers? What can you do to help ensure you are always in the forefront of your customer's mind? Topics of discussion will include direct mail, telemarketing, email, keyword advertising, newsletters, and relationship building.

Jim Robb - Credit.net

Skip Wehner - 5280 Financial

Adrian Weber - SunBridge Capital, Inc.

Accounting for Leases *CLP Module

Sierra III

Financial & Tax Accounting is an integral part of the Lease transaction. This session will cover: Overview of financial statements, terminology, tax treatment for leases and levels of financial statement preparation. If you plan to sign up for an Institute for Leasing Professionals in the future this is one of the modules that will be covered. Come and get a "head-start" on this challenging module.

Paul Doyle, CPA - Doyle, Hull & Gregory

Nancy Geary, CPA, CLP - ECS Financial Services, Inc..

12:00PM - 2:00PM

Luncheon with Annual UAL Business Meeting

Sandia Ballroom IV - V

Sponsored by NetBank Business Finance

2:15PM - 3:15PM

EDUCATIONAL SESSIONS

Credit Scoring

Ocotillo II

This session will be a Round Table Discussion regarding credit scoring as it used today. A brief overview of how credit decisioning models are developed and utilized will be presented to open the discussion. Also, information on a recent study of "consumer based models" versus "business based models" will be shared and discussed.

Jim Merrilees, CLP - Pacific Capital Bank;

Sally Wilson - Experian Business Information Solutions

Brad Peterson - Pentech Financial Services

Managing Equipment Risk to Improve Transaction Quality *CPE Credits

Sierra I

Even though most small ticket lessors are not collateral lenders, when a lease defaults we most always look to the equipment as our first source of leverage/recovery. This session will review procedures for pre-funding reviews and using equipment to mitigate losses.

John Rosenlund, CLP - Financial Pacific Leasing

Greg Froomer - Quiktrak, Inc.

Tal Kennedy - Kenco Equipment Lease Company

OCTOBER 7th
SATURDAY
TIME

EVENT

LOCATION

2:15PM - 3:15PM

EDUCATIONAL SESSIONS (CONTINUED)

Norvergence - Chapter 7 Trustee Comes After Leasing Companies and the Future of Small Ticket Leasing

Sierra II

Learn about the latest developments in the Norvergence saga, including claims for recoveries being made against the leasing industry. Learn about the emerging Deepening Insolvency Theory and its potential ramifications such as the possible end to private label transactions and a discussion of what due diligence must be done by funders to protect themselves from Norvergence-like lawsuits.

Irwin Wittlin, Esq. - Hemar, Rouso & Heald, LLP

Andy Alper, Esq. - Frandzel Robins Bloom & Csato

Vendor Development/Sources of Financing *CLP Module

Sierra III

Developing and growing vendor relationships can and should be a major strategic component for any company in the Leasing and Specialty Finance Industry. Matching this type of business with the appropriate financing source is vital to great vendor programs. Come hear about the primary keys to successful vendor development and variety of methods to finance this and other types of your business.

Bob Rodi, CLP - Mount Pleasant Capital Group

Bob Monaghan, CLP - Harbor Financial Services

3:15PM - 3:30PM

Coffee Break

Pre Convention Foyer

3:30PM - 4:45PM

EDUCATIONAL SESSIONS

Lease Company and Portfolio Management *CPE Credits

Sierra I

Regardless of the size of your company, there are critical areas of management requiring your attention. Focus on these areas and managing change is key to success. From sales to accounting, if you are running or preparing to develop a leasing company, attending this session is a must. Own your own portfolio or considering it? This session will be covering the "absolutes" necessary to avoid fatal pitfalls and to maximize your profits!

Dwight Galloway, CLP - NetBank Business Finance

Ethics in Leasing: How Can You Use UAEI's Standards of Professional Practice *CPE Credits

Ocotillo II

This audience participation workshop is designed for everyone involved in equipment leasing. It serves three goals: (1) to discuss ethical issues of current concern; (2) to provide specific information about how everyone can use UAEI's Standards of Professional Practice and Dispute Resolution Procedures; and (3) to provide an opportunity for all Conference attendees to contribute to the learning process. To foster these goals, this workshop will encourage attendee participation through hypotheticals. Please bring your questions and share your experiences!

