



INSTITUTE FOR LEASING PROFESSIONALS

Southern California

Sponsored By
Banc of California
18500 Von Karman
Irvine, CA 92612

The Institute for Leasing Professionals (ILP) is a two-day class that is the best means of preparing for the Certified Lease Professional exam which is offered on the third day. The course can also be used to kick-off the preparation for those who wish to take the exam in the future.

The ILP is a comprehensive NEFA training program designed by leasing professionals and presented by the best and the brightest in the industry. The topics covered are:

Schedule of Events

August 7th
NEFA Angels Game*

August 8th
8:00 a.m.-5:00 p.m. Class

August 9th
8:00 a.m.-5:00 p.m. Class

August 10th
8:00 a.m.-5:00 p.m.
CLP Exam*

- History & Purpose of Leasing
- Lease Terminology & Classification
- Sales & Marketing
- Lessor-Vendor Relationships
- Credit & Credit Scoring, Financial Statement Analysis
- Lease Pricing
- Lease Law & Documentation
- Government Leasing
- Financial & Tax Accounting
- Lease Company Management
- Portfolio Management
- Sources of Financing
- Lease vs. Buy
- Collections

Hotel Information

Marriott - Irvine
18000 Von Karman Ave.
Irvine, CA 92612
www.marriott.com
(949) 553-0100

The cost to attend the ILP is \$495 for NEFA members and \$595 for non-members. To register for the class, please visit: www.NEFAssociation.org or e-mail Kim King, Sr. Association Coordinator at NEFA - kking@nefassociation.org. The CLP exam is governed by the Certified Lease Professional Foundation and the cost to sit for the exam is \$580. For more information, please visit: www.clpfoundation.org or contact Reid Raykovich, CLP, Executive Director at the CLP Foundation: reid@clpfoundation.org or (206) 535-6281

*Optional - additional cost

CLP Foundation
P.O. Box 146
Northbrook, IL 60065