



THE CLP CIRCULAR

News for Leasing Professionals

April 2009

HIGHLIGHTS

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- Featured CLP: Rosanne Wilson
- Foundation Sponsors
- NAELB and NEFA Special Opportunities

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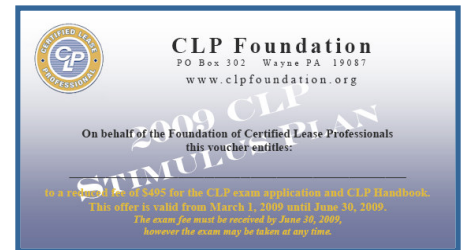


Rosanne Wilson,
1st Independent Leasing, Inc.

CLP Stimulus Plan

The economy has presented us all with extraordinary challenges but it's what we do, with the opportunities that we have now, that will be our springboard for future success. At the CLP Foundation we believe there is no better time than the present to enhance the image of the equipment leasing industry and incent our colleagues and peers toward continuing education and certification. As you will recall from our March 1st announcement, the Foundation is offering a CLP Stimulus Plan which is valid through the 30th of June, 2009. The offer drops the fee for the exam and handbook from \$600 to \$495 for this limited time. Candidates can still study at their own pace and take advantage of complimentary study tools such as the CLP Mentor Program, the only requirement is that the application for cortication is received by June 30th; the exam can be taken at any time.

There is a lot of talk among funders and vendors, lessees and lenders about how being a CLP carries even more credibility in this economic environment. CLP's are thought of as professionals with a well rounded understanding of the industry and who comply with the highest standards of professional conduct. We hope you will invite a qualified colleague to take this great opportunity and join us building the future success of our industry.



This Month's Featured CLP - Rosanne Wilson

I became a CLP in 1998 thanks to the encouragement of the UAEL (now NEFA) who were the first to introduce this program. Bob Teichman , who is the 2009 Leasing Person of the Year pushed me and encouraged me to "Go For It" 11 years ago. At that time, there were only a couple of women who had earned this certification in the industry. Back then, there weren't a lot of women in the leasing industry either. It felt a bit lonely at leasing conferences. But I wasn't going to let a gender thing stop me. I knew that the CLP was the highest certification in the leasing industry and I wanted to be at the top of the pack. I had already been in business 8 years (and I thought I knew everything!), but when I began my studies of the CLP Handbook, and attended sessions at a CLP academy being offered at the Colonial Pacific Leasing headquarters in Portland, OR, I realized I understood only a fraction of what

was needed to be a real professional in this business. I had a long way to go!

Thankfully, the CLP mentors and instructors in this business provided me with the vital tutoring I needed to get through the tough parts of the "Body of Knowledge" that is required in order to be ready for the test. I had been warned about the difficulties of the test. I had been told it was a gruesome 8 hour exam and I had heard many folks fail the first time. I personally don't accept failure in my life and I did not want to let myself down. I studied hard for 2 months solid and had my mentors go over and over certain segments that I felt weak on and I made the commitment to see this through. I almost bailed out on taking the test at the last minute, but that little voice in my head said "yes you can do it". Why did I want to put myself through all of this punishment? Let me tell you why. It is the most recognized designation in the Leasing industry. The letters CLP gives my Funding Sources more confidence in my abilities and they respect me. They believe I really know what I am doing and they have more confidence in my transactions. They know I have made a commitment to a career in leasing by going the extra mile to be the best. They are more willing to put my deals at the top of the stack instead of the bottom. Really! It opens the doors to have access to some exceptional funding sources. It also allowed me to get elected to the Board of Directors of the NAELB as their treasurer for 3 years which was a position that required real trust and abilities.

Carrying those 3 little letters (CLP) after my name on all my business cards and correspondence has given me a vote of confidence by my Vendors and my Lessees. They have told me they feel a real sense of security knowing they are dealing with the best of the breed. They know their transactions are being cared for by a true professional. When I passed my test, I was one of only 5 women in the United States who were CLPs. Now we have many more women and men who have joined the ranks. Now would be an excellent time for anyone in this business to take that pledge to become a CLP this year.

I have gained so much by having my CLP, that this year I was delighted to be able to serve the CLP Foundation on their Board of Directors. I wish to give back to them as a way of thanking them for what they have done for me these past 11 years. I challenge all of you to take that leap.

CLP Foundation Sponsors and Supporters

NAELB Members:

Did you know that the \$50 NAELB Membership Voucher can be used toward CLP Certification, Recertification or Annual Dues?

Your Name Here

Contact the CLP Foundation for advertising opportunities:
610.687.0213

*"There are limitless opportunities in every industry. Where there is an open mind, there will always be a frontier."
— Charles Kettering*

EQUIPMENT WANTED:

Used Notebook Computer as donation to the CLP Foundation
Contact 610.687.0213



Financial Pacific Leasing
Since 1975 and still growing strong
1.800.447.7107
www.finpac.com

Institute for Leasing Professionals

NEFA has joined the Foundation with a Stimulus Plan valid through June 30, 2009. NEFA has reduced the cost of the 2-Day Institute for Leasing Professionals to \$395.00. The next ILP will be offered August 19th and 20th in Bellevue, Washington, USA



Meet your 2009 Board of Directors

Theresa Kabot, CLP (President)
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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 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

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

Marketing

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

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

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)