Victor Harris - Law Offices Of Victor Harris

Terey Jennings, CLP - Financial Pacific Leasing

Brian Bjella - Grandview Financial, Inc.

Marketing Today: How it Can Help Your Business Plan Succeed

Sierra II

Today, there are many ways to market your company's services. Which ways will best suit your budget and get the highest response, and how do you measure their success? In this session, we'll discuss different marketing methods (direct mail, print advertising, electronic marketing, association involvement, etc.) and the pros and cons of using each. Tips for using each method and stretching your budget while doing so, will be provided. This session includes research showing what it is that prospects and customers respond to and what turns them off. Several articles from progressive, successful marketers will be distributed on CD.

Ruth Anderson - LeaseTeam, Inc.

Randy Haug - LeaseTeam, Inc.

Cross-Border Financing: Doing Deals in Other Countries *CPE Credits

Sierra III

Do your vendors ever ask about financing for their customers in Canada, Mexico, and other countries? Cross-border financing used to be available only for large-ticket deals involving multinationals or investment-grade companies. But now the opportunities are moving down-market and tools for doing international deals can be accessed by leasing companies of all sizes. This presentation will describe how to get your vendors' deals done in Canada, Mexico, other countries in Latin America, and other parts of the world.

Gary Mendell - Meridian Finance Group

Hugh Swandel - Swandel & Associates

6:00PM

Transportation to the Albuquerque International Balloon Museum

West Convention Entrance

6:30PM

Saturday Evening Festival Gala at the Albuquerque International Balloon Museum

Have dinner and drinks while exploring one of the world's premiere facilities dedicated to the art, culture, science, history, sport and spectacle of ballooning. It features one of the finest collections of ballooning equipment and memorabilia. We will cap off the evening with a special "Balloon Glow" event and a spectacular display of fireworks.

OCTOBER 8th
SUNDAY
7:00AM - 9:30AM

Farewell Brunch

Ocotillo I-II

Sponsored by PFF Bank and Trust

8:00AM - 4:00PM

CLP Exam

Sandia Ballroom VII



SPEAKER BIOGRAPHIES

KEYNOTE SPEAKER

Larry Mersereau, CTC - *PromoPower.com*



Smart business leaders know who to turn to for strategies and tactics to bring in more business; Larry Mersereau, CTC. Niche as a small to mid-sized business marketing expert, Larry authors books and audio programs, consults with select clients, and speaks to dozens of business audiences every year.

Educated at Drake University (a long time ago!), Larry remains an avid student of marketing and human psychology. He's worked for large organizations and small ones, in a broad variety of industries. He's owned a number of his own businesses. Some have been raging successes, while others have been...learning experiences. He'll share the lessons learned from both to help you take the short route to profitability.

You'll have a good time with Larry, but more important; you'll take home real-world information and ideas you can use immediately to bring in more business and take home more money!

Andy Alper

Partner, Frandzel Robins Bloom & Csato, L.C.

Andrew K. Alper is a partner with the law firm of Frandzel Robins Bloom & Csato, L.C. in Los Angeles, California. Andrew has the A.V. Rating with Martindale Hubbell and has been representing equipment lessors, funding sources and other financial institutions since 1978. Andrew obtained his Bachelor of Arts degree in Political Science, Magna Cum Laude, from the University of California at Santa Barbara and received his Juris Doctor from Loyola Law School making the Dean's List. Andrew's practice emphasizes the representation of equipment lessors and funding sources in all aspects of equipment leasing including litigation, documentation, insolvency, and transactional matters. In addition to representing equipment lessors and funding sources, Andrew represents banks and other financial institutions in the area of commercial litigation, insolvency, secured transactions, banking law, real estate, and business litigation. Andrew has represented creditors in Bankruptcy, Trustees as special counsel, and has also represented Creditors Committees. He has also lobbied legislators on behalf of the Equipment Leasing Association with respect to the Bankruptcy legislation specifically to codify the result in Claremont Acquisition Corp. Andrew has also been appointed to the Insolvency Committee for the State Bar of California. Andrew is currently on the Board of Directors for the United Association of Equipment Leasing.

Ruth Anderson

Manager of Marketing & Communications LeaseTeam, Inc.

Ruth Anderson is the Manager of Marketing & Communications at LeaseTeam, Inc. Anderson has a Bachelor of Science in Advertising Journalism from the University of Nebraska-Lincoln. She has over 17 years of experience in the marketing and communications fields and has spoken on marketing trends and best practices at EAEL and UAEL conferences. LeaseTeam, Inc. provides equipment finance company staff with powerful tools that increase productivity across the enterprise, including feature-rich software that seamlessly handles the entire lifecycle of lease and loan transactions. LeaseTeam products are the preferred software for more than 250 equipment leasing companies throughout the U.S. and Canada.

Brian Bjella

President / Owner, Grandview Financial, Inc.

Brian Bjella is the President and owner of Grandview Financial, Inc. located in Marshall, MN. Grandview is the parent company to Quest Resources, Elite Salon Financing and HLC Capital.

Prior to acquiring Grandview Financial, Brian spent 12 years at U.S. Bancorp Business Equipment Finance. Brian served in many capacities from sales management, operational management and general management. In his last position he served as Senior Vice President and General Manager of U.S. Bancorp Manifest Funding Services.

Brian has served on the board of directors for EAEL, UAEL and task force committees for the ELA (Equipment Leasing Association). He has spoken around the country on the topics of equipment leasing and was published several times in major finance industry publications.

Brian's first love is his lovely wife Krista and daughters Aubrey Lynn and Morgan Lee.

Paul R. Doyle, CPA

Doyle, Hull & Gregory

Paul Doyle graduated with a bachelor's degree in accounting in 1974. He started his CPA career at Ernst & Young and started Doyle, Hull & Gregory in 1986. Paul specializes in handling vehicle and equipment leasing companies throughout the U.S.

Paul has been a tax and accounting counsel to the National Vehicle Leasing Association (NVLA) since 1984. He has written numerous articles and given many presentations on lease accounting and tax issues for the NVLA and its CLVE program, various banks and automobile manufacturers and other trade associations including TRALA and UAEL. Paul is a past member of the Board of Directors of NVLA and WAEL. He has been an expert witness several times and testified on various lease related issues. Mr. Doyle has presented information related to the industry or testified before the U.S. Treasury Department, the Financial Accounting Standards Board, the Nevada Gaming Commission and a state Credit Union Commissioner. Paul was the winner of NVLA's Samuel J. Lee memorial award in 1991 and the Sovereign Bank distinguished service award in 2004.

Dwight Galloway, CLP

CEO, NetBank Business Finance

Since 1988, Dwight Galloway has served as CEO of Netbank Business Finance (formerly Republic Leasing Company prior to June 2004). Netbank Business Finance is NetBank's national equipment finance division focused on the origination, through lease brokers, of equipment leases and loans to small and medium sized businesses. He has managed the underwriting, funding, and servicing of over \$1.5 billion in small to mid ticket transactions for lease brokers and lessors.

Prior to selling his company to the bank he was founder and President of U.S. Equipment, Inc., an equipment lessor. Galloway has been a board member of the United Association of Equipment Lessors and is a Certified Leasing Professional. He earned a Bachelor of Science degree in Accounting from Arkansas State University.

Nancy A. Geary, CPA, CLP

Partner, ECS Financial Services, Inc.

Nancy A. Geary is a CPA with over 20 years of accounting and tax experience, over 10 of those years serving the equipment leasing industry. Ms. Geary has been a partner at ECS Financial Services, Inc. since 1990. Ms. Geary's expertise includes accounting and portfolio management services for equipment leasing companies, management consulting, financial statement compilations, reviews and audits, business and personal tax preparation, financial projections, and personal and corporate tax planning. Ms. Geary heads up the Lease Servicing Division of her firm, which offers consulting, accounting, tax and portfolio management services to leasing companies.

Ms. Geary is active in various leasing associations, most recently as Chicago Regional Director of the United Association of Equipment Lessors (UAEL), Vice President of the CLP Foundation and Member of the Equipment Leasing Association (ELA) Service Provider Business Council. She recently authored the accounting chapter of the second edition of the CLP Foundation's Handbook and was committee chair for the CLP Foundation's Exam Rewrite Committee. Ms. Geary has been a lease accounting instructor for the Equipment Leasing Association's Principles of Leasing Workshops and for various CLP Exam Review Courses.

SPEAKER BIOGRAPHIES

Victor Harris

Law Offices Of Victor Harris

Victor is an attorney with a litigation and transactional practice in San Rafael, California. He has focused on commercial finance for the last 22 years, including equipment leasing, asset-based lending, and secured transactions. Victor's clients include financial institutions and equipment leasing companies (funders, lessors and brokers), and his representation extends to collection and defense litigation, workouts, transactional and other documentation matters, lender liability, and mixed collateral problems. He is a Phi Beta Kappa graduate from the University of California at Berkeley, and received his J.D. degree with honors from Harvard University Law School. Victor currently is the President of UAEL, a member of UAEL's Board of Directors, and also a member of UAEL's Legal Committee.

Randy Haug

Senior Vice President, LeaseTeam, Inc.

As Senior Vice President of LeaseTeam, Inc., Randy Haug is responsible for establishing and implementing market direction and strategies for all LeaseTeam solutions. His focus includes leading LeaseTeam's organizational accountability to its customers and ensuring that LeaseTeam products and services continue to exceed customer expectations. Beyond consultative sales, Randy advises LeaseTeam clients on a daily basis relating to their business issues and strategies to gain a competitive advantage. Randy speaks on many industry panels and roundtables on technology within the leasing industry, and he has also authored articles for industry publications.

Terey Jennings, CLP

Senior Vice President, Financial Pacific Leasing

Terey, a Certified Leasing Professional, is Senior Vice President of Business Development for Financial Pacific Leasing, a small ticket funding source serving brokers and lessors across the country. He has been with the company since 1986. Financial Pacific originates and services a portfolio of equipment leases that range from \$5,000 to \$75,000. The types of equipment we lease are very diverse, including most types of equipment purchased for business uses such as industrial, food service, data processing, vehicles, trailers, construction and maintenance equipment. Terey has been active member of UAEL for many years serving on different committees as well as the Board of Directors and was the UAEL President in 2005.

Tal H. Kennedy

Vice President, Kenco Equipment Lease Company

Joining Kenco in 1994, Tal brings in excess of 25 years experience to the operational aspect of equipment leasing. The management of legal and collection departments while with Colonial Pacific Leasing, (1978-1985), and as Director of Operations for Industrial Funding, (1985-1992), Tal has had the opportunity to instill efficient processing and funding programs. These experiences, coupled with two years of public partnership fund management, provide extensive structuring capabilities. Tal manages the credit, collection and lease processing areas of the company on a daily basis.

Loni L. Lowder

CEO, ACC

Loni L. Lowder is CEO of ACC. Mr. Lowder founded ACC, an equipment lease and finance company, in 1978. The company funds over \$60 million annually in equipment cost. He was a principal partner and member of the Board of Directors of Amembal, Deane & Associates and was named as a finalist for the Ernst and Young Entrepreneur of the year award.

Mr. Lowder has conducted sales and technical presentations on leasing in major cities throughout the United States. He has assisted in the development of several seminars on lease education and is solely responsible for having developed a popular Amembal Deane seminar entitled "Selling the Lease Alternative." Technical Leasing for Sales Success, a one-day seminar, is currently being taught to ACC brokers and community bank customers.

Gary Mendell

President, Meridian Finance Group

Gary Mendell is President of Meridian Finance Group, a company specializing in international trade finance, foreign credit insurance, and other export financing alternatives. A graduate of the University of Pennsylvania (1976), Gary has over 25 years of experience in international sales, distribution, and finance. Prior to Meridian Finance Group, he held positions managing international business development for companies in the pharmaceutical, aerospace, and plastics industries. Gary has been recognized with awards from the U.S. Department of Commerce, the Export-Import Bank of the U.S. (Ex-Im Bank), and the Foreign Credit Insurance Association in recognition of Meridian's contributions to U.S. exports.

James K. Merrilees, CLP

Pacific Capital Bank

James has thirty-three years of professional experience in the commercial leasing industry. Mr. Merrilees was President of Colonial Pacific Leasing from 1989 to 1994. He has held senior management positions in the leasing industry for the past twenty years.

Mr. Merrilees' experience includes development of vendor programs, purchasing third party broker business and portfolio acquisitions. Mr. Merrilees is a supporter of the continued growth and development of the leasing industry through his active participation. He participated in the development of the Leasing Industry Loss Prevention division of NACM (National Association of Credit Management). He was a board member of EAEL (Eastern Association of Equipment Lessors) from 1991-1994 and also served on the UAEL (United Association of Equipment Leasing) board from 1991-1996 and 2005, one year as the association president. He served on the ELA board (The Equipment Leasing Association) from 2001-2003. Mr. Merrilees is a Certified Lease Professional and serves on the CLP Foundation Board of Directors, currently as the President. Mr. Merrilees has a BS degree in Finance from Miami University in Oxford, Ohio and an MBA from Pepperdine University in Malibu, California.

SPEAKER BIOGRAPHIES

Brad Peterson

Vice President – Business Development
Pentech Financial Services, Inc.

Brad is currently the VP of Business Development for Pentech Financial Services and serves on the UAEL Board of Directors as Vice President. Prior to joining Pentech in August of 2005, Brad was with US Bancorp Manifest for nine years and Ralston Purina for fifteen years.

Brad held several positions during his nine years at Manifest Funding Services including Regional Sales Manager, Director of Sales and Senior VP, General Manager. He held several finance and sales related positions in his years with Ralston Purina. Brad has Bachelor of Science degrees in Finance and Economics from Iowa State University.

Bob Rodi, CLP

President/CEO, LeaseNOW, Inc.

Bob Rodi, CLP is the president/CEO of LeaseNOW, Inc. He has been a WAEL/UAEL member since 1985. Rodi served on the Board of the UAEL from 1995 to 2001 and was the UAEL president in 2000. Mr. Rodi is happy to be attending his 38th consecutive UAEL conference and heartily thanks his lovely wife, Marina, for allowing him to attend UAEL conferences with all of his leasing buddies on a regular basis. Mr. Rodi is widely recognized for his expertise in developing automated credit scoring programs and the development of proprietary point of sale financial applications. He is also a contributing editor to the CLP handbook.

John G. Rosenlund, CLP

Financial Pacific Leasing, LLC

John is VP Portfolio Services—Special Assets, for Financial Pacific Leasing, LLC. Financial Pacific is a funding source, providing financial solutions to small ticket brokers and lessors throughout the nation, since 1975. His primary responsibilities include management of the collections, legal and asset management functions in the special accounts department of a sub-prime small ticket company. Mr. Rosenlund has 27 years in Financial Services, with 24 years spent in small ticket and middle market equipment leasing with Colonial-Pacific, FirstCorp and MetLife Capital and Financial Pacific, since 2000. Mr. Rosenlund currently chairs the UAEL Education Committee and served as Chairman of the ELA Credit & Collection Committee from 2002-2004. Mr. Rosenlund has been a speaker and panelist at numerous industry conferences on collection techniques, equipment and legal account management and fraud prevention.

Hugh Swandel

President, Swandel and Associates,

Hugh Swandel is President of Swandel and Associates, a Canadian based consulting firm that works with Lessors and Brokers across North America. Mr. Swandel has been involved in the North American Leasing industry for over fifteen years and was recently named the Canadian Finance and Leasing Association "Member of the Year" for 2006. He has extensive North American Contacts in the leasing industry and a strong reputation as an effective negotiator of win/win agreements involving acquisitions, business development, securitization and most other matters of significant importance to Lessors. For more information visit: www.swandelandassociates.com.

Robert Teichman, CLP

Teichman Financial Training

Robert Teichman, CLP (Certified Lease Professional) started in automotive leasing sales in 1963, then moved into equipment leasing in the late 1960's. For over 20 years he provided funding for leasing companies as an officer of both bank and non-bank lenders, and started several successful leasing companies. His company, Teichman Financial Training, located in Sausalito, California, was founded in 1998 and provides lease education and consulting services to lessors, funders, brokers, bankers, government agencies and other members of the financial community.

He was Chairman of UAEL's Education Committee with responsibility for the Certification and Educational Programs, and served four years on UAEL's Board of Directors.

Bob is a frequent speaker at leasing industry events, and has written articles for many industry publications. He is a co-author of the Certified Lease Professional's Handbook and currently serves as Vice President and Member of the CLP Foundation's Board of Directors.

Skip Wehner

5280 Financial

Skip Wehner has been in the leasing industry in some capacity for nearly 20 years. He has worked for several national lenders on both the sales and operations side. Skip recently founded 5280 Financial with his brother Rick. He currently resides in Highlands Ranch, Colorado with his wife, Sheri and their three children.

Irwin Wittlin

Hemar, Rouso & Heald, LLP,

Irwin Wittlin is with Hemar, Rouso & Heald, LLP, a firm specializing in leasing law and creditor representation. Located in Encino, California just outside of Los Angeles, the firm has been active in UAEL since its inception. Irwin specializes in creditor representation, including the representation of equipment lessors, funding sources, and financial institutions in collections, business litigation and matters pertaining to secured and unsecured debt. His experience ranges from simple equipment recovery to complex pre-judgment and post-judgment proceedings. He also is an experienced bankruptcy practitioner, having represented secured and unsecured creditors in Chapter 7, 11, and 13 proceedings. Irwin graduated from the University of California at Los Angeles with a Bachelor of Arts Degree with the dual major of Business/Economics where he graduated with honors. He then attended Loyola Law School in Los Angeles, where he was on the Dean's List. While attending Loyola, Irwin was awarded a legal externship with the California Court of Appeal, and also earned membership in the Moot Court Honors Program. He graduated from Loyola University School of Law with honors.



Albuquerque Activities

Nightlife

Brewster's Pub: Hitch up your horse, pardner! This pub gives you the feeling of being in the Old West. Traditional saloon architecture with high ceilings and a long narrow bar area, so you can actually catch a waft of whisky and wood from somewhere long ago. Live blues, jazz, and rock most nights. Over 29 beers on tap, and a full menu of pub grub is available.

Caravan East: To stay on the nightlife scene for over five decades is almost unheard of, but that's exactly how long the Caravan has been around. Each night, two bands crank out some great country and western music. From 4:30 until 7, it's happy hour with a free buffet and drink specials.

KiMo Theater: Built in 1927, the KiMo is a beautiful Pueblo Deco style building originally built during the heyday of luxury theater construction as a movie palace and vaudeville stage (Vivian Vance - I Love Lucy's Ethel - got her start here). Used today as a performing arts venue, the theater has been fully restored to its original grandeur and is an Albuquerque landmark. Symphony, opera, and ballet performances are scheduled here, as well as theater performances and children's shows.

Midnight Rodeo: It's not hard to be busy every single night of the week if you're a happenin' country and western club called the Midnight Rodeo. This is the Southwest's largest nightclub, with a dance floor that covers 5,500 square feet! Plenty of tight jeans, cowboy boots and boogie tunes. But, just in case you decide you're not in the mood for country music, the adjoining Gotham nightclub features a full schedule of heavy metal and rock, goth and punk concerts.

O'Niells Pub: This comfortable neighborhood bar has been a favorite Nob Hill hangout for years and it's no secret why - friendly staff, laid-back atmosphere, long hours, good prices and a good selection of beers, spirits and pub grub. Great service and arguably the best burgers in Albuquerque!

Restaurants

Essencia Restaurant: Essencia has the best food in the Albuquerque area. Every entree is an original with flavor combinations that are absolutely amazing. Phone # 505-792-4210

El Pinto: Named runner-up as the best restaurant in New Mexico for its superb, traditional New Mexican cuisine. Phone # 505-898-1771

Garduno's of Mexico: It's a fiesta all the time at this great Mexican restaurant. The margaritas are cold, the guacamole is prepared tableside. Phone # 505-898-2772

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Scalo Northern Italian Grill: Flavorful pastas, succulent seafood, and savory meat entrees, plus a list of wonderful Italian wines to complement your meal. Phone # 505-255-8781

Nearby Sights and Attractions

Rio Grande Nature Center State Park: This 270-acre park along the Rio Grande is wildlife sanctuary that is home to more than 260 species of birds. The best way to experience the park is to hike any of the numerous trails, but if time is short, check out the library at the nature center, where you'll find not only a wealth of books about the area and nature in general, but a fantastic view as well. The glass-walled library faces out onto a pond full of geese, ducks, and other wildlife.

Sandia Park Tramway: This 20-minute excursion is the world's longest aerial tram ride, and also one of the most breathtaking rides you may ever experience. Once at the top, you may like to ski, mountain bike, or just enjoy the view. There are restaurants at both the top and the bottom of the tramway. For two weeks each spring and fall, the tramway is closed for maintenance - call for exact dates.

Indian Pueblo Cultural Center: A vast collection of exhibits, performances, and information on Native American culture in general and the Pueblo Indians in particular. Weekend performances of Native American dances, arts and crafts demonstrations, and many year-round special events are free to the public. The gift shop features an excellent selection of fine pottery, painting, sculpture, and weaving. A children's museum, bookstore and a restaurant are also on-site.

Albuquerque Museum: This leading educational forum for Southwestern art, culture, and history has a fascinating collection of sculptures, paintings and photographs, and also offers summer art classes and workshops for children and adults. Enjoy guided tours of the gallery, Old Town, the sculpture garden, and Casa San Ysidro. Be sure to check out the unique items at the gift shop.



Embassy Suites Hotel Albuquerque

The newly-opened Embassy Suites Albuquerque hotel is centrally located in Downtown Albuquerque between the campus of the University of New Mexico (UNM) and the Albuquerque Convention Center close to the Albuquerque International Airport. This full-service upscale all-suite hotel is just minutes from historic Old Town Albuquerque, the Albuquerque Biological Park, the Rio Grande Zoo, the Albuquerque Aquarium, Winrock Shopping Mall, Kirtland Air Force Base, UNM basketball's "The Pit", Journal Pavillion, Isotopes Baseball Park, Kimo Theatre, UNM Championship Golf Courses, Tingley Coliseum, the National Hispanic Cultural Center of New Mexico, the New Mexico Museum of Natural History and Science, the New Mexico State Fairgrounds, the community of Rio Rancho and Balloon Fiesta Park. The Sandia Peak Tramway, Sandia Ski Basin and Sandia Casino are all just a short drive away. Guests of the Embassy Suites Albuquerque hotel stay in a spacious two-room suite that features a Refrigerator, Microwave, In-Room Safe, Sleeper Sofa, Coffeemaker, Full-Size Ironing Board/Iron, Dual Phone line, Voicemail and Hairdryer and receive a complimentary cooked-to-order breakfast, a nightly manager's reception and high-speed internet access.

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so·lu·tions

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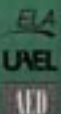
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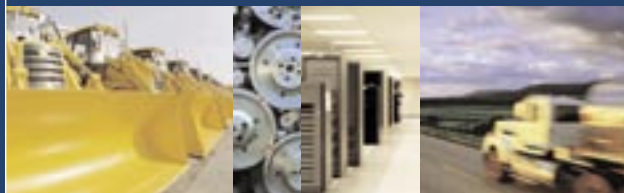
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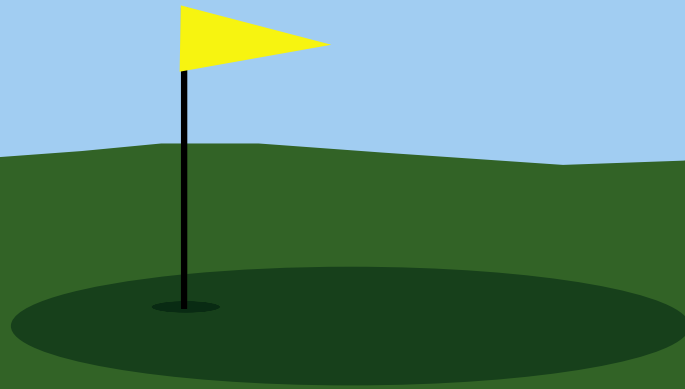
